

## INCOTERMS® 2020

We Make It Happen One Shipment at a Time®

|                                 | FAS<br>Free<br>Alongside<br>Ship | FOB<br>Free<br>On-Board<br>Vessel | CFR<br>Cost &<br>Freight | CIF  Cost, Insurance & Freight                        | EXW<br>Ex-Works | FCA<br>Free<br>Carrier | CPT<br>Carriage<br>Paid To | CIP<br>Carriage &<br>Insurance<br>Paid | DAP Delivered at Place | DPU Delivered at Place Unloaded | DDP<br>Delivered<br>Duty Paid |
|---------------------------------|----------------------------------|-----------------------------------|--------------------------|---|-----------------|------------------------|----------------------------|--|------------------------|---------------------------------|-------------------------------|
|                                 | OCEAN FREIGHT ONLY               |                                   |                          | ALL MODES OF TRANSPORTATION - AIR, OCEAN, RAIL, TRUCK |                 |                        |                            |  |                        |                                 |                               |
| Export Packing                  | Seller                           | Seller                            | Seller                   | Seller  | Seller          | Seller                 | Seller                     | Seller                                 | Seller                 | Seller                          | Seller                        |
| Whse./Loading Charges at Origin | Seller                           | Seller                            | Seller                   | Seller  | Buyer           | Seller                 | Seller                     | Seller                                 | Seller                 | Seller                          | Seller                        |
| Pre-carriage to Named Place     | Seller                           | Seller                            | Seller                   | Seller  | Buyer           | Seller/Buyer*          | Seller                     | Seller                                 | Seller                 | Seller                          | Seller                        |
| Export Formalities              | Seller                           | Seller                            | Seller                   | Seller  | Buyer           | Seller                 | Seller                     | Seller                                 | Seller                 | Seller                          | Seller                        |
| Origin Terminal Charges         | Seller                           | Seller                            | Seller                   | Seller  | Buyer           | Buyer                  | Seller                     | Seller                                 | Seller                 | Seller                          | Seller                        |
| Loading on Exporting Carrier    | Buyer                            | Seller                            | Seller                   | Seller  | Buyer           | Buyer                  | Seller                     | Seller                                 | Seller                 | Seller                          | Seller                        |
| International Freight           | Buyer                            | Buyer                             | Seller                   | Seller  | Buyer           | Buyer                  | Seller                     | Seller                                 | Seller                 | Seller                          | Seller                        |
| Forwarder's Fees at Destination | Buyer                            | Buyer                             | Buyer                    | Buyer   | Buyer           | Buyer                  | Buyer                      | Buyer                                  | Seller                 | Seller                          | Seller                        |
| Destination Terminal Charges    | Buyer                            | Buyer                             | Buyer                    | Buyer   | Buyer           | Buyer                  | Buyer**                    | Buyer**                                | Seller                 | Seller                          | Seller                        |
| Security Filing                 | Buyer                            | Buyer                             | Buyer                    | Buyer   | Buyer           | Buyer                  | Buyer                      | Buyer                                  | Buyer                  | Buyer                           | Seller                        |
| Customs Formalities             | Buyer                            | Buyer                             | Buyer                    | Buyer   | Buyer           | Buyer                  | Buyer                      | Buyer                                  | Buyer                  | Buyer                           | Seller                        |
| Customs Duties, Taxes, Fees     | Buyer                            | Buyer                             | Buyer                    | Buyer   | Buyer           | Buyer                  | Buyer                      | Buyer                                  | Buyer                  | Buyer                           | Seller                        |
| Delivery to Destination         | Buyer                            | Buyer                             | Buyer                    | Buyer   | Buyer           | Buyer                  | Buyer                      | Buyer                                  | Seller                 | Seller                          | Seller                        |
| Unloading at Delivery Point     | Buyer                            | Buyer                             | Buyer                    | Buyer   | Buyer           | Buyer                  | Buyer                      | Buyer                                  | Buyer                  | Seller                          | Buyer                         |

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<sup>\*</sup> The seller can deliver the goods to the buyer: (1) when the named place is the seller's premises, and the goods are considered delivered when they are loaded onto the means of transport provided by the buyer; or (2) when after having been loaded onto the buyer's transport, then reach the named other place, and are at the disposal of the carrier or another person as nominated by the buyer.

<sup>\*\*</sup> Buyer should pay unloading costs, unless such costs are for the seller's account, per the contract of carriage.