

















Seller /
Exporte

Custom Clearance Carriage (Export)

Pre -

Delivered Alongside and Ship Unloaded at Port of Loading

Onboard Vessel Port of Loading

Onboard Main Vessel Transport Point of Discharge

On -Carriage

Customs Buyer / Clearance Importer (Import) Facility

# EXW)

### EX WORKS AGREED PLACE

Seller is only responsible for having the goods packed made available at its location. The buyer bears all the costs for transportation, export and import duties, and cargo insurance, as well as the risks of bringing the goods to its destination. The buyer carries out all customs

# **FCA**

# AGREED PLACE

The seller delivers the goods to the named place and clears the goods for export. Once the goods have been delivered to the carrier, the buyer takes over all the costs and risks. FCA is the most used Incoterm - in about 40% of all international shipments. FCA is a favorable term for the buyer who wants to control over costs at origin and international transportation through a nominated freight forwarder.

## FAS



Seller is responsible for the delivery of the goods alongside vessel at the named port of shipment and is required to clear the goods for export. The risk of loss of or damage to the goods passes to the buyer when the goods are alongside the vessel. The buyer bears all costs from that moment forward. This term can only be used for ocean and inland waterway transportation.

## **FOB**



### **PORT OF LOADING**

Seller is responsible for the delivery of the goods loaded on board the vessel named by the buyer and clear the goods for export. The risk of loss of or damage to the goods passes to the buyer when the goods are alongside the vessel. The buyer bears all costs from that moment forward. This term can only be used for ocean and inland waterway transportation.

## **CFR**



### PORT OF DESTINATION

The seller covers costs of freight to the final port of destination and is responsible for clearing the goods for export. The risk of loss or damage to the goods passes to the buyer when the goods are loaded on board the vessel. The buyer is responsible for procuring and paying for the cargo insurance and all import formalities. This term can only be used for ocean and inland waterway transportation.

# CIF



### PORT OF DESTINATION

The seller clears the goods for export and covers the costs of insurance to the named port of destination. The risk of loss of or damage passes to the buyer when the goods are loaded on board the vessel. The buyer is responsible for carriage costs, all import formalities, and unloading costs. The seller is required to obtain "minimum" insurance coverage complying with Institute Cargo Clauses (Clause C). This term can only be used for ocean and inland waterway transportation.

# **CPT**



## PLACE OF DESTINATION

Seller arranges the transportation and costs to the named place of destination. The seller may pay on carriage costs, the buyer for procuring cargo insurance and managing all import formalities. The risk passes and costs are transferred at different places: 1) risk passes once the goods have been delivered to the carrier at the agreed place of shipment at origin, and 2) the named place of destination to which the seller must contract the carriage

# CIP



## **PLACE OF DESTINATION**

Seller is only responsible for having the goods packed made available at its location. The buyer bears all the costs for transportation, export and import duties, and cargo insurance, as well as the risks of bringing the goods to its destination. The buyer carries out all customs formalities.

# **DPU**

PLACE OF DESTINATION

The seller assumes all costs and risks until the goods are delivered to the named place of destination. The buyer is responsible for all import customs formalities. DPU is the only Incoterm explicitly tasking the seller with unloading

## DAP

PLACE OF DESTINATION

Seller pays for carriage and delivers the goods to the agreed place at destination. Seller assumes all risks and cost until the goods are ready for unloading by the buyer. The buyer is responsible for all costs related to import clearance.

### DDP

DESTINATION

Represents the maximum obligation to the seller as it is responsible for delivering the goods to the named place of destination. The selle assumes all costs and risks involved in bringing the goods to the named place of destination and has an obligation to clear the goods for export and import. The seller is responsible for costs related to import clearance, including payment of all duties, taxes and customs fees.



SELLER'S OBLIGATION



BUYER'S OBLIGATION



TRANSFER OF RISK

Incoterms® 2020 will not apply unless incorporated into the contract of sale by clearly specifying that the contract is governed by Incoterms® 2020. Incoterms® are ICC's standard definitions of trade terms and are internationally recognized as indispensable evidence of the buyer's and seller's responsibilities for delivery under a sales contract. The chart above summarizes the responsibilities of the seller and buyer, the point of delivery and the transfer of risk for each of the Incoterms. The chart does not capture the full details of each term and should only be used as supplemental guide to the official Incoterms® 2020 book. We recommend you refer to the Handbook created by the ICC for more detailed information regarding Incoterms® 2020. "The incoterms® Rules are protected by copyright owned by ICC. Further information on the Incoterms® Rules may be obtained from the ICC website. Incoterms® and the Incoterms® 2020 logo are trademarks of ICC. Use of these trademarks does not imply association with, approval of or sponsorship by ICC unless specifically stated above.