

INCOTERMS® 2020



E - DEPARTURE - Seller makes the goods available at the "named place" - Any mode of transport, including multimodal

Incoterm	Category	Seller/Exporter	Export Formalities	Plane/Truck/Frontier	Loading Port of Shipment	Onboard Vessel or Plane	Transport by Air or Ocean	Onboard Vessel or Plane	Discharge at Port of Arrival	Plane/Truck/Frontier	Import Formalities	Buyer/Importer
EXW Ex Works (named place)	Cargo Delivered	Yellow										
	Risks	Yellow										
	Cost	Yellow										

F - MAIN SHIPMENT UNPAID - Seller is responsible to deliver goods to carrier - FAS and FOB are sea/inland waterway transport only

FCA Free Carrier (named place)	Cargo Delivered	Yellow	Yellow									
	Risks	Yellow	Yellow									
	Cost	Yellow	Yellow									
FAS Free Alongside Ship (named port of shipment)	Cargo Delivered	Yellow	Yellow									
	Risks	Yellow	Yellow									
	Cost	Yellow	Yellow									
FOB Free On Board (named port of shipment)	Cargo Delivered	Yellow	Yellow									
	Risks	Yellow	Yellow									
	Cost	Yellow	Yellow									

C - MAIN SHIPMENT PAID - Seller pays for carriage, but doesn't assume cost or risks once shipped - CFR and CIF are sea/inland waterway transport only

CFR Cost and Freight (named port of destination)	Cargo Delivered	Yellow	Yellow									
	Risks	Yellow	Yellow									
	Cost	Yellow	Yellow									
CIF Cost, Insurance and Freight (to named port of destination)	Cargo Delivered	Yellow	Yellow				Insurance Coverage					
	Risks	Yellow	Yellow				Insurance Coverage					
	Cost	Yellow	Yellow				Insurance Coverage					
CPT Carriage Paid To (named place of destination)	Cargo Delivered	Yellow	Yellow									
	Risks	Yellow	Yellow									
	Cost	Yellow	Yellow									
CIP Carriage & Insurance Paid to (named place of destination)	Cargo Delivered	Yellow	Yellow				Insurance Coverage					
	Risks	Yellow	Yellow				Insurance Coverage					
	Cost	Yellow	Yellow				Insurance Coverage					

D - ARRIVAL - The goods are at seller's risk until delivered at the "named place" per terms - Any mode of transport, including multimodal

DAP Delivered at Place (named destination)	Cargo Delivered	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
	Risks	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
	Cost	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
DPU Delivered at Place Unloaded (named place of destination)	Cargo Delivered	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Grey	Grey
	Risks	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Grey	Grey
	Cost	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Grey	Grey
DDP Delivered Duty Paid (named place of destination)	Cargo Delivered	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
	Risks	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
	Cost	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow

- NOTES:**
- Incoterms® 2020 are internationally accepted standard definitions of trade terms (International Commercial TERMS). Incoterms were developed by the International Chamber of Commerce (ICC) in Paris in 1936. They have been regularly revised to reflect changes in transportation and documentation. The current version is Incoterms 2020. (www.iccwbo.org)
 - This guide is for easy reference only.
 - Incoterms® 2020 rules are not implied into contracts. Buyers and sellers must specify in their contract that it is subject to Incoterms® 2020.
 - Incoterms® 2020 rules DO apply to the sale of goods, b) specify each party's obligations regarding carriage, risks, and costs, and c) establish basic terms of transport and delivery.
 - Incoterms® 2020 rules DO NOT a) apply to contracts for services, b) define contractual rights other than for delivery, c) specify details of the transfer, transport, and delivery of goods, d) determine how title to goods will transfer, e) protect seller or buyer from risk of loss, f) cover the goods before or after delivery, or g) define remedies for breach of contract.

Responsibility Color Key	
Yellow	Seller's
Grey	Buyer's

