



**2020 Incoterms® QUICK REFERENCE GUIDE**

2020 Incoterms® QUICK REFERENCE GUIDE	EXW Ex-Works	FCA Free Carrier	FAS Free Alongside Ship	FOB Free On-Board	CIF Cost, Insurance & Freight	CFR Cost & Freight	CPT Carriage Paid To	CIP Carriage and Insurance	DPU Delivered at Place Unloaded Delivered at	DAP Delivered at Place	DDP Delivery Duty Paid
SERVICE	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading onto the 1st carrier	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Security or Origin Customs Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Pre-Carriage to the International Port of Origin	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal Handling at the origin Terminal	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
International Freight - Main Carriage	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal Handling at the destination terminal	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Delivery from the Port or Destination Terminal to	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Customs Clearance at the destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Duties and/or other taxes - including VAT	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Marine Insurance*	Not Specific	Not Specific	Not Specific	Not Specific	Seller	Not Specific	Not Specific	Seller	Not Specific	Not Specific	Not Specific

*The named place, which should accompany all incoterms may influence some cost allocations. This reference does not and should not replace a sound understanding of the incoterms and other international laws and treaties which may effect a subject transaction. We recommend consulting the International Chamber of Commerce for further information about Incoterms at <https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-2020/> All Incoterms may be further clarified by the parties, and in many cases this is strongly recommended. All Incoterms MUST INCLUDE a Named Point.*

\* There are only 2 Incoterms which indicate who is responsible for procuring and purchasing Insurance. Yet the Risk of Loss is present and coverage must be arranged by the parties.

Not recommended for International Transactions

Recommended for Containerized Shipments

These terms valid ONLY for Ocean Shipments