













## INCOTERMS 2020

														
Modality	Cost & Risk													
<b>EXW</b> —EXWORKS	Polyvalent	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>FCA</b> —FREE CARRIER	Polyvalent	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>FAS</b> —FREE ALONGSIDE SHIP	Maritime	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>FOB</b> —FREE ON BOARD	Maritime	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>CFR</b> —COST AND FREIGHT	Maritime	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>CIF</b> —COST, INSURANCE AND FREIGHT	Maritime	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>CPT</b> —CARRIAGE PAID TO	Polyvalent	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>CIP</b> —COST AND INSURANCE PAID TO	Polyvalent	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>DAP</b> —DELIVERED AT PLACE	Polyvalent	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>DPU</b> —DELIVERED AT PLACE UNLOADING	Polyvalent	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>
<b>DDP</b> —DELIVERY DUTY PAID	Polyvalent	Cost Risk	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>	<div><div></div><div></div></div>

## GLOSSARY

■ By the seller ■ By the buyer ■ Facultative / Optional

## DETAIL

**EXW:** The seller does not need to load the goods on any vehicle, nor does it need to pay the customs cost, where such clearance is applicable.

**FCA:** The seller delivers the goods to the buyer in one or other of two ways. 1)When the named place is the seller's premises, the goods are delivered when they are loaded on the means of transport arranged by the buyer. 2)when the named place is another place, the goods are delivered: when, having been loaded on the seller's means of transport; they reach the named other place and; are ready for unloading from that seller's means of transport and; at the disposal of the carrier or of another person nominated by the buyer.

Whichever of the two is chosen as the place of delivery, that place identifies where risk transfers to the buyer and the time from which costs are for the buyer's account.

**FAS:** The risk is transferred when the goods are alongside the ship, and the buyer bears all costs from that moment onward.

**FOB:** The risk is transferred when the container are on board the vessel.

**CFR:** The risk is transferred when the container are on board the vessel, even if it is the seller who pays the freight

**CIF:** The risk is transferred when the container are on board the vessel, even if it is the seller who pays the freight. It will be mandatory the minimum insurance of 110% of the value of the merchandise.

**CPT:** The risk is transferred when the merchandise is placed at the disposal of the main carrier, loaded, even if it is the seller who pays the freight.

**CIP:** The risk is transferred when the merchandise is placed at the disposal of the main carrier, loaded, even if it is the seller who pays the freight. All risk insurance will be mandatory.

**DAP:** The risk transferred to the buyer when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading.

**DPU:** The risk transferred to the buyer when the goods are placed at the disposal of the buyer on the arriving means of transport once unloaded.

**DDP:** The seller delivers the goods to the buyer when the goods are placed at the disposal of the buyer on the arriving means of transport, cleared for import, ready for unloading. the seller bears all risks involved in bringing the goods to the named place of destination.