

	SELLER/EXPORTER FACILITY	CUSTOMS CLEARANCE (EXPORT)	PRE-CARRIAGE	DELIVERED AND UNLOADED AT PORT OF LOADING	ALONGSIDE VESSEL	ONBOARD VESSEL PORT OF LOADING	MAIN TRANSPORT	ONBOARD VESSEL POINT OF DISCHARGE	UNLOADED AT PORT OF DISCHARGE	ON-CARRIAGE	CUSTOMS CLEARANCE (IMPORT)	BUYER/IMPORTER FACILITY
ANY MODE(S) OF TRANSPORT	EXW EX Works	CARRIAGE RISK COST										
	Seller is only responsible for having the goods packed made available at the seller's premises. The buyer bears the full risk and cost from there to the destination, including the loading of the cargo.											
	FCA Free Carrier	CARRIAGE RISK COST										
	Seller is responsible for delivery to the named place. Seller is responsible for loading. Risk and cost are transferred to the buyer as soon as delivered at the named place, Unloading is the buyers responsibility.											
	CPT Carriage Paid To	CARRIAGE RISK COST										
	Seller arranges the transportation and costs to the named place at destination. Risk is transferred to the buyer once delivered at first carrier.											
	CIP Carriage and Insurance Paid To	CARRIAGE RISK COST										
Seller arranges the transportation, costs, and insurance on behalf of the buyer to the named place at destination. Risk is transferred to the buyer once delivered at first carrier. Seller is required to obtain extensive Insurance cover complying with Institute Cargo Clauses (A) or similar clause in the buyers name.												
DAP Delivered At Place	CARRIAGE RISK COST											
Seller delivers the goods to the agreed place at destination. Seller assumes all cost and risk until the goods are ready for unloading at named place at destination.												
DPU Delivered at Place Unloaded	CARRIAGE RISK COST											
Seller assumes all costs and risks until the goods are unloaded at the agreed named place at destination. Buyer is responsible for Import customs formalities.												
DDP Delivered Duty Paid	CARRIAGE RISK COST											
Seller delivers the goods to the agreed place at destination. Seller assumes all cost, including import formalities, and risk until the goods are ready for unloading at named place at destination.												
SEA & INLAND WATERWAY TRANSPORT	FAS Free Alongside Ship	CARRIAGE RISK COST										
	Seller is responsible for delivery of the goods at the port alongside the vessel. From this point onward, risk and cost transfers to the buyer.											
	FOB Free On Board	CARRIAGE RISK COST										
	Seller is responsible for delivery of the goods loaded on board the vessel. Risk and cost are transferred as soon as the goods have been loaded onboard the vessel.											
	CFR Cost and Freight	CARRIAGE RISK COST										
Seller covers cost of freight to the named port of destination or place. Risk is transferred as soon as the goods have been loaded onboard the vessel.												
CIF Cost, Insurance and Freight	CARRIAGE RISK COST											
Seller covers cost of insurance and freight to the named port of destination or place. Risk is transferred as soon as the goods have been loaded onboard the vessel. Seller is required to obtain min. Insurance cover complying with Institute Cargo Clauses (C) in the buyers name.												

INCOTERMS® 2020

Reference Chart

Services	ANY MODE(S) OF TRANSPORT							SEA & INLAND WATERWAY TRANSPORT			
	EXW EX Works	FCA Free Carrier	CPT Carriage Paid To	CIP Carriage & Insurance Paid To	DAP Delivered at Place	DDP Delivered Duty Paid	DPU Delivered at Place Unloaded	FAS Free Alongside Ship	FOB Free On Board	CFR Cost and Freight	CIF Cost, Insurance & Freight
	Who Pays										
Export Packing	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Marking & Labeling	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Block and Brace	1	1	1	1	1	1	1	1	1	1	1
Export Clearance (License, EEI/AES)	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Freight Forwarder Documentation Fees	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	SELLER	SELLER
Inland Freight to Main Carrier	BUYER	2	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Origin Terminal Charges	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	SELLER	SELLER	SELLER
Vessel Loading Charges	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	SELLER	SELLER	SELLER
Ocean Freight / Air Freight	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	SELLER	SELLER
Nominate Export Forwarder	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	SELLER	SELLER
Marine Insurance	3	3	3	SELLER	3	3	3	3	3	3	SELLER
Unload Main Carrier Charges	BUYER	BUYER	4	4	SELLER	SELLER	SELLER	BUYER	BUYER	4	4
Destination Terminal Charges	BUYER	BUYER	4	4	SELLER	SELLER	SELLER	BUYER	BUYER	4	4
Nominate On-Carrier	BUYER	BUYER	5	5	5	SELLER	5	BUYER	BUYER	BUYER	BUYER
Security Information Requirements	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
Customs Broker Clearance Fees	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	BUYER	BUYER	BUYER	BUYER
Duty, Customs Fees, Taxes	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	BUYER	BUYER	BUYER	BUYER
Delivery to Buyer Destination	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER
Delivering Carrier Unloading	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	BUYER	BUYER	BUYER

1 - Incoterms® 2020 do not deal with the parties' obligations for stowage within a container and therefore, where relevant, the parties should deal with this in the sales contract.

2 - FCA Seller's Facility - Buyer pays inland freight; other FCA qualifiers. Seller arranges and loads pre-carriage carrier and pays inland freight to the "F" delivery place.

3 - Incoterms® 2020 does not obligate the buyer nor must the seller to insure the goods, therefore this issue be addressed elsewhere in the sales contract.

4 - Charges paid by Buyer or Seller depending on contract of carriage.

5 - Charges paid by Seller if through Bill of Lading or door-to-door rate to Buyer's destination.

