

# Incoterms®2020-Clauses



■ ANY MODE OF TRANSPORT    ■ SEA AND INLAND WATERWAY TRANSPORT

■ COSTS    ■ RISK    ■ INSURANCE



	FREIGHT/RISK		MORE DETAILS
<b>EXW</b> <small>Ex Works</small>	SELLER	BUYER	<b>Transfer of Risks:</b> Named Place <b>Costs:</b> Named Place  The seller places the goods at a certain place of collection, in a factory, a warehouse or at his premises.
	SELLER	BUYER	
	SELLER	BUYER	
<b>FCA</b> <small>Free Carrier (Named Place)</small>	SELLER	BUYER	<b>Transfer of Risks:</b> Place of Delivery <b>Costs:</b> Transport to Place of Delivery  The seller delivers the goods by loading them onto a means of transport organized by the buyer or - if the named place is not on his premises - by making them available on his own means of transport ready for unloading at a named place to the carrier or another person named by the seller.
	SELLER	BUYER	
	SELLER	BUYER	
<b>CPT</b> <small>Carrier Paid To</small>	SELLER		<b>Transfer of Risks:</b> Loading on first Carrier <b>Costs:</b> Transport to Named Place  The delivery of the goods and the transfer of risk from the seller to the buyer shall take place upon transfer to the carrier contracted by the seller or upon shipment of the goods. Although the seller commissions and pays the carrier, the risk is transferred to the buyer at the moment of delivery to the carrier.
	SELLER	BUYER	
	SELLER	BUYER	
<b>CIP</b> <small>Carriage and Insurance Paid To</small>	SELLER		<b>Transfer of Risks:</b> Loading on first Carrier <b>Costs:</b> Transport to Named Place  Corresponds to CPT, but the seller must insure the goods at least up to the Named Place.
	SELLER	BUYER	
	SELLER	BUYER	
<b>DAP</b> <small>Delivered at Place</small>	SELLER		<b>Transfer of Risks:</b> Ready for Unloading at Named Place <b>Costs:</b> Transport to Named Place, excluding Unloading  Delivery of the goods and transfer of risk take place as soon as the goods are placed at the disposal of the buyer by the seller at a named place of destination, if necessary at an agreed place, on the seller's arriving means of transport ready for unloading.
	SELLER		
	SELLER		
<b>DPU</b> <small>Delivered at Place Unloaded</small>	SELLER		<b>Transfer of Risks:</b> Transport to Named Place, including unloading <b>Costs:</b> Transport to Named Place, including Unloading  Equal to DAP, but the transfer of risk only takes place after the goods have been unloaded. DPU is the only clause that obliges the seller to unload the goods.
	SELLER		
	SELLER		
<b>DDP</b> <small>Delivered Duty Paid</small>	SELLER		<b>Transfer of Risks:</b> Transport to Named Place <b>Costs:</b> Transport to Named Place, excluding Unloading  Corresponds to DAP, but the seller provides the goods cleared for import to the buyer ready for unloading. DDP is the clause in which a seller assumes the maximum degree of obligation and which, in international contracts, may only be fulfilled in the buyer's country.
	SELLER		
	SELLER		
<b>FAS</b> <small>Free Alongside Ship</small>	SELLER	BUYER	<b>Transfer of Risks:</b> Good along - side vessel <b>Costs:</b> Good alongside vessel  Delivery of the goods shall be effected by placing the goods - as designated by the buyer - at the disposal of the seller at the port of shipment alongside a vessel or by the seller procuring goods already delivered in this way. The transfer of risk is effected as soon as the goods are alongside the vessel.
	SELLER	BUYER	
	SELLER	BUYER	
<b>FOB</b> <small>Free On Board</small>	SELLER	BUYER	<b>Transfer of Risks:</b> Loaded onboard vessel <b>Costs:</b> Loaded onboard vessel  Delivery of the goods is effective when the goods - as appointed by the seller - are on board the vessel at the port of loading or when the seller procures the goods already delivered in this way. The risk is transferred when the goods are on board the vessel.
	SELLER	BUYER	
	SELLER	BUYER	
<b>CFR</b> <small>Cost and Freight</small>	SELLER		<b>Transfer of Risks:</b> Loaded onboard vessel <b>Costs:</b> Transport to Named Place  Same as CPT for sea and inland waterway transport: delivery is effective as soon as a good is on board a vessel. The seller does not acquire insurance cover.
	SELLER	BUYER	
	SELLER	BUYER	
<b>CIF</b> <small>Cost, Insurance and Freight</small>	SELLER		<b>Transfer of Risks:</b> Loaded onboard vessel <b>Costs:</b> Transport to Named Place  Like CFR, but a seller must acquire insurance coverage at least up to the point of Named Place.
	SELLER	BUYER	
	SELLER	BUYER	

If you have any further questions, please feel free to send us an e-mail: [info@schryver.com](mailto:info@schryver.com)

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