

[illegible]

I. In the previous table (which schematically shows the delivery conditions under the 11 Incoterms® 2010 Rules), the term “costs” always includes **transport costs**, unless stated otherwise.

EXW(Ex-works) represents the **minimum** level of obligations for the seller, while **DDP** represents the **maximum**. Under **EXW**, the seller only has to place the goods at the buyer’s disposal at the seller’s premises (or another agreed place). Under **DDP**, the seller must clear the goods for **export and import** in the country of destination and must also arrange transport up to the **agreed place of destination**, where delivery occurs and risk transfers; this place may also be located anywhere inland in the destination country.

The same applies to **DAP**, except that **import clearance** is, of course, the responsibility of the importer (buyer).

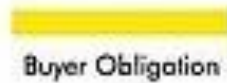
Under **CPT** and **CIP** (and under **CFR** and **CIF** the “port of destination”), the **place of destination** may also be inland in the destination country; however, in these four Rules delivery takes place **at departure**—when the goods are handed over to the carrier (or first carrier). The seller bears the **cost** (but not the **risk**) of transporting the goods to destination.

(Incoterms / logistics vocabulary)

costs / expenses	charges, fees, outlays
transport costs	carriage costs, freight costs
obligations	responsibilities, duties, commitments
minimum / maximum	lowest / highest, least / most
seller’s premises	seller’s facilities, works, plant, warehouse
place of delivery	delivery point, handover point
place of destination	destination point, final destination
export clearance	export customs clearance, export formalities
import clearance	import customs clearance, import formalities
risk transfers	risk passes, transfer of risk
take delivery	accept delivery, receive the goods
additional charges	extra costs, supplementary charges
unloading costs	discharge costs, offloading costs
insurance cover	insurance coverage, insured value

Code	Official English term	
EXW	<i>Ex Works</i>	“Pick up at seller”
FCA	<i>Free Carrier</i>	“Seller delivers to carrier”
CPT	<i>Carriage Paid To</i>	“Seller pays freight, risk earlier”
CIP	<i>Carriage and Insurance Paid To</i>	“CPT + seller provides insurance”
DAT	<i>Delivered at Terminal</i>	“Delivered, unloaded at terminal”
DAP	<i>Delivered at Place</i>	“Delivered ready to unload”
DDP	<i>Delivered Duty Paid</i>	“Delivered with import duties paid”
FAS	<i>Free Alongside Ship</i>	“Placed alongside vessel”
FOB	<i>Free On Board</i>	“Loaded on board vessel”
CFR	<i>Cost and Freight</i>	“Freight paid, risk on board”
CIF	<i>Cost, Insurance and Freight</i>	“CFR + seller provides insurance”

INCOTERMS 2020 : Point of Delivery & Transfer of Risk

	Seller	Carrier	Port Loading	Vessel	Vessel	Port Destination	Carrier	Place Destination	Buyer
 Seller Obligation		 					 		
 Buyer Obligation									
 Risk Transfer									
EXW	EX WORKS  Agreed Place								
FCA	FREE CARRIER  Agreed Place 								
FAS	FREE ALONGSIDE SHIP  Port of Loading								
FOB	FREE ON BOARD  Port of Loading								
CFR	COST & FREIGHT 						Port of Destination		
CIF	COST, INSURANCE & FREIGHT 						Port of Destination		
CPT	 COST PAID TO								Place of Destination
CIP	 CARRIER & INSURANCE PAID TO								Place of Destination
DPU	DELIVERED AT PLACE UNLOADED								 Place of Dest
DAP	DELIVERED AT PLACE								 Dest