

This chart is designed to provide a basic level of understanding of Incoterms® 2020. For more information, see the official publication of Incoterms® 2020.

Incoterms® Rule	Carriage Transport Risk	Insurance	Export Formalities	Import Formalities	Checking Packaging Marking	Loading	Unloading
<b>EXW</b> Ex Works	Buyer Transport Risk: Buyer	Buyer*	Buyer	Buyer	Seller	Buyer	Buyer
<b>FCA</b> Free Carrier	Buyer Transport Risk: Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
<b>FAS</b> Free Alongside Ship	Buyer Transport Risk: Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
<b>FOB</b> Free On Board	Buyer Transport Risk: Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
<b>CPT</b> Carriage Paid to	Seller Transport Risk: Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
<b>CIP</b> Carriage and Insurance Paid To	Seller Transport Risk: Buyer	Seller°	Seller	Buyer	Seller	Seller	Buyer
<b>CFR</b> Cost and Freight	Seller Transport Risk: Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
<b>CIF</b> Cost, Insurance and Freight	Seller Transport Risk: Buyer	Seller°°	Seller	Buyer	Seller	Seller	Buyer
<b>DAP</b> Delivered at Place	Seller Transport Risk: Seller	Seller**	Seller	Buyer	Seller	Seller	Buyer
<b>DPU</b> Delivered at Place Unloaded	Seller Transport Risk: Seller	Seller**	Seller	Buyer	Seller	Seller	Seller
<b>DDP</b> Delivered Duty Paid	Seller Transport Risk: Seller	Seller**	Seller	Seller	Seller	Seller	Buyer

Legenda: Seller Buyer Any mode of transport Sea & Inland Waterway Transport Costs

*\*No obligation to obtain an insurance contract, though the risks are bear by the Buyer*

*\*\* No obligation to obtain an insurance contract, though the risks are bear by the Seller*

*°: The seller must obtain at its own cost cargo insurance complying with the cover provided by Clauses (A) of the Institute Cargo Clauses (LMA/IUA) or any similar clauses as appropriate to the means of transport used. The insurance shall cover, at a minimum, the price provided in the contract plus 10% (i.e. 110%) and shall be in the currency of the contract.*

*°°: The seller must obtain, at its own cost, cargo insurance complying with the cover provided by Clauses (C) of the Institute Cargo Clauses (LMA/IUA) or any similar clauses. The insurance shall cover, at a minimum, the price provided in the contract plus 10% (i.e. 110%) and shall be in the currency of the contract.*

*FCA: the buyer could arrange for carriage with own means of transport*

*DAP/DPU/DDP: the seller could arrange for carriage with own means of transport*

*Detailed allocation of costs between seller and buyer available here: <https://bit.ly/33aIQWR>*

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