Incoterms 2020
International Commercial Terms

The Incoterms® rules are the terms of trade for the sale of goods. They provide specific guidance to individuals participating in the import and export of global trade. The ICC (International Chamber of Commerce) publish, maintain, and develop the Incoterm rules.

The important fundamentals of the Incoterms® rules are the basic roles and responsibilities of seller and buyer, delivery, risk, and the relationship between the Incoterms® rules and the contracts surrounding a typical contract of sale for export/import and also, where appropriate, for domestic sales.

RULES FOR ANY MODE OR MODES OF TRANSPORT

EXW	Ex Works
FCA	Free Carrier
CPT	Carriage Paid To
CIP	Carriage and Insurance Paid To
DAP	Delivered at Place
DPU	Delivered at Place Unloaded
DDP	Delivered Duty Paid

RULES FOR SEA AND INLAND WATERWAY TRANSPORT

FAS	Free Alongside Ship
FOB	Free On Board
CFR	Cost and Freight
CIF	Cost Insurance and Freight

Incoterm 2020	Export Packaging	Export Formalities	Loading at Point of Origin	Origin Inland Freight	Origin Port Charges	Forwarder Fees	Ocean / Air Freight	Destination Port Charges	Customs Clearance	Import Duties & Taxes	Delivery Charges to Final Destination
EXW	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA (Warehouse)	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA (Port/Airport)	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
FAS	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
CIP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
DPU	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller
DDP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller