

INCOTERMS® 2020

RESPONSIBILITY & COST ALLOCATION – QUICK REFERENCE

BUYER PAYS

SELLER PAYS

RED RULE = POINT OF TRANSFER

GROUPS	FREIGHT COLLECT TERMS						FREIGHT PREPAID TERMS				
MODE	ANY MODE OR MODES OF TRANSPORT		SEA & INLAND WATERWAY TRANSPORT				ANY MODE OR MODES OF TRANSPORT				
INCOTERM	EXW EX WORKS (PLACE)	FCA FREE CARRIER (PLACE)	FAS FREE ALONGSIDE SHIP (PORT)	FOB FREE ON BOARD (PORT)	CFR COST & FREIGHT (PORT)	CIF COST, INSURANCE & FREIGHT (PORT)	CPT CARRIAGE PAID TO (PLACE)	CIP CARRIAGE & INSURANCE PAID TO (PLACE)	DAP DELIVERED AT PLACE (PLACE)	DPU DELIVERED AT PLACE UNLOADED (PLACE)	DDP DELIVERED DUTY PAID (PLACE)
TRANSFER OF RISK	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place
OBLIGATIONS & CHARGES											
EXPORT PACKAGING	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
LOADING CHARGES	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
DELIVERY TO PORT / PLACE	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
EXPORT DUTY, TAXES & CUSTOMS CLEARANCE	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
ORIGIN TERMINAL CHARGES	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
LOADING ON CARRIAGE	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
CARRIAGE CHARGES	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
INSURANCE	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	Seller*	NEGOTIABLE	Seller**	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE
DESTINATION TERMINAL CHARGES	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
DELIVERY TO DESTINATION	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
UNLOADING AT DESTINATION	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
IMPORT DUTY, TAXES & CUSTOMS CLEARANCE	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

* CIF – SELLER INSURES AT MINIMUM COVER, INSTITUTE CARGO CLAUSES (C) • ** CIP – SELLER INSURES AT ALL-RISKS COVER, INSTITUTE CARGO CLAUSES (A)

CLEARED, NOT JUST QUOTED.

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