



Incoterms 2020 chart

Triplicate

triplicatedocs.com/incoterms-2020/

Where the seller's job ends and the buyer's begins, for each of the 11 rules. Always write the rule, the named place and the edition, for example "FOB Busan Incoterms 2020".

Rule	Delivery and risk pass to the buyer	Main freight paid by	Insurance	Export clearance	Import clearance and duties
Any mode					
EXW Ex Works	At the seller's premises, goods made available, not loaded	Buyer	Not required	Buyer	Buyer
FCA Free Carrier	Handed to the buyer's carrier at the named place	Buyer	Not required	Seller	Buyer
CPT Carriage Paid To	Handed to the first carrier in the country of shipment	Seller	Not required	Seller	Buyer
CIP Carriage and Insurance Paid To	Handed to the first carrier in the country of shipment	Seller	Seller must insure: ICC (A), 110% of value	Seller	Buyer
DAP Delivered at Place	At the named destination, ready for unloading	Seller	Not required	Seller	Buyer
DPU Delivered at Place Unloaded	At the named destination, unloaded	Seller	Not required	Seller	Buyer
DDP Delivered Duty Paid	At the named destination, ready for unloading	Seller	Not required	Seller	Seller
Sea and inland waterway					
FAS Free Alongside Ship	Alongside the ship at the port of shipment	Buyer	Not required	Seller	Buyer
FOB Free On Board	On board the ship at the port of shipment	Buyer	Not required	Seller	Buyer
CFR Cost and Freight	On board the ship at the port of shipment	Seller	Not required	Seller	Buyer
CIF Cost, Insurance and Freight	On board the ship at the port of shipment	Seller	Seller must insure: ICC (C), 110% of value	Seller	Buyer

Container cargo: FCA, CPT and CIP instead of FOB, CFR and CIF

FAS, FOB, CFR and CIF are for goods loaded directly onto a ship. Containers are usually handed over at a terminal days before loading, so the ICC recommends FCA, CPT or CIP for container shipments. That way risk passes when you hand the container over, not when it is lifted on board.

C rules have two critical points

Under CPT, CIP, CFR and CIF the seller pays the freight to the destination, but the risk passes to the buyer in the country of shipment. If the goods are damaged at sea, the buyer claims on the insurance; under CIF and CIP the seller must have arranged that insurance.

What changed in 2020

DAT was renamed DPU and can be any place, not just a terminal. CIP now requires all-risks cover, ICC (A), while CIF still requires only ICC (C). Under FCA the parties can agree that the buyer's carrier issues an on-board bill of lading to the seller, which helps with letters of credit. Sellers and buyers may use their own vehicles instead of hiring a carrier.