



# INCOTERMS 2020



Incoterms 2020 is an internationally recognized standard for international and domestic contracts for the sale of goods, published by the International Chamber of Commerce. This illustration shows risk and cost distribution between seller and buyer in accordance with Incoterms 2020.



Incoterm	Stage	COST	RISK
<b>EXW</b> EX WORKS	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	PRE-CARRIAGE	Buyer	Buyer
	LOADING	Buyer	Buyer
	MAIN TRANSPORT FREIGHT CONTRACT	Buyer	Buyer
	DISCHARGING	Buyer	Buyer
	ON-CARRIAGE	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	UNLOADING AT CONSIGNEE	Buyer	Buyer
	CUSTOMS CLEARANCE (IMPORT)	Buyer	Buyer
<b>FCA</b> FREE CARRIER	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	PRE-CARRIAGE	Buyer	Buyer
	LOADING	Buyer	Buyer
	MAIN TRANSPORT FREIGHT CONTRACT	Buyer	Seller
	DISCHARGING	Buyer	Seller
	ON-CARRIAGE	Buyer	Seller
	RELOADING AT FREIGHT TERMINAL	Buyer	Seller
	UNLOADING AT CONSIGNEE	Buyer	Seller
	CUSTOMS CLEARANCE (IMPORT)	Buyer	Seller
<b>CPT</b> CARRIAGE PAID TO	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	PRE-CARRIAGE	Buyer	Buyer
	LOADING	Buyer	Buyer
	MAIN TRANSPORT FREIGHT CONTRACT	Buyer	Seller
	DISCHARGING	Buyer	Seller
	ON-CARRIAGE	Buyer	Seller
	RELOADING AT FREIGHT TERMINAL	Buyer	Seller
	UNLOADING AT CONSIGNEE	Buyer	Seller
	CUSTOMS CLEARANCE (IMPORT)	Buyer	Seller
<b>CIP*</b> CARRIAGE, INSURANCE PAID	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	PRE-CARRIAGE	Buyer	Buyer
	LOADING	Buyer	Buyer
	MAIN TRANSPORT FREIGHT CONTRACT	Buyer	Seller
	DISCHARGING	Buyer	Seller
	ON-CARRIAGE	Buyer	Seller
	RELOADING AT FREIGHT TERMINAL	Buyer	Seller
	UNLOADING AT CONSIGNEE	Buyer	Seller
	CUSTOMS CLEARANCE (IMPORT)	Buyer	Seller
<b>DAP</b> DELIVERED AT PLACE	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	PRE-CARRIAGE	Buyer	Buyer
	LOADING	Buyer	Buyer
	MAIN TRANSPORT FREIGHT CONTRACT	Buyer	Seller
	DISCHARGING	Buyer	Seller
	ON-CARRIAGE	Buyer	Seller
	RELOADING AT FREIGHT TERMINAL	Buyer	Seller
	UNLOADING AT CONSIGNEE	Buyer	Seller
	CUSTOMS CLEARANCE (IMPORT)	Buyer	Seller
<b>DPU</b> DELIVERED PLACE UNLOADED	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	PRE-CARRIAGE	Buyer	Buyer
	LOADING	Buyer	Buyer
	MAIN TRANSPORT FREIGHT CONTRACT	Buyer	Seller
	DISCHARGING	Buyer	Seller
	ON-CARRIAGE	Buyer	Seller
	RELOADING AT FREIGHT TERMINAL	Buyer	Seller
	UNLOADING AT CONSIGNEE	Buyer	Seller
	CUSTOMS CLEARANCE (IMPORT)	Buyer	Seller
<b>DDP</b> DELIVERED DUTY PAID	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
	RELOADING AT FREIGHT TERMINAL	Buyer	Buyer
	PRE-CARRIAGE	Buyer	Buyer
	LOADING	Buyer	Buyer
	MAIN TRANSPORT FREIGHT CONTRACT	Buyer	Seller
	DISCHARGING	Buyer	Seller
	ON-CARRIAGE	Buyer	Seller
	RELOADING AT FREIGHT TERMINAL	Buyer	Seller
	UNLOADING AT CONSIGNEE	Buyer	Seller
	CUSTOMS CLEARANCE (IMPORT)	Buyer	Seller
<b>ONLY FOR SEA AND RIVER TRANSPORT</b>			
<b>FAS</b> FREE ALONGSIDE SHIP	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
<b>FOB</b> FREE ON BOARD	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
<b>CFR</b> COST AND FREIGHT	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer
<b>CIF*</b> COST, INSURANCE AND FREIGHT	CUSTOMS CLEARANCE (EXPORT)	Buyer	Buyer
	LOADING AT SHIPPER	Buyer	Buyer

\* Seller has the obligation to insure the goods on behalf of the buyer

Please note: Above are guidelines only and can not be used as a full and complete illustration of the cost and risk distribution between **SELLER** and **BUYER**. Incoterms should always be followed by a named place of delivery and year, if relevant.