










Incoterms® 2020

Term	The seller must ...	The buyer bears all risk ...
EXW (EX W orks) (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.
FCA (F ree CA rrier) (named place, i.e. seller's premises)	deliver the goods to the named carrier at the seller's premises and load them on the means of transport provided by the carrier, cleared für export.	when the goods have been delivered to the carrier at the named place (loaded vehicle).
FCA (F ree CA rrier) (named place, i.e. any other place)	deliver the goods to the named carrier at any other place, cleared für export. The seller is not responsible for unloading.	when the goods have been delivered unloaded at the carrier.
FAS (F ree A longside S hip) (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 port of shipment.
FOB (F ree O n B oard) (named port of shipment)	deliver the goods on board the vessel at the named port of shipment and bear all risks of loss of or damage until that moment.	when the goods are on board the vessel nominated by him.
CFR (C ost and FR eight) (named port of destination)	deliver the goods on board the vessel at the port of shipment.	when the goods are on board at the port of shipment and must receive the goods from the carrier at the named port of destination.
CIF (C ost, I nsurance and FR eight) (named port of destination)	- in addition to CFR - procure marine insurance (only with minimum cover (Clause C) including 10% anticipated profit) during the carriage. If there are RESTRICTIONS and / or SANCTIONS against the provisioning of insurance cover, CFR should be chosen!	when the goods are on board at the port of shipment and must receive the goods from the carrier at the named port of destination.
CPT (C arriage P aied T o) (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.
CIP (C arriage and I nsurance P aied to) (named place of destination)	- in addition to CPT - procure cargo insurance (with maximum cover (Clause A) including 10% anticipated profit) during the carriage. If there are RESTRICTIONS and / or SANCTIONS against the provisioning of insurance cover, CPT should be chosen!	when the goods have been delivered to the carrier and must receive them from the carrier at the named place.
DAP (D elivered A t P lace) (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 ready for unloading at the named place of destination.	when the goods - not cleared for import - have been placed, not unloaded from any arriving means of transport.
DPU (D elivered at P lace U nloaded) (named place of destination unloaded)	place the goods - unloaded from the arriving means of transport - at the named place of destination.	when the goods - not cleared for import - have been placed at the named place of destination unloaded from the arriving means of transport.
DDP (D elivered D uty P aied) (named place of destination)	bear costs and risks (including any duty for import) involved in bringing the goods at the named place in the country of destination.	when the goods - cleared for import - have been placed at the named place of destination, not unloaded from any arriving means of transport.

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

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

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