

INCOTERMS® 2020 REFERENCE CHART

		SELLER/ EXPORTER PREMISES ¹	EXPORT FORMALITIES	NAMED PLACE OF TERMINAL	LOADING PORT OF SHIPMENT	ONBOARD SHIP/RAIL/ PLANE	DISCHARGING PORT OF ARRIVAL	NAMED PLACE OR TERMINAL	IMPORT FORMALITIES	BUYER/ IMPORTER PREMISES
EXW	Cost	■	■	■	■	■	■	■	■	■
	Risk	●	■	■	■	■	■	■	■	■
FCA	Cost	■	■	●	■	■	■	■	■	■
	Risk	●	■	●	■	■	■	■	■	■
FAS	Cost	■	■	■	●	■	■	■	■	■
	Risk	■	■	■	●	■	■	■	■	■
FOB	Cost	■	■	■	■	●	■	■	■	■
	Risk	■	■	■	■	●	■	■	■	■
CFR	Cost	■	■	■	■	■	●	■	■	■
	Risk	■	■	■	■	■	●	■	■	■
CIF	Cost	■	■	■	■	■	■	●	■	■
	Risk	■	■	■	■	■	■	●	■	■
CPT	Cost	■	■	■	■	■	■	■	■	■
	Risk	●	■	■	■	■	■	■	■	■
CIP	Cost	■	■	■	■	■	■	■	■	■
	Risk	●	■	■	■	■	■	■	■	■
DAP	Cost	■	■	■	■	■	■	■	■	■
	Risk	■	■	■	■	■	■	●	■	■
DPU	Cost	■	■	■	■	■	■	■	■	■
	Risk	■	■	■	■	■	■	●	■	■
DDP	Cost	■	■	■	■	■	■	■	■	■
	Risk	■	■	■	■	■	■	■	●	■

KEY: Seller ■ Buyer ■

Cost: the cost of transportation
Risk: the risk of loss of or damage to the goods
Delivery ●: where risk passes from seller to buyer

This chart is a general outline of costs, risks, and obligations. For specific guidance, consult *Incoterms® 2020*, published by the International Chamber of Commerce.

Only CIF and CIP place an obligation on anyone to purchase cargo insurance. However, it is usually a good idea for the seller or buyer to purchase insurance to protect against risk.

1. For FCA, delivery occurs at seller premises or terminal.
2. Risk passes from seller to buyer when the goods are delivered to the first carrier.
3. Only rule that requires seller to unload at named place of destination. DPU means Delivered at Place Unloaded.