

INCOTERMS®



Seller / Shipper



Loading



Origin Carrier



Origin Terminal /
Customs



On Board



Freight



Destination Terminal /
Customs



Unloading



Buyer / Consignee

RULES FOR ANY MODE OF
 TRANSPORT

RULES ONLY FOR SEA &
 INLAND WATERWAY
 TRANSPORT

Incoterms	Description	Costs	Seller / Shipper	Loading	Origin Carrier	Origin Terminal / Customs	On Board	Freight	Destination Terminal / Customs	Unloading	Buyer / Consignee
EXW	Ex Works (... named place of delivery)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
FCA	Free Carrier (... named place of delivery)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
CPT	Carrier Paid To (... named place of destination)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
CIP	Carrier & Insurance Paid to (... named place of destination)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
DAP	Delivered at Place (... named place of destination)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
DPU	Delivered at Place Unloaded (... named place of destination)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
DDP	Delivered Duty Paid (... named place of destination)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
FAS	Free Alongside Ship (... named port of shipment)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
FOB	Free on Board (... named port of shipment)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
CFR	Cost & Freight (... named port of destination)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■
CIF	Cost, Insurance & Freight (... named port of destination)	Costs	■	■	■	■	■	■	■	■	■
		Risks	■	■	■	■	■	■	■	■	■

■ Seller's Costs / Risks
■ Buyer's Costs / Risks

Critical transfer point That point is transit where the seller's responsibility ends and the buyer's responsibility begins

Costs All costs relating to the goods until such time as they have been delivered in accordance with the applicable INCOTERMS® 2020

Risks An event that may occur and cause loss / damage to the goods is a "risk"

* FCA – If delivery occurs at the seller's premises, the seller is responsible for loading. If delivery occurs at any other place, the seller is not responsible for unloading

** DPU – Unloaded from arriving vehicle