

# Incoterms® 2020



Description	Incoterms 2020											Freight / Risk Transfer	More details
	Seller	Carrier	Customs export	Alongside ship	On Board	On Arrival	Alongside ship	Customs import	Destination	Buyer	Buyer		
<b>EXW</b> Ex Works	Seller										Buyer	<b>Freight</b> Seller's premises <b>Risk</b> Seller's premises	The seller is only responsible for making the goods available at the agreed location. From that moment on, the buyer bears almost all costs and risks during the entire shipping process.
	Seller										Buyer		
	Seller										Buyer		
				Buyer							Buyer		
<b>FCA</b> Free Carrier	Seller										Buyer	<b>Freight</b> Freight handler <b>Risk</b> Freight handler	The seller needs to make the goods available at the custody of the carrier which is proved by the buyer. When the goods have been loaded the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>CPT</b> Carriage Paid to	Seller										Buyer	<b>Freight</b> Destination <b>Risk</b> First freight handler	The seller delivers the goods to the carrier at an agreed place of delivery and pays for the carriage of goods up to the named place of destination. At the place of delivery the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>CIP</b> Carriage and Insurance Paid to	Seller										Buyer	<b>Freight</b> Destination <b>Risk</b> First freight handler	The seller delivers the goods to the carrier at an agreed place of delivery and pays for the carriage of goods and all risk insurance up to the named place of destination. At the place of delivery the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>DPU</b> NEW Delivered at Place Unloaded	Seller										Buyer	<b>Freight</b> Destination <b>Risk</b> Destination	The seller is responsible for the costs and risks of delivering goods to an agreed destination where goods can be unloaded for further transport. At the unloading place the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>DAP</b> Delivered at Place	Seller										Buyer	<b>Freight</b> Place of destination <b>Risk</b> Arriving means of transport at destination	The seller is responsible for the costs and risks during the transport of the goods to an agreed address. When the goods have arrived at the unloading place the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>DDP</b> Delivered Duty Paid	Seller										Buyer	<b>Freight</b> Destination <b>Risk</b> Destination	The seller is responsible for the costs and risk of the transport, the export and import responsibilities and the import duties. When the goods have arrived at the unloading place and are ready for unloading the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>FAS</b> Free Alongside Ship	Seller										Buyer	<b>Freight</b> Shipside in port of departure <b>Risk</b> Shipside in port of departure	The seller is responsible for the costs and risks until the goods are delivered next to the ship. When the goods are delivered on the ship the risk is transferred. The buyer also arranges the export and import clearance.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>FOB</b> Free on Board	Seller										Buyer	<b>Freight</b> On board ship <b>Risk</b> On board ship	The seller is responsible for all costs, risks and export clearance until the goods are loaded on board of the ship. When the goods have been delivered to the ship the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>CFR</b> Cost and Freight	Seller										Buyer	<b>Freight</b> Port of destination <b>Risk</b> On board ship	The seller is responsible for all costs, duty unpaid to the port of destination. When the goods are on board of the ship the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		
<b>CIF</b> Cost, Insurance and Freight	Seller										Buyer	<b>Freight</b> Port of destination <b>Risk</b> On board ship	The seller is responsible for costs of freight and insurance, duty unpaid to the named port of destination. When the goods are on board of the ship the risk is transferred.
	Seller										Buyer		
	Seller										Buyer		
				Seller							Buyer		

■ costs 
 ■ risk 
 ■ insurance 
 ■ customs 
 FAS, FOB, CFR and CIF only apply to sea and inland waterways. The place should always be specified as precisely as possible, and not just be a city name.