

# INCOTERMS 2020 REFERENCE CHART

## Cost sharing between Seller and Buyer

ACRONYM Mode of Transport	INCOTERM	Packaging and Checking	Loading Seller's Premises	Transport In origin (pre-carriage)	Customs Clearance Export	Terminal Charges Origin	Main Transport	Transport Insurance	Terminal Charges Destination	Customs Clearance Import	Transport to Destination On-Carriage	Unloading Buyer's Premises
<b>EXW</b> Any mode	Ex Works	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer *	Buyer	Buyer	Buyer	Buyer
<b>FCA</b> Any mode	Free Carrier	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer *	Buyer	Buyer	Buyer	Buyer
<b>FAS</b> Only sea	Free Alongside Ship	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer *	Buyer	Buyer	Buyer	Buyer
<b>FOB</b> Only sea	Free On Board	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer *	Buyer	Buyer	Buyer	Buyer
<b>CPT</b> Any mode	Carriage Paid To	Seller	Seller	Seller	Seller	Seller	Seller	Buyer *	Buyer	Buyer	Buyer	Buyer
<b>CFR</b> Only sea	Cost and Freight	Seller	Seller	Seller	Seller	Seller	Seller	Buyer *	Buyer	Buyer	Buyer	Buyer
<b>CIP</b> Any mode	Carriage Insurance and Paid to	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
<b>CIF</b> Only sea	Cost, Insurance and Freight	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
<b>DAP</b> Any mode	Delivered at Place	Seller	Seller	Seller	Seller	Seller	Seller	Seller **	Seller	Buyer	Seller	Buyer
<b>DPU</b> Any mode	Delivered at Place Unloaded	Seller	Seller	Seller	Seller	Seller	Seller	Seller **	Seller	Buyer	Buyer	Seller
<b>DDP</b> Any mode	Delivered Duty Paid	Seller	Seller	Seller	Seller	Seller	Seller	Seller **	Seller	Seller	Seller	Buyer

\*No obligation to obtain an insurance contract, though the risks are bear by the Buyer / \*\* No obligation to obtain an insurance contract, though the risks are bear by the Seller

This chart is designed to provide a basic level of understanding of Incoterms 2020. For a fuller explanation of each Incoterm, download the *Practical Guide to the Incoterms 2020*.