

Incoterms 2020 Reference Chart

Services →	Export Packing	Export Clearance	Origin Freight / Transport	Origin Terminal Charges	Export Documentation	Vessel / Plane Loading Fee's	Freight Costs	Insurance	Destination Charges	Delivery to Consignee	Customs Clearance	Destination Unloading Fee's	Duties & Taxes
Incoterms ↓	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
EXW - Ex Works	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA - Free Carrier	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS - Free Alongside Ship	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB - Free on board Vessel	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR - Cost & Freight	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CIF - Cost Insurance and Freight	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
CPT - Carriage paid to	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Buyer	Buyer	Buyer
DAP - Delivered at Place (named place of destination)	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
CIP - Carriage and Insurance paid to (named place of destination)	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
DPU - Delivered at Place Unloaded	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Buyer	Seller	Buyer
DDP - Delivered Duty Paid	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller



Source: International Chamber of Commerce (ICC)