

Incoterms® 2020 Clauses	definition / place of delivery	Transfer of risk Seller to buyer	Transfer of costs Seller to buyer	Transport contract main run	Export clearance / customs	Import clearance / customs	Transport insurance
Clauses for all types of transport							
EXW (ex-works)	ex works / ...named place of delivery (incl. warehouses etc.) Goods are ready for collection.	place of delivery	place of delivery	buyer	buyer	buyer	No obligations
FCA (free carrier)	Free carrier / ...named place of delivery. Handoff to 1st carrier. Buyer is organizing the main transport route.	place of delivery	place of delivery	buyer	seller	buyer	No obligations
CPT (carriage paid to)	Carriage paid / ...named place of destination Place of handoff to the 1st carrier. Seller is organizing the main transport route.	place of delivery (handoff to the 1st carrier)	place of delivery	seller	seller	buyer	No obligations
CIP (carriage and insurance paid to)	Carriage paid, insured / ...named place of destination. Place of handoff to the 1st carrier. Seller is organizing the main transport route.	place of delivery (handoff to the 1 st carrier)	place of delivery	seller	seller	buyer	Seller. minimum coverage: purchasing price + 10% (on the basis of ICC-A [all risks])
DPU (delivered place unloaded) [formerly DAT] [delivered at Terminal]	delivered to named place of destination ; unloaded. Seller is organizing the main transport route.	Terminal / place of destination (goods are ready to unload)	Terminal / place or port of destination (goods are ready to unload)	seller	seller	buyer	No obligations
DAP (delivered at place)	delivered to named place of destination; ready to unload Seller is organizing the main transport route.	place of destination (goods are ready to unload)	place of destination (goods are ready to unload)	seller	seller	buyer	No obligations
DDP (delivered duty paid)	delivered, duty paid / ...named place of destination; ready to unload Seller is organizing the main transport route.	place of destination (goods are ready to unload)	place of destination (goods are ready to unload)	seller	seller	seller	No obligations
Clauses for transportation by sea and inland waters							
FAS (free alongside ship)	Free alongside ship / ...named port of shipment. Buyer is organizing the main transport route.	port of shipment	port of shipment	buyer	seller	buyer	No obligations
FOB (free on board)	Free on board / ...named port of shipment. Buyer is organizing the main transport route.	on-board-delivery	on-board-delivery	buyer	seller	buyer	No obligations
CFR (cost and freight)	Cost and freight / ...named port of destination. The goods will go on board. The seller is organizing the main transport route.	on-board-delivery	port of destination	seller	seller	buyer	No obligations
CIF (cost, insurance and freight)	Cost, insurance & freight / ...named port of destination. The goods will go on board. Seller is organizing the main transport route.	on-board-delivery	port of shipment	seller	seller	buyer	Seller. minimum coverage: purchasing price + 10% (on the basis of ICC-C [defined events of damage])