



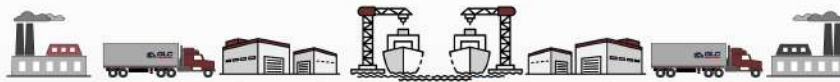
GLOBAL
LOGISTICAL
CONNECTIONS

INCOTERMS 2022

INCOTERMS® 2020 RULES

The Incoterms® are a set of 11 individual rules issued by the International Chamber of Commerce (ICC) which define the responsibilities of sellers and buyers for the sale of goods in international transactions. Of primary importance is that each Incoterms rule clarifies the tasks, costs, and risks to be borne by buyers and sellers in these transactions. Familiarizing yourself with Incoterms will help improve smoother transactions by clearly defining who is responsible for what and each step of the transaction.

The Incoterms® 2020 rules are updated and grouped into two categories reflecting modes of transport. Of the 11 rules, there are seven for ANY mode(s) of transport and four for SEA or LAND or INLAND WATERWAY transport.*



DESCRIPTION	MODES OF TRANSPORT		ALL MODES OF TRANSPORT	SEA AND INLAND WATERWAYS	FREIGHT/RISK	MORE DETAILS
EXW Ex Works	SELLER	BUYER	ALL MODES OF TRANSPORT	ALL MODES OF TRANSPORT	Freight: Seller's premises. Risk: Seller's premises.	Seller responsible for making the goods available at the seller's premises. Buyer bears the full risk from there to destination.
FCA Free Carrier	SELLER	BUYER	ALL MODES OF TRANSPORT	ALL MODES OF TRANSPORT	Freight: Freight handler. Risk: Freight handler.	Seller responsible for delivery to the custody of carrier, identified by the buyer. Risk is transferred when loading has taken place.
CPT Carriage Paid to	SELLER	BUYER	ALL MODES OF TRANSPORT	ALL MODES OF TRANSPORT	Freight: Destination. Risk: First freight handler.	Seller delivers goods to the carrier at agreed place of delivery and pays transport to the named destination. Risk is transferred at place of delivery, whereas seller pays for transport to destination.
CIP Carriage and Insurance Paid to	SELLER	BUYER	ALL MODES OF TRANSPORT	ALL MODES OF TRANSPORT	Freight: Destination. Risk: First freight handler.	Seller delivers goods to the carrier at agreed place of delivery and pays transport and insurance to named destination. Risk transfers at the place of delivery, whereas seller pays for transport and insurance to the destination.
DPU Delivered at Place Unloaded	SELLER	BUYER	ALL MODES OF TRANSPORT	ALL MODES OF TRANSPORT	Freight: Destination. Risk: Destination.	Seller delivers goods unloaded at a designated place at destination.
DAP Delivered at Place	SELLER	BUYER	ALL MODES OF TRANSPORT	ALL MODES OF TRANSPORT	Freight: Place of Destination. Risk: Arriving means of transport at destination.	Seller delivers goods to disposal of buyer on arriving means of transport at agreed place. Seller assumes risk until goods are made ready for unloading from arriving means of transport.
DDP Delivered Duty Paid	SELLER	BUYER	ALL MODES OF TRANSPORT	ALL MODES OF TRANSPORT	Freight: Destination. Risk: Destination.	Seller responsible for bringing goods to the destination, paying any duty and making the goods available to buyer. Risk transfer as soon as buyer has access to goods ready for unloading at agreed destination.
FAS Free Alongside Ship	SELLER	BUYER	SEA AND INLAND WATERWAYS	SEA AND INLAND WATERWAYS	Freight: Shipside in port of departure. Risk: Shipside in port of departure.	Seller responsible for delivery of goods at quay alongside the ship. From this point onwards, risk lies with buyer.
FOB Free on Board	SELLER	BUYER	SEA AND INLAND WATERWAYS	SEA AND INLAND WATERWAYS	Freight: On board ship. Risk: On board ship.	Seller responsible for delivery of goods loaded on board the ship. Risk is transferred as soon as goods have been set down inside ship.
CFR Cost and Freight	SELLER	BUYER	SEA AND INLAND WATERWAYS	SEA AND INLAND WATERWAYS	Freight: Port of destination. Risk: On board ship.	Seller covers cost freight, duty unpaid, to named port of destination. Risk is transferred as soon as the goods have been set down inside ship.
CIF Cost, Insurance and Freight	SELLER	BUYER	SEA AND INLAND WATERWAYS	SEA AND INLAND WATERWAYS	Freight: Port of destination. Risk: Port of destination.	Seller covers cost of insurance and freight, duty unpaid, to named port of destination. Risk is transferred as soon as the goods have been set down inside ship.

■ ALL MODES OF TRANSPORT
■ SEA AND INLAND WATERWAYS
■ COST ■ RISK ■ INSURANCE

* Taken From: <https://www.trade.gov/know-your-incoterms>