



# Incoterms® 2020

DESCRIPTION	Seller	Carrier	Alongside Ship	On Board	On Arrival	Alongside Ship	Destination	Buyer	FREIGHT/ RISK TRANSFER	MORE DETAILS
<b>EXW</b> Ex Works	SELLER				BUYER				<b>Freight</b> Seller's premises <b>Risk</b> Seller's premises	Seller is only responsible for making the goods available at the seller's premises. The buyer bears the full risk from there to the destination.
	SELLER				BUYER					
	SELLER				BUYER					
<b>FCA</b> Free Carrier	SELLER				BUYER				<b>Freight</b> Freight handler <b>Risk</b> Freight handler	Seller is responsible for delivery to the custody of the carrier, which is provided by the buyer. Risk is transferred as soon as loading has taken place. The place must be specified as the seller's premises or another agreed place.
	SELLER				BUYER					
	SELLER				BUYER					
<b>CPT</b> Carriage Paid to				SELLER			BUYER		<b>Freight</b> Destination <b>Risk</b> First freight handler	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport to the destination.
	SELLER				BUYER					
	SELLER				BUYER					
<b>CIP</b> Carriage and Insurance Paid to				SELLER			BUYER		<b>Freight</b> Destination <b>Risk</b> First freight handler	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport and all-risk* insurance to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport and insurance to the destination. <i>* Under Incoterms 2010® limited insurance coverage was sufficient.</i>
	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	Seller delivers the goods to the disposal of the buyer on the arriving means of transport at the agreed place. Seller assumes the risk until the goods are made ready for unloading from the arriving means of transport.
				SELLER			BUYER			
				SELLER			BUYER			
<b>DPUNew</b> Delivered at Place Unloaded				SELLER			BUYER		<b>Freight</b> Destination <b>Risk</b> Destination	Seller delivers the goods unloaded at a specified place of delivery or destination. Risk is transferred as soon as the goods have been unloaded.
				SELLER			BUYER			
				SELLER			BUYER			
<b>DDP</b> Delivered Duty Paid				SELLER			BUYER		<b>Freight</b> Destination <b>Risk</b> Destination	Seller is responsible for bringing the goods to the destination, paying any duty and making the goods available to the buyer. Risk is transferred as soon as the buyer has access to the goods ready for unloading at the agreed destination.
				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	Seller is responsible for delivery of the goods at the quay alongside the ship. From this point onwards, risk lies with the 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	Seller is responsible for delivery of the goods loaded on board the ship. Risk is transferred as soon as the goods are on board the ship.
		SELLER					BUYER			
		SELLER					BUYER			
<b>CFR</b> Cost and Freight		SELLER					BUYER		<b>Freight</b> Port of destination <b>Risk</b> On board ship	Seller covers cost of freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods are on board the ship.
		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	Seller covers cost of insurance and freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods are on board the ship.
		SELLER					BUYER			
		SELLER					BUYER			

■ COSTS ■ RISK ■ INSURANCE

The place should always be specified as precisely as possible, and not just be a city name.

Incoterms® is a registered trademark of the International Chamber of Commerce. Further details and the official text relating to Incoterms® rules can be found at the official International Chamber of Commerce (ICC) website.

**FAS, FOB, CFR and CIF** Only apply to sea and inland waterways