

Incoterms 2020

Mode Of Transportation	Seller Location	Export Formalities & Fees	Pre-Carriage Not Unloaded	Delivery At Named Place Port/Terminal	Loading Alongside Vessel	Onboard Ship or Vessel	Main Carriage	Onboard Ship or Vessel	Discharge At Port of Destination	Delivery at Named Place Port/Terminal	Onward Carriage Not Unloaded	Import Formalities & Duties	Buyer Location Unloaded
EXW	Seller's Risk	Red	Red	Red	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Risk
	Seller's Cost	Red	Red	Red	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Cost
FCA	Seller's Risk	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Cost
FAS	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Buyer's Cost
FOB	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Buyer's Cost
CFR	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Buyer's Cost
CIF	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Buyer's Cost
CPT	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Cost
CIP	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Red	Buyer's Cost
DPU	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Buyer's Cost
DAP	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Buyer's Cost
DDP	Seller's Risk	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Buyer's Risk
	Seller's Cost	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Buyer's Cost

*FAS, FOB, CFR and CIF are limited to maritime transportation. This is a reference guideline of the 2020 Incoterms - not an official contract.