

Rules for sea and inland waterway transport				Rules for any mode or modes of transport						
FAS	FOB	CFR	CIF	EXW	FCA	CPT	CIP	DAP	DPU	DDP
Free Alongside Ship	Free On Board	Cost & Freight	Cost, Insurance & Freight	Ex Works	Free Carrier	Carriage Paid to	Carriage & Insurance Paid to	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
To be paid by				To be paid by						
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
A	A	A	A	A	A	A	A	A	A	A
Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
Buyer	Buyer	Seller	Seller	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Seller	Seller	Seller	Seller	Buyer	B	Seller	Seller	Seller	Seller	Seller
Buyer	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Buyer	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Buyer	Buyer	Seller	Seller	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Buyer	Buyer	Seller	Seller	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
C	C	C	Seller	C	C	C	Seller	C	C	C
Buyer	Buyer	D	D	Buyer	Buyer	D	D	Seller	Seller	Seller
Buyer	Buyer	D	D	Buyer	Buyer	D	D	Seller	D	Seller
Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	E	E	E	E	Seller
Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	E	E	E	E	Seller
Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

### Notes:

- A - INCOTERMS® 2020 do not deal with the parties' obligations for stowage within a container and therefore, where relevant, the parties should deal with this in the sales contract.
- B - FCA Seller's Facility - Buyer pays inland freight; other FCA qualifiers. Seller arranges and loads pre-carriage carrier and pays inland freight to the "F" delivery place.
- C - INCOTERMS® 2020 does not obligate the buyer nor must the seller to insure the goods, therefore this issue be addressed elsewhere in the sales contract.
- D - Charges paid by Buyer or Seller depending on contract of carriage.
- E - Charges paid by Seller if through Bill of Lading or door-to-door rate to Buyer's destination.

### Activity

- Supply of goods as per the contract terms (Quality, Quantity, and Time.)
- Taking Delivery of the goods, when delivered as per the contract.
- Payment of the Value of the Goods.
- Unloading at buyer's premises in the country of imports.
- Providing the due documents.
- Notices.

### Cost and Responsibility

- Seller
- Buyer
- Buyer
- Buyer
- Seller / Buyer
- Buyer / Seller

### Notes:

INCOTERMS® do not obligate Seller or Buyer for Marine Insurance, except under CIP and CIF, where it is the seller's duty for obtaining Marine Insurance as under:

- Under CIP – Institute Cargo Clauses (A)
- Under CIF – Institute Cargo Clauses (C)

• INCOTERMS® is a registered trademark of International Chamber of Commerce.  
• Users may seek specific guidance from INCOTERMS® 2020 available through International Chamber of Commerce at [www.iccbooks.com](http://www.iccbooks.com)

This document is not intended as legal advice but is being provided for reference purposes only.