## Incoterms 2020



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



















| Reloading<br>at freight<br>terminal | Unloading at consignee | Custon<br>clearan<br>(Impor |
|-------------------------------------|------------------------|-----------------------------|
|                                     |                        |                             |

| seller and buyer in accordance with Incoterms 2020. |                | Customs<br>clearance<br>(Export) | Loading at<br>shipper | Reloading<br>at freight<br>terminal | Pre-carriage | Loading | Main Transport Freight Contract | Discharging | On-carriage | Reloading<br>at freight<br>terminal | Unloading at consignee | Customs<br>clearance<br>(Import) |
|---|----------------|----------------------------------|-----------------------|-------------------------------------|--------------|---------|---------------------------------|-------------|-------------|-------------------------------------|------------------------|----------------------------------|
| <b>EXW</b><br>EX Works                              | COST  <br>RISK |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| FCA<br>Free carrier                                 | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| CPT Carriage paid to                                | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| CIP* Carriage, insurance paid                       | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| DAP Delivered at place                              | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| DPU Delivered at place unloaded                     | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| DDP Delivered duty paid                             | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| ONLY FOR SEA AND RIVER TRANSPORT                    |                |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| FAS Free alongside ship                             | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |
| FOB   | COST<br>RISK   |                                  |                       |                                     |              |         |                                 |             |             |                                     |                        |                                  |

| ONET FOR SEA AND RIVER TRANSFORT |           |      |  |
|----------------------------------|-----------|------|--|
| FAS Free alongside ship          | COST RISK | <br> |  |
| FOB Free on board                | COST RISK |      |  |
| CFR<br>Cost and freight          | COST RISK |      |  |
| CIF* Cost, insurance and freight | COST RISK | <br> |  |

<sup>\*</sup>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.