

# Incoterms<sup>®</sup> 2020

Term	The seller must ...	The buyer bears all risk ...
<b>EXW (EX Works)</b> (at seller's premises or another named place, i.e. works, factory, warehouse)	place the goods at the disposal of the buyer at the seller's premises, not loaded on any collecting vehicle.	when the goods have been placed at the seller's premises.
<b>FCA (Free Carrier)</b> (named place, i.e. seller's premises)	deliver the goods to the named carrier at the seller's premises and <b>load them on the means of transport</b> provided by the carrier, cleared for export.	when the goods have been delivered to the carrier at the named place (loaded vehicle).
<b>FCA (Free Carrier)</b> (named place, i.e. any other place)	deliver the goods to the named carrier at any other place, cleared for export. The seller is <b>not responsible for unloading</b> .	when the goods have been delivered unloaded at the carrier.
<b>FAS (Free Alongside Ship)</b> (named port of shipment)	place the goods alongside the vessel at the named port of shipment, cleared for export.	when the goods have been delivered alongside the vessel at the named <b>port of shipment</b> .
<b>FOB (Free On Board)</b> (named port of shipment)	deliver the goods on board the vessel at the named <b>port of shipment</b> and bear all risks of loss of or damage until that moment.	when the goods are on board the vessel nominated by him.
<b>CFR (Cost and Freight)</b> (named port of destination)	deliver the goods on board the vessel at the <b>port of shipment</b> .	when the goods are on board at the <b>port of shipment</b> and must receive the goods from the carrier at the named <b>port of destination</b> .
<b>CIF (Cost, Insurance and Freight)</b> (named port of destination)	- in addition to CFR - procure <b>marine insurance</b> (only with minimum cover (Clause C) including 10% anticipated profit) during the carriage. If there are <b>RESTRICTIONS</b> and / or <b>SANCTIONS</b> against the provisioning of insurance cover, <b>CFR</b> should be chosen!	when the goods are on board at the <b>port of shipment</b> and must receive the goods from the carrier at the named <b>port of destination</b> .
<b>CPT (Carriage Paid To)</b> (named place of destination)	deliver to the carrier nominated by him and pay the costs of carriage necessary to bring the goods to the named place of destination.	when the goods have been delivered to the carrier and must receive them from the carrier at the named place.
<b>CIP (Carriage and Insurance Paid to)</b> (named place of destination)	- in addition to CPT - procure <b>cargo insurance</b> (with maximum cover (Clause A) including 10% anticipated profit) during the carriage. If there are <b>RESTRICTIONS</b> and / or <b>SANCTIONS</b> against the provisioning of insurance cover, <b>CPT</b> should be chosen!	when the goods have been delivered to the carrier and must receive them from the carrier at the named place.
<b>DAP (Delivered At Place)</b> (named place of destination)	bear costs and risks until the goods are placed at the disposal of the buyer on the arriving means of transport <b>ready for unloading</b> at the named <b>place</b> of destination.	when the goods - not cleared for import - have been placed, not unloaded from any arriving means of transport.
<b>DPU (Delivered at Place Unloaded)</b> (named place of destination unloaded)	place the goods - <b>unloaded</b> from the arriving means of transport - at the named <b>place</b> of destination.	when the goods - not cleared for import - have been placed at the named <b>place</b> of destination <b>unloaded</b> from the arriving means of transport.
<b>DDP (Delivered Duty Paid)</b> (named place of destination)	bear costs and risks (including any duty for import) involved in bringing the goods at the named <b>place in the country of destination</b> .	when the goods - cleared for import - have been placed at the named place of destination, <b>not unloaded</b> from any arriving means of transport.

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	seller/ sender	export customs	agreed point of delivery – terminal – quay – frontier	loading	port of shipment	on board the vessel	port of destination	unloading	named destination (can be buyer's premises)	import	buyer/ addressee	
<b>EXW</b> ... place of delivery	n.e.											
<b>FCA</b> ... named place of loading (2 options)	place of loading: seller's premises			w.e.								
	place of loading: any other place			w.e.								
<b>FAS</b> ... port of shipment			w.e.									
Note: for RO/RO and CONTAINERS use FCA instead of FAS												
<b>FOB</b> ... port of shipment					w.e.							
Note: for RO/RO and CONTAINERS use FCA instead of FOB												
<b>CFR</b> ... port of destination									w.e.			
Note: for RO/RO and CONTAINERS use CPT instead of CFR												
<b>CIF</b> ... port of destination	can be recommended		compulsory marine insurance (observe RESTRICTIONS and SANCTIONS)					to agree				
									w.e.			
Note: for RO/RO and CONTAINERS use CIP instead of CIF												
<b>CPT</b> ... place of destination	CPT for any mode of transport			set point of delivery			set place of destination			w.e./w.i.		
<b>CIP</b> ... place of destination	can be recommended		compulsory insurance (observe RESTRICTIONS and SANCTIONS)					to agree				
									w.e./w.i.			
CIP for any mode of transport												
<b>DAP</b> ... place of destination	DAP for any mode of transport								w.e.			
<b>DPU</b> ... place of destination	DPU for any mode of transport								w.e.			
<b>DDP</b> ... place of destination	DDP for any mode of transport									w.e./w.i.		
<p>seller has to procure insurance (observe RESTRICTIONS and SANCTIONS) (select CFR or CPT if necessary)</p> <p>seller's risk</p> <p>seller's cost n. / w.e. = no / with clearing the goods for export n. / w.i. = no / with clearing the goods for import</p> <p>buyer's risk</p> <p>buyer's cost</p>												

## Mode of Transport (accomplishment with equivalent means of transport) and the applicable Incoterms®-Rules 2020

Any mode of transport including multimodal transport	EXW	Ex Works (...named place)	DAP	Delivered At Place (... named place of destination)
	FCA	Free Carrier (... named place)	DPU	Delivered at Place Unloaded (... named place of destination)
	CPT	Carriage Paid To (...named place of destination)	DDP	Delivered Duty Paid (... named place of destination)
sea and inland waterway transport	CFR	Cost and Freight (... named port of destination)		
	CIF	Cost, Insurance and Freight (... named port of destination)		
	FAS	Free Alongside Ship (...named port of shipment)		
	FOB	Free On Board (... named port of shipment)		