



## Incoterms® 2020 - Quick Reference Guide

INCOTERMS® 2020	RULES FOR ANY MODE OR MODES OF TRANSPORT							RULES FOR SEA AND INLAND WATERWAY TRANSPORT			
	EXW	FCA	CPT	CIP	DAP	DPU	DDP	FAS	FOB	CFR	CIF
	Ex Works (Place)	Free Carrier (Place)	Carriage Paid To (Place)	Carriage and Insurance Paid to (Place)	Delivered at Place (Place)	Delivered at Place Unloaded (Place)	Delivered Duty Paid (Place)	Free Alongside Ship (Port)	Free On Board (Port)	Cost and Freight (Port)	Cost Insurance & Freight (Port)
Transfer of Risk	At Buyers Disposal	On Buyer's Transport	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel
Export Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty, Taxes and Customs Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Insurance	Negotiable	Negotiable	Negotiable	Seller**	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	Seller*
Destination Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Unloading at Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
Import Duty, Taxes, and Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer

\* CIF requires at least an insurance with the minimum cover of the Institute Cargo Clause (C) (Number of listed risks, subject to itemised exclusions)

\*\* CIP now requires at least an insurance with the minimum cover of the Institute Cargo Clause (A) (All risk, subject to itemised exclusions)

Incoterms® are the international rules for the interpretation of trade terms used in international trade, formulated by the International Chamber of Commerce (ICC). Further information on the Incoterms® rules may be obtained from the International Chamber of Commerce website [iccwbo.org](http://iccwbo.org)

**Please note:** This fact sheet is a general guide only.

A member of the **cardinal**. group