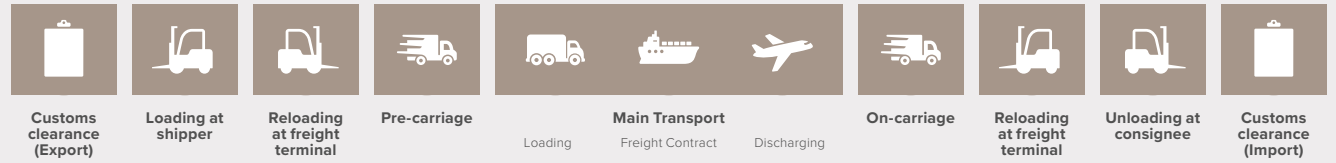


Incoterms 2020 is an internationally recognised standard for international and domestic contracts for the sale of goods published by the International Chamber of Commerce. This illustration shows risk and cost distribution between seller and buyer in accordance with Incoterms 2020.



**EXW**  
EX Works



**FCA**  
Free carrier



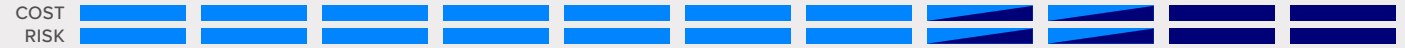
**CPT**  
Carriage paid to



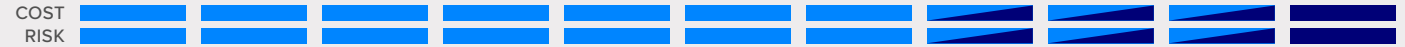
**CIP\***  
Carriage, insurance paid



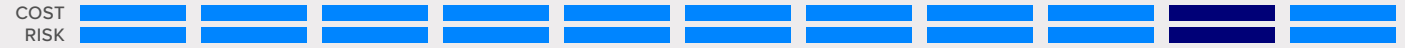
**DAP**  
Delivered at place



**DPU**  
Delivered at place unloaded



**DDP**  
Delivered duty paid



**ONLY FOR SEA AND RIVER TRANSPORT**

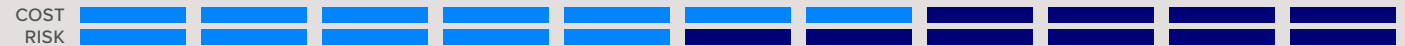
**FAS**  
Free alongside ship



**FOB**  
Free on board



**CFR**  
Cost and freight



**CIF\***  
Cost, insurance and freight



\*Seller has the obligation to insure the goods on behalf of the buyer.

Please note: Above are guidelines only and can not be used as a full and complete illustration of the cost and risk distribution between **SELLER** and **BUYER**. Incoterms should always be followed by a named place of delivery and year, if relevant.