

INCOTERMS[®] 2020

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(Please note: These incoterms come into effect 1/1/20.)



■ COSTS	■ RISK	■ INSURANCE
■ All modes of transport	■ Sea	

DESCRIPTION

DETAILS

INCOTERM	MODES OF TRANSPORT	EXPORTER	US CUSTOMS	FOREIGN CUSTOMS	CARRIER	BUYER	DESCRIPTION
EXW Ex Works	Sea	SELLER				BUYER	Seller is only responsible for making the goods available at the seller's premises. The buyer bears the full risk from there to the destination.
	All modes of transport	SELLER				BUYER	
	Sea	SELLER				BUYER	
FCA Free Carrier	Sea	SELLER				BUYER	Seller is responsible for delivery to the custody of the carrier, which is provided by the buyer. Risk is transferred as soon as loading has taken place.
	All modes of transport	SELLER				BUYER	
	Sea	SELLER				BUYER	
CPT Carriage Paid to	Sea	SELLER	SELLER			BUYER	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport to the destination.
	All modes of transport	SELLER	SELLER			BUYER	
	Sea	SELLER	SELLER			BUYER	
CIP Carriage and Insurance Paid to	Sea	SELLER	SELLER			BUYER	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport and insurance to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport and insurance to the destination.
	All modes of transport	SELLER	SELLER			BUYER	
	Sea	SELLER	SELLER			BUYER	
DPU Delivered at Place Unloaded	Sea	SELLER	SELLER			BUYER	Seller delivers the goods when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at the named place. Risk is transferred as soon as the goods have been unloaded.
	All modes of transport	SELLER	SELLER			BUYER	
	Sea	SELLER	SELLER			BUYER	
DAP Delivered at Place	Sea	SELLER	SELLER			BUYER	Seller delivers the goods to the disposal of the buyer on the arriving means of transport at the agreed place. Seller assumes the risk until the goods are made ready for unloading from the arriving means of transport.
	All modes of transport	SELLER	SELLER			BUYER	
	Sea	SELLER	SELLER			BUYER	
DDP Delivered Duty Paid	Sea	SELLER	SELLER			BUYER	Seller is responsible for bringing the goods to the destination, paying any duty and making the goods available to the buyer. Risk is transferred as soon as the buyer has access to the goods ready for unloading at the agreed destination.
	All modes of transport	SELLER	SELLER			BUYER	
	Sea	SELLER	SELLER			BUYER	
FAS Free Alongside Ship	Sea	SELLER				BUYER	Seller is responsible for delivery of the goods at the quay alongside the ship. From this point onwards, risk lies with the buyer.
	All modes of transport	SELLER				BUYER	
	Sea	SELLER				BUYER	
FOB Free on Board	Sea	SELLER				BUYER	Seller is responsible for delivery of the goods loaded on board the ship. Risk is transferred as soon as the goods have been set down inside the ship.
	All modes of transport	SELLER				BUYER	
	Sea	SELLER				BUYER	
CFR Cost and Freight	Sea	SELLER	SELLER			BUYER	Seller covers cost of freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.
	All modes of transport	SELLER	SELLER			BUYER	
	Sea	SELLER	SELLER			BUYER	
CIF Cost, Insurance and Freight	Sea	SELLER	SELLER			BUYER	Seller covers cost of insurance and freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.
	All modes of transport	SELLER	SELLER			BUYER	
	Sea	SELLER	SELLER			BUYER	