



INCOTERMS 2020

INCOTERMS 2020	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free on Board (Vessel)	Cost & Freight	Cost, Insurance & Freight	Carriage Paid To	Carriage & Insurance Paid To	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
Services	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
Warehouse Packing	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter
Origin Loading	Importer	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter
Export Customs	Importer	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter
Delivery to Port/Depot	Importer	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter
Origin Port/Terminal Charges	Importer	Importer	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter
Loading on Vessel	Importer	Importer	Importer	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter
Air / Seafreight Charges	Importer	Importer	Importer	Importer	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter	Exporter
Insurance	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	Exporter	Negotiable	Exporter	Negotiable	Negotiable	Negotiable
Destination Port/Terminal Charges	Importer	Importer	Importer	Importer	Importer	Importer	Exporter	Exporter	Exporter	Exporter	Exporter
Delivery to Final Destination	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Exporter	Exporter	Exporter
Unloading at Destination	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Exporter	Importer
Import Customs Clearance/Duty/ Taxes	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Importer	Exporter

Exporter = Seller

Importer = Buyer

*While all care is taken in preparation of this document no responsibility will be taken for any inaccuracies.