



Incoterms 2020

RISKS AND COSTS FROM SELLER TO BUYER	Seller Export Customs Clearance Inland Carrier Loaded Sea / Air / Rail Terminal Quay Port of Loading / Loaded on Board Main leg of Transport Port of Discharge Quay Import Customs Clearance Named Place Sea / Inner Terminal Buyer												
	EXW	FCA	CPT	CIP	DPU	DAP	DDP	FCA	FCA	FAS	FOB	CFR	CIF
ALL MODES	EXW	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	FCA	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	CPT	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	CIP	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	DPU	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	DAP	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
RAILWAY AIR	FCA	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	FCA	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	FAS	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
MARITIME	FOB	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	CFR	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
	CIF	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●

●●●● Seller's Cost ■ Seller's Risk
 ●●●● Buyer's Cost ■ Buyer's Risk