

# INCOTERMS 2020



## ALL MODES OF TRANSPORTATION

								RESPONSIBILITIES SELLER	RISK TRANSFERRED UPON	RESPONSIBILITIES BUYER
<b>EXW</b> ExWorks	Cost	[Solid Blue]						Making goods available for transport at named place.	Readiness at named place.	Transport including loading from named place.
	Risk	[Solid Blue]								
<b>FCA</b> Free Carrier	Cost	[Solid Blue]	[Solid Blue]					Loading on first carrier.	Loaded on first carrier.	Transport from named place.
	Risk	[Solid Blue]	[Solid Blue]							
<b>CPT</b> Carriage Paid To	Cost	[Solid Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	Transport to named place.	Loaded on first carrier.	Unloading at named place.	
	Risk	[Solid Blue]	[Solid Blue]							
<b>CIP</b> Carriage & Insurance Paid To	Cost	[Solid Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	Transport to named place including cargo insurance.	Loaded on first carrier.	Unloading at named place.	
	Risk	[Solid Blue]	[Solid Blue]							
<b>DAP</b> Delivered At Place	Cost	[Solid Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	Transport to named place.	Available for unloading at named place.	Unloading at named place.	
	Risk	[Solid Blue]	[Solid Blue]							
<b>DDP</b> Delivered Duty Paid	Cost	[Solid Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	Transport to named place, including import customs formalities.	Available for unloading at named place.	Unloading at named place.	
	Risk	[Solid Blue]	[Solid Blue]							
<b>DDP</b> Delivered At Place Unloaded	Cost	[Solid Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	[Diagonal Blue]	Transport to named place including unloading.	Unloaded at named place.	Receipt at named place.	
	Risk	[Solid Blue]	[Solid Blue]							

## SEA AND INLAND SHIPPING

<b>FAS</b> Free Alongside	Cost	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	Making goods available alongside ship at port of origin.	Available alongside ship at port of origin.	Transport including loading at port of origin.
	Risk	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]			
<b>FOB</b> Free On Board	Cost	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	Making goods available onboard ship at port of origin.	Loaded onboard vessel.	Transport excluding loading at port of origin.
	Risk	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]			
<b>CFR</b> Cost & Freight	Cost	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	Transport to port of destination.	Loaded onboard vessel.	Unloading at port of destination.
	Risk	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]			
<b>CIF</b> Cost, Insurance & Freight	Cost	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	Transport to port of destination including cargo insurance.	Loaded onboard vessel.	Unloading at port of destination.
	Risk	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]	[Solid Blue]			