

# GUIDE TO INCOTERMS® 2020

		ORIGIN				FREIGHT		DESTINATION			
		Export Packing	Origin Loading	Origin Transport	Export Customs	Terminal Charges	International Freight	Terminal Charges	Import Customs	Destination Transport	Destination unloading
EXW	Ex Works (...named place of delivery)	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
FCA*	Free Carrier (...named place of delivery)	Buyer's Costs	Buyer's Costs	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
FAS	Free Alongside Ship (...named wharf/seaport)	Buyer's Costs	Buyer's Costs	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
FOB	Free On Board (...named wharf/seaport of shipment)	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
CFR	Cost And Freight (...named wharf/seaport of destination)	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
CIF	Cost Insurance And Freight (...named wharf/seaport of destination)	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
CPT	Carriage Paid To (...named place of destination)	Buyer's Costs	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
CIP	Carriage And Insurance Paid To (...named place of destination)	Buyer's Costs	! Seller's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs
DPU	Delivered At Named Place, Unloaded (named address/place of destination)	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	! Seller's Costs	! Seller's Costs
DAP	Delivered At Place (...named address/place of destination)	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	! Seller's Costs	! Seller's Costs
DDP	Delivered Duty Paid (...named address/place of destination)	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	Buyer's Costs	! Seller's Costs	! Seller's Costs

■ Seller's Costs

■ Buyer's Costs

! Transfer of Risk

**Critical transfer point** The point in transit where the seller's responsibility ends and the buyer's responsibility begins.

**Costs** All costs relating to the goods until such time they have been delivered in accordance with the applicable Incoterms® 2020

**Risks** An event that may occur and cause loss/damage to the goods is a "risk".

FCA: Delivery is made either when goods are (1) loaded on the means of transport provided by the buyer at the seller's stated location; or (2) when placed at the disposal of the buyer's carrier, cleared for export by the seller. From either point of delivery, the Buyer bears the costs and risks of moving the goods to destination. The named place/address is required when FCA is used.