

Incoterms 2020 Reference Chart



- Air
- Ocean
- Domestic
- Customs Brokerage
- International Small Package
- Supply Chain Solutions
- Warehousing & Distribution

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TERM	Seller Location	Export Formalities	Pre-Carriage Not Unloaded	Delivery at Named Place Port/Terminal	Loading Alongside Vessel	Onboard Ship/Aircraft	Main Carriage	Discharge at Port of Destination	Delivery at Named Place Port/Terminal	Onward Carriage Not Unloaded	Import Formalities & Duties	Buyer Location Unloaded	
Any Transport Modes EXW	Cost: Seller	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	
	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	
Any Transport Modes FCA	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	
	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	
Sea/Inland Waterway Transport	FAS	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	
		Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	
	FOB	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	
		Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	
	CFR	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer
		Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer
CIF	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	Cost: Buyer	
	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	
Any Transport Modes CPT	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	
	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	Risk: Buyer	
Any Transport Modes CIP	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	
	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	
Any Transport Modes DPU	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	Cost: Buyer	
	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	Risk: Buyer	
Any Transport Modes DAP	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	Cost: Buyer	
	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	Risk: Buyer	
Any Transport Modes DDP	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Seller	Cost: Buyer	
	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Seller	Risk: Buyer	

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SELLER



BUYER



COST: The cost of transportation

RISK: The risk of loss of or damage to the goods

CFR (Cost and Freight) is one of the most commonly-used trade terms after FOB but in practice it is used without reference to any version of the Incoterms® rules. In such cases it is then up to the seller and buyer to agree in their contract on what they mean when they use these three letters. **(Sea/Inland Waterway Transport)**

CIF (Cost Insurance and Freight) rule is identical to CFR except in one aspect. Even though the risk transfers to the seller upon loading the goods on board the vessel, in CIF the seller is obliged to take out the minimum level of insurance cover for the buyer's risk. **(Sea/Inland Waterway Transport)**

CIP (Carriage and Insurance Paid To) rule is similar to CPT with one very important difference. This rule requires the seller to take out maximum insurance cover under Institute Cargo Clauses (A) or (Air) or similar, for the buyer's risk. Two locations needs to be agreed upon - the first place determines where the risk transfers from seller to buyer, and the second where the costs transfer to buyer. Shipper must contract for insurance to cover the goods to the point of (agreed upon) delivery. **(Any Transport Modes)**

CPT (Carriage Paid To) rule requires the seller to deliver the goods to its carrier but does not indicate whether that is either at the seller's premises loaded onto the collecting vehicle or delivered to another premises not unloaded from the seller's vehicle. Two locations needs to be agreed upon - the first place determines where the risk transfers from seller to buyer, and the second where the costs transfer to buyer. **(Any Transport Modes)**

DAP (Delivered At Place) requires the seller to deliver to a place named by a buyer, typically the buyer's premises. **(Any Transport Modes)**

DDP (Delivered Duty Paid) functions much like DAP with one most important exception. It is the seller's obligation to import clear the goods in the buyer's country and pay any duties and VAT/GST. **(Any Transport Modes)**

DPU (Delivered at Place Unloaded) is a new rule for 2020. While it is often stated as simply being a change of name from the previous DAT (Delivered At Terminal). The difference now between DPU and DAP is that it means any place including the buyer's premises and therefore is shown now after DAP. **(Any Transport Modes)**

Ex Works (EXW) is used to describe the delivery of goods by the seller at their place of business, normally in their factory, offices or warehouse. **(Any Transport Modes)**

FAS (Free Alongside Ship) rule goes back to the days of sailing ships, and requires the seller to place the goods alongside the vessel nominated by the buyer. **(Sea/Inland Waterway Transport)**

FCA (Free Carrier) rule requires the seller to deliver the goods to the buyer or its carrier either at the seller's premises loaded onto the collecting vehicle or delivered to another premises. **(Any Transport Modes)**

FOB (Free on Board) is the most commonly-used trade term but in practice it is used without reference to any version of the Incoterms® rules. In such cases it is then up to the seller and buyer to agree in their contract on what they mean when they use these three letters. **(Sea/Inland Waterway Transport)**

Differences between Incoterms® 2010 and 2020:

It's important to remember that Incoterms are voluntary, and they don't replace a sales contract. International sales contracts often reference a set of Incoterms to clarify who is responsible for which elements and costs in the delivery of the goods. If the buyer and seller choose to reference an earlier set of terms, like Incoterms 2000, or they choose to ignore Incoterms completely and spell out who is responsible for what duties and costs directly in their sales contract, that is within their rights.

- Incoterms® 2020 now explicitly shifts the responsibility of security-related requirements and ancillary costs to the seller.
- The Incoterm® FCA (Free Carrier) now provides the additional option to make an on-board notation on the Bill of Lading prior loading of the goods on a vessel.
- CIP now requires at least an insurance with the minimum cover of the Institute Cargo Clause (A) (All risk, subject to itemized exclusions).
- CIF requires at least an insurance with the minimum cover of the Institute Cargo Clause (C) (Number of listed risks, subject to itemized exclusions).
- The Incoterms® rules Free Carrier (FCA), Delivered at Place (DAP), Delivered at Place Unloaded (DPU) and Delivered Duty Paid (DDP) now take into account that the goods may be carried without any third-party carrier being engaged, namely by using its own means of transportation.
- The rule Delivered at Terminal (DAT) has been changed to Delivered at Place Unloaded (DPU) to clarify that the place of destination could be any place and not only a "terminal".

