RULES FOR ANY MODE OR MODES OF TRANSPORT

EXW

Ex Works

(Insert named place of delivery)



Seller	Buyer

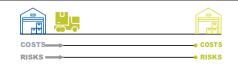


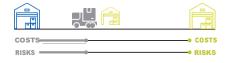


FCA

Free Carrier
(Insert named place of delivery)







CPT

Carriage Paid to
(Insert named place of destination)





CIP

Carriage and Insurance Paid To
(Insert named place of destination)





DAP

Delivered at Place
(Insert named place of destination)



COSTS -	→ costs
RISKS -	→ RISKS

DPU

Delivered at Named Place, Unloaded



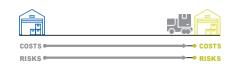
COSTS -	→ COSTS
RISKS •	→ RISKS

(Insert named place of destination)

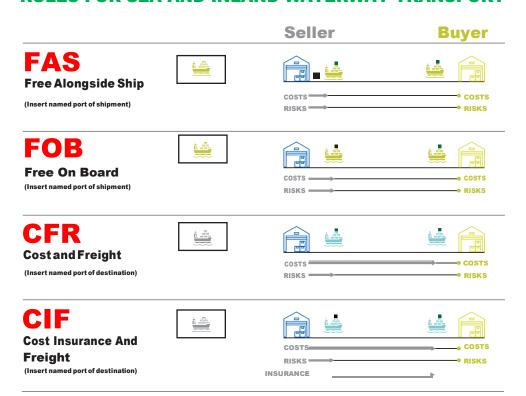
DDP

Delivered Duty Paid
(Insert named place of destination)





RULES FOR SEA AND INLAND WATERWAY TRANSPORT



INCOTERMS 2021 REFERENCE GUIDE





INCOTERMS® 2021 QUICK REFERENCE GUIDE

Incoterm Rule:	FAS	FOB	CFR	CIF	EXW	FCA	СРТ	CIP	DAP	DPU	DDP	
** Use of "Named Place/Port" is requiredfor proper applicability of Incoterms	Free Alongside Ship (Named Port of Shipment)	Free On-Board Vessel (Named Port of shipment)	Cost & Freight (Named Port of Destination)	Cost Insurance & Freight (Named Port of Destination)	Ex- Works (Named Place of Delivery)	Free Carrier (Named Place of Delivery)	Carriage Paid to (Named Place of Destination)	Carriage & Insurance Paid To (Named Place of Destination)	Delivered at Place (Named Place of Destination)	Delivered at Place Unloaded (Named Place of Destination)	Delivered Duty Paid (Named Place of Destination)	
Transport Mode	Ocean Freight Only				All Modes of Transport - Air, Ocean, Rail, Truck							
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Warehouse/Loading Charges at Origin Point	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 (ISF filings to USA, for ex.)	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	

ALL MODES OF TRANSPORTATION



EXW - Ex Works (....named place of delivery)

The Seller's only responsibility is to make the goods available at the Seller's premises. The Buyer bears full costs and risks of loading and moving the goods from there to destination, including arranging for the export clearance. It is not recommended for international moves.

FCA – Free Carrier (...named place of delivery)

Delivery is made either when goods are (1) loaded on the means of transport provided by the buyer at the seller's stated location; or (2) when placed at the disposal of the buyer's carrier, cleared for export by the seller. From either point of delivery, the Buyer bears the costs and risks of moving the goods to destination. The named place/address is required when FCA is used.

CPT – Carriage Paid To (...named place of destination)

The Seller delivers and transfers risk of loss or damage by handing over goods to the carrier chosen by the seller, cleared for export, who pays for moving the goods to the named place of destination. From the time the goods are transferred to the first carrier, the Buyer bears the risks of loss or damage.

CIP – Carriage And Insurance Paid To (...named place of destination)

The Seller delivers and transfers risk of loss or damage by handing over goods to the carrier chosen by the seller, cleared for export, who pays for moving the goods to the named place of destination. From the time the goods are transferred to the first carrier, the Buyer bears the risks of loss or damage. The Seller, however, purchases cargo insurance thru to the named place of destination.

DPU - Delivered At Named Place, Unloaded (named address/place of destination)

The Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the Buyer's disposal at a place of destination. The Seller bears all risks involved in bringing the goods to and unloading them at the terminal at the named port or place of destination. DPU is the only Incoterms where the Seller must pay for unloading at destination. As seller is responsible for unloading the goods at destination it is highly recommended to be as specific as possible as to the named address/place of destination as all costs thru to unloading are for the selller's account.

DAP – Delivered At Place (...named address/place of destination)

The Seller delivers when the goods are placed at the Buyer's disposal on the arriving means of transport ready for unloading at the named place of destination or at the agreed point within that place, if any such point is agreed. The Seller bears all risks involved in bringing the goods to the named place. Delivery & Arrival at destination are the same.

DDP - Delivered Duty Paid (...named address/place of destination)

The Seller delivers the goods to the buyer when the goods are placed at the disposal of the buyer, cleared for import, on the arriving means of transport, ready for unloading, at the named place of destination. The Seller bears all costs and risks of moving the goods to destination, including the payment of Customs duties and taxes. There are limitations to DDP, as Customs formalities in the importing country may not readily allow the seller to be the legal importer of record; DAP or DPU are suggested Incoterms in such cases.

OCEAN TRANSPORTATION ONLY

FAS - Free Alongside Ship (...named wharf/seaport)

The Seller delivers the goods to the buyer when the goods are cleared for export then placed alongside the ship nominated by the buyer at the named port of shipment. From that point, the Buyer bears all costs and risks of loss or damage.

FOB - Free On Board (...named wharf/seaport of shipment)

The Seller delivers the goods to the buyer on board the vessel nominated by the buyer, cleared for export, at the named wharf/seaport of shipment. From that point, the Buyer bears all costs and risks of loss or damage

CFR - Cost And Freight (...named wharf/seaport of destination)

The Seller delivers the goods to the buyer on board the vessel, cleared for export to the named port of destination. The Buyer bears all risks of loss or damage once on board. Where more than one mode of transport is to be used, such as when goods are handed over to a carrier at a container terminal. it is highly recommended to use CPT instead.

CIF – Cost Insurance And Freight (...named wharf/seaport of destination)

The Seller delivers the goods to the buyer on board the vessel, cleared for export to the named port of destination. The Buyer bears all risks of loss or damage once on board. The Seller, however, purchases the cargo insurance to the named wharf/seaport of destination. Where more than one mode of transport is to be used, such as when goods are handed over to a carrier at a container terminal, it is highly recommended to use CPT instead.