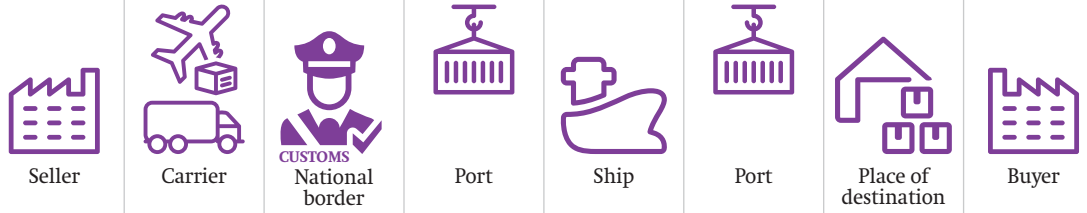


INCOTERMS® 2020

cyberfreight international



RULES FOR ANY MODE OR MODES OF TRANSPORT

Incoterms Rule	Seller	Carrier	National border	Port	Ship	Port	Place of destination	Buyer
EXW	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
FCA	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
CPT	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
CIP	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
DAP	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
DPU	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Discharging by seller	Buyer bears risk & costs	Buyer bears risk & costs
DDP	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Import customs clearance by seller	Buyer bears risk & costs	Buyer bears risk & costs

RULES FOR SEA AND INLAND WATERWAY TRANSPORT

Incoterms Rule	Seller	Carrier	National border	Port	Ship	Port	Place of destination	Buyer
FAS	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
FOB	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
CFR	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs
CFI	Seller bears risk & costs	Seller bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs	Buyer bears risk & costs

Seller bears the risk	Buyer bears the risk	Transport insurance recommended
Seller bears the costs	Buyer bears the costs	Transport insurance = duty of the seller

INCOTERMS® 2020 QUICK REFERENCE CHART

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RULES FOR ANY MODE OR MODES OF TRANSPORT								RULES FOR SEA AND INLAND WATERWAY TRANSPORT			
EXW	FCA	CPT	CIP	DAP	DPU	DDP	FAS	FOB	CFR	CIF	
Ex works*	Free Carrier*	Carriage Paid to*	Carriage & Insurance Paid to*	Delivered at Place*	Delivered at Place Unloaded*	Delivered Duty Paid	Free Alongside Ship*	Free on Board*	Cost & Freight*	Cost Insurance and Freight*	
Services	WHO PAYS WHAT							WHO PAYS WHAT			
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Export Clearance (License, EEI / AES)	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Freight Forwarder Documentation Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller	
Inland Freight to Main Carrier	Buyer	1	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller	
Loading on Carriage	Buyer	1	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller	
Freight Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller	
Insurance	2	2	2	Seller	2	2	2	2	2	Seller	
Unload Main Carrier Charges	Buyer	Buyer	3	3	Seller	Seller	Buyer	Buyer	3	3	
Destination Terminal Charges	Buyer	Buyer	3	3	Seller	Seller	Buyer	Buyer	3	3	
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
Import Duty, Custom Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
Delivery to Buyer Destination	Buyer	Buyer	4	4	4	4	Buyer	Buyer	Buyer	Buyer	
Unloading at Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	5	Buyer	Buyer	Buyer	Buyer	

* - All Incoterms® need to have a (...named place of delivery or destination) as specific as possible.

- Notes
- 1 FCA Seller's Facility - Buyer pays inland freight; when the named place of delivery is not the sellers facility, Seller arranges and loads pre-carriage carrier and pays inland freight to the other named place of delivery
 - 2 Incoterms® does not obligate the buyer nor the seller to insure the goods
 - 3 Charges paid by Buyer or Seller depending on contract of carriage
 - 4 If named place = Buyers Destination: charges paid by Seller; otherwise charges paid by Buyer
 - 5 If named place = Buyers Destination: unloading through Seller; if not = Buyer

Incoterms® allocate costs, risks and obligations to seller or buyer in a contract for the sale of goods. They are not a part of agreements with logistics service providers. Cyberfreight is not responsible for the correctness of this chart and not liable for any conclusions or actions based hereon. Incoterms® is a registered trademark of the International Chamber of Commerce.