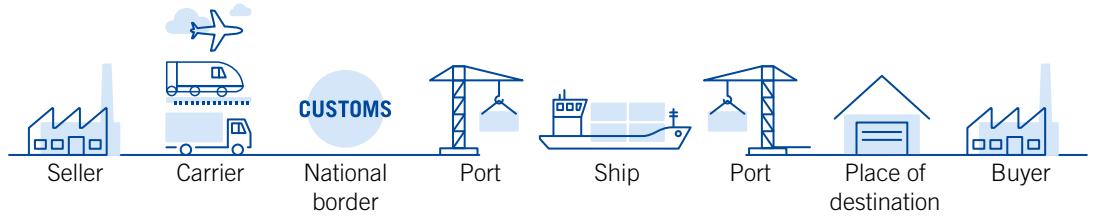


INCOTERMS® 2020




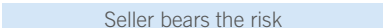




RULES FOR ANY MODE OR MODES OF TRANSPORT

Incoterms Rule	Carrier	National border (CUSTOMS)	Port	Ship	Port	Place of destination	Buyer
EXW Ex Works	Seller bears costs and risk						
FCA Free Carrier	Seller bears costs and risk up to Carrier						
CPT Carriage paid to	Seller bears costs and risk up to Place of destination						
CIP Carriage & Insurance paid to	Seller bears costs and risk up to Place of destination. Transport insurance = duty of the seller.						
DAP Delivered at place	Seller bears costs and risk up to Place of destination.						
DPU Delivered at place unloaded	Seller bears costs and risk up to Place of destination. Discharging by seller.						
DDP Delivered duty paid	Seller bears costs and risk up to Place of destination. Import customs clearance by seller.						

RULES FOR SEA AND INLAND WATERWAY TRANSPORT

Incoterms Rule	Carrier	National border (CUSTOMS)	Port	Ship	Port	Place of destination	Buyer
FAS Free alongside ship	Seller bears costs and risk up to Ship						
FOB Free on Board	Seller bears costs and risk up to Port						
CFR Cost and Freight	Seller bears costs and risk up to Place of destination						
CIF Cost Insurance & Freight	Seller bears costs and risk up to Place of destination. Transport insurance = duty of the seller.						

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

INCOTERMS® QUICK REFERENCE CHART

Services	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**	
WHO PAYS WHAT												
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Export Clearance (License, EEl / AES)	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Freight Forwarder Documentation Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller	
Inland Freight to Main Carrier	Buyer	1	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller	
Loading on Carriage	Buyer	1	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller	
Freight Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller	
Insurance	2	2	2	Seller	2	2	2	2	2	2	Seller	
Unload Main Carrier Charges	Buyer	Buyer	3	3	Seller	Seller	Seller	Buyer	Buyer	3	3	
Destination Terminal Charges	Buyer	Buyer	3	3	Seller	Seller	Seller	Buyer	Buyer	3	3	
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer	
Import Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer	
Delivery to Buyer Destination	Buyer	Buyer	4	4	4	4	4	Buyer	Buyer	Buyer	Buyer	
Unloading	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	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 seller's 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 = Buyer's Destination: charges paid by Seller; otherwise charges paid by Buyer
 - 5 If named place = Buyer's 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. Rhemus 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.