INCOTERMS®
2020 RULES AND RESPONSIBILITY GUIDE

Transport mode	Incoterm	Export Packing & Labeling	Export Documentation	Loading / Warehousing at Origin	Pre-Carriage to Named Place	Export Customs, Duties & Taxes	Origin Terminal Handling	International Freight	Insurance	Destination Terminal Handling	Forwarders Fees at Destination	Customs Clearance	Import Customs, Duties & Taxes	Delivery to Destination	Unloading / Warehousing at Destination
ANY TRANSPORT MODE	**EXW** Ex Works	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER	BUYER	NEGOTIABLE	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
ANY TRANSPORT MODE	**FCA** Free Carrier	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	NEGOTIABLE	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
ANY TRANSPORT MODE	**CPT** Carriage Paid To	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	NEGOTIABLE	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
ANY TRANSPORT MODE	**CIP** Carriage & Insurance Paid To	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
ANY TRANSPORT MODE	**DAP** Delivered at Place	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	NEGOTIABLE	SELLER	SELLER	BUYER	BUYER	SELLER	BUYER
ANY TRANSPORT MODE	**DPU** Delivered at Place Unloaded	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	NEGOTIABLE	SELLER	SELLER	BUYER	BUYER	SELLER	SELLER
ANY TRANSPORT MODE	**DDP** Delivered Duty Paid	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	NEGOTIABLE	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER
OCEAN TRANSPORT ONLY	**FAS** Free Alongside Ship	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	NEGOTIABLE	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
OCEAN TRANSPORT ONLY	**FOB** Free On-Board	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	NEGOTIABLE	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
OCEAN TRANSPORT ONLY	**CFR** Cost & Freight	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	NEGOTIABLE	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER
OCEAN TRANSPORT ONLY	**CIF** Cost, Insurance & Freight	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER

EXW (Ex Works)

The seller fulfills its obligations by having the goods available for the buyer to pick up at its premises or another named place (i.e. factory, warehouse, etc.). Buyer bears all risk and costs starting when it picks up the products at the seller's location or other named place until the products are delivered to its location. Seller has no obligation to load the goods or clear them for export.

FCA (Free Carrier)

The seller is responsible for either making the goods available at its own premises or at a named place. In either case, the seller is responsible for loading the goods on the buyer's transport and is responsible for delivery to the port and export clearance including security requirements. Risk transfers once the goods are loaded on the buyer's transport.

CPT (Carriage Paid To)

Seller clears the goods for export and delivers them to the carrier or another person stipulated by the seller at a named place of shipment, at which point risk transfers to the buyer. Seller is responsible for the transportation costs associated with delivering goods to the named place of destination but is not responsible for procuring insurance.

CIP (Carriage and Insurance Paid To)

Seller clears the goods for export and delivers them to the carrier or another person stipulated by the seller at a named place of shipment, at which point risk transfers to the buyer. Seller is responsible for the transportation costs associated with delivering goods and procuring insurance coverage to the named place of destination.

In Incoterms 2020 rules for CIP, the seller is now responsible for purchasing a higher level of insurance coverage—at least 110% of the value of the goods as detailed in Clause A of the Institute Cargo Clauses.

DAP (Delivered at Place)

Seller clears the goods for export and bears all risks and costs associated with delivering the goods to the named place of destination not unloaded. DAP means the buyer is responsible for all costs and risks associated with unloading the goods and clearing customs to import the goods into the named country of destination.

DPU (Delivered at Place Unloaded)

Previously named Delivered at Terminal (DAT), this Incoterm has been renamed Delivered at Place Unloaded (DPU) because the buyer and/or seller may want the delivery of goods to occur somewhere other than a terminal.
This term is often used for consolidated containers with multiple consignees, and it is the only term that tasks the seller with unloading the goods. Seller clears the goods for export and bears all risks and costs associated with delivering the goods and unloading them at the terminal at the named port or place of destination. Buyer is responsible for all costs and risks from this point forward including clearing the goods for import at the named country of destination.

DDP (Delivered Duty Paid)

DDP Incoterms means the seller bears all risks and costs associated with delivering the goods to the named place of destination ready for unloading and cleared for import.

FAS (Free Alongside Ship)

Seller clears the goods for export and delivers them when they are placed alongside the vessel at the named port of shipment. Buyer assumes all risks/costs for goods from this point forward.

FOB (Free on Board)

Seller clears the goods for export and delivers them when they are on board the vessel at the named port of shipment. Buyer assumes all risks and cost for goods from this moment forward.

CFR (Cost and Freight)

Seller clears the goods for export and delivers them when they are on board the vessel at the port of shipment. Seller bears the cost of freight to the named port of destination. Buyer assumes all risks for the goods from the time the goods have been delivered on board the vessel at the port of shipment.

CIF (Cost, Insurance, and Freight)

Seller clears the goods for export and delivers them when they are on board the vessel at the port of shipment. Seller bears the cost of freight and insurance to the named port of destination. The seller is required to purchase the minimum level of insurance under Clause C of the Institute Cargo Clauses. This requirement is unchanged from Incoterms 2010.

Buyer is responsible for all costs associated with unloading the goods at the named port of destination and clearing goods for import. Risk passes from seller to buyer once the goods are on board the vessel at the port of shipment.