

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