

Incoterms[®] 2020

Term	The seller must ...	The buyer bears all risk ...
EXW (EX Works) (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 SANC-TIONS 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 aid 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 aid 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 SANC-TIONS 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 aid) (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
EXW ... place of delivery	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
FCA ... named place of loading (2 options)	Green	Green	Green	Green	Red	Red	Red	Red	Red	Red
place of loading: seller's premises	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
place of loading: any other place	Green	Green	Green	Green	Red	Red	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
FAS ... port of shipment	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
Note: for RO/RO and CONTAINERS use FCA instead of FAS										
FOB ... port of shipment	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
Note: for RO/RO and CONTAINERS use FCA instead of FOB										
CFR ... port of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
Note: for RO/RO and CONTAINERS use CPT instead of CFR										
set port of shipment										
set port of destination										
CIF ... port of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
Note: for RO/RO and CONTAINERS use CIP instead of CIF										
can be recommended										
compulsary marine insurance (observe RESTRICTIONS and SANCTIONS!)										
to agree										
set port of shipment										
set port of destination										
CPT ... place of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
CPT for any mode of transport										
set point of delivery										
set place of destination										
CIP ... place of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
CIP for any mode of transport										
can be recommended										
compulsary insurance (observe RESTRICTIONS and SANCTIONS!)										
to agree										
set point of delivery										
set place of destination										
DAP ... place of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
DAP for any mode of transport										
DPU ... place of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
DPU for any mode of transport										
DDP ... place of destination	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
DDP for any mode of transport										
seller has to procure insurance (observe RESTRICTIONS and SANCTIONS! Select CFR or CPT if necessary!)										
seller's risk										
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										
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)		