



Incoterms 2020 — the 11 rules

Who does what, who pays, and where the risk transfers from seller to buyer

Seller's share of the journey

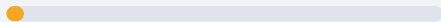
bar = how much the seller does, from EXW (almost nothing) to DDP (everything)

ANY MODE OF TRANSPORT · road, rail, air, sea or combined

EXW

Ex Works

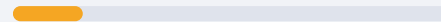
Buyer collects at the seller's premises and does almost everything.



FCA

Free Carrier

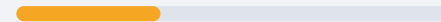
Seller hands the goods, export cleared, to the buyer's carrier.



CPT

Carriage Paid To

Seller pays carriage to destination; risk passes at the first carrier.



CIP

Carriage & Insurance Paid To

As CPT, and the seller also insures the goods (all-risk cover).



DAP

Delivered At Place

Seller delivers to the named place, ready for unloading.



DPU

Delivered at Place Unloaded

Seller delivers and unloads at the named place.



DDP

Delivered Duty Paid

Seller does everything, import duties included.

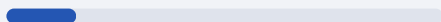


SEA AND INLAND WATERWAY ONLY · bulk and conventional cargo

FAS

Free Alongside Ship

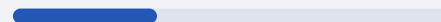
Goods placed alongside the ship; buyer loads and ships.



FOB

Free On Board

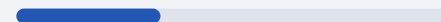
Risk passes when the goods are on board the vessel.



CFR

Cost and Freight

Seller pays the freight; risk still passes on board.



CIF

Cost, Insurance and Freight

As CFR, and the seller also insures the goods.



Golden rule: always name the rule **and** the exact place (e.g. "FCA Hamburg warehouse 4, Incoterms® 2020"), and compare offers on the same term.

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