

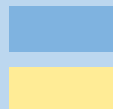
Overview of Incoterms 2020



EXW									
	Delivery of goods at the site; loading at the factory and export by the buyer.								
FCA									
	Handover of goods to the carrier specified by the buyer, export by the seller.								
CPT / CIP									
	Costs incurred by the seller up to the named place (in the case of CIP, incl. transport insurance); delivery (transfer of risk) upon handover to the first carrier.								
DAP									
	Delivery of goods to the named place without import by the seller.								
DPU									
	Delivery of goods to the named place incl. unloading, without import by the seller. The sender must ensure the unloading of goods.								
DDP									
	Delivery of goods to the named place with import by the seller.								
FAS									
	Delivery of goods alongside the ship at the shipping port; export by the seller.								
FOB									
	Loading of goods on board the ship named by the buyer at the shipping port; export by the seller.								
CFR / CIF									
	Costs incurred by the seller up to the named port (in the case of CIF, incl. transport insurance); delivery (transfer of risk) after loading on board the ship at the shipping port.								



Only for ships travelling on seas or inland waterways; not recommended for containerized goods.



Risk of the seller

Risk of the buyer



Cost of the seller

Cost of the buyer

See ICC Germany e.V. (pub.)

Incoterms® 2020 by the International Chamber of Commerce (ICC). The ICC rules for the interpretation of national and international trading clauses (ICC publication 715 ED), Berlin 2010.