

INCOTERMS 2020

	Full Name	Seller's Responsibilities	Buyer's Responsibilities	Comments	Transport Type Used
EXW	Ex Works	Provides goods at their premises.	Arranges all transportation and export/import duties.	Buyer has maximum responsibility for shipment and risks.	All transport modes
FCA	Free Carrier	Delivers goods to a carrier appointed by the buyer.	Arranges main carriage and export duties.	Suitable for all transport modes.	All transport modes
CPT	Carriage Paid To	Pays freight to the named destination.	Assumes risk once goods are handed to the carrier.	Suitable for any transport mode.	All transport modes
CIP	Carriage and Insurance Paid To	Pays freight and insurance to the named destination.	Assumes all risks once goods are handed to the carrier.	Requires the seller to insure goods at 110% of their value.	All transport modes
DAP	Delivered At Place	Delivers goods ready for unloading at the named place.	Arranges for import duty and unloads the goods.	Seller bears all risks and costs until arrival at destination.	All transport modes
DPU	Delivered at Place Unloaded	Delivers goods unloaded at the destination.	Handles import customs clearance and unloading.	Requires seller to unload goods, replacing DAT.	All transport modes
DDP	Delivered Duty Paid	Delivers goods cleared for import at the named place.	Receives goods.	Seller has maximum obligations, including duties and taxes.	All transport modes
FAS	Free Alongside Ship	Places goods alongside the ship.	Loads goods, clears them for export, and arranges main carriage.	Used for sea or inland waterway transport.	Sea and inland waterway
FOB	Free On Board	Loads goods on board the ship.	Arranges and pays for main carriage, and clears goods for export.	Traditional maritime term; seller's risk ends when goods are on board.	Sea and inland waterway
CFR	Cost and Freight	Pays for carriage to named port and loads goods on board.	Assumes risk when goods are loaded on board and arranges main carriage.	Seller arranges and pays for transport, but risk transfers earlier.	Sea and inland waterway
CIF	Cost, Insurance, and Freight	Pays for carriage and insurance to named port and loads goods on board.	Assumes risk when goods are loaded on board and arranges main carriage.	Similar to CFR, but includes insurance provision by the seller.	Sea and inland waterway