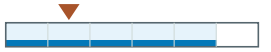
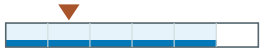
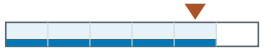
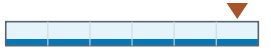
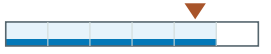
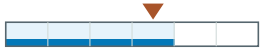
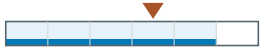
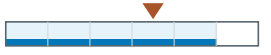
Incoterms® 2020 chart

Who does what under each of the 11 rules. An independent summary: the ICC publication Incoterms® 2020 is the authoritative text.

quotepad.net/incoterms-2020-chart
Quotepad · sources checked 19 October 2026 · US Letter landscape

Rule	Risk passes to the buyer	Books main carriage	Pays main freight	Export clearance	Import clearance	Import duties, taxes	Insurance	Costs and risk along the route
Any mode of transport (7 rules)								
EXW Ex Works EXW + named place of delivery	Seller's premises, not loaded	Buyer	Buyer	Buyer	Buyer	Buyer	No obligation	
FCA Free Carrier FCA + named place of delivery	Handed to the buyer's carrier	Buyer	Buyer	Seller	Buyer	Buyer	No obligation	
CPT Carriage Paid To CPT + named place of destination	Handed to the first carrier	Seller	Seller	Seller	Buyer	Buyer	No obligation	
CIP Carriage and Insurance Paid To CIP + named place of destination	Handed to the first carrier	Seller	Seller	Seller	Buyer	Buyer	Seller Institute Cargo Clauses (A) or similar, at least 110% of the contract price	
DAP Delivered at Place DAP + named place of destination	At destination, ready for unloading	Seller	Seller	Seller	Buyer	Buyer	No obligation	
DPU Delivered at Place Unloaded DPU + named place of destination	At destination, once unloaded	Seller	Seller	Seller	Buyer	Buyer	No obligation	
DDP Delivered Duty Paid DDP + named place of destination	At destination, ready for unloading	Seller	Seller	Seller	Seller	Seller	No obligation	
Sea and inland waterway only (4 rules)								
FAS Free Alongside Ship FAS + named port of shipment	Alongside the ship at the port of shipment	Buyer	Buyer	Seller	Buyer	Buyer	No obligation	
FOB Free on Board FOB + named port of shipment	On board at the port of shipment	Buyer	Buyer	Seller	Buyer	Buyer	No obligation	
CFR Cost and Freight CFR + named port of destination	On board at the port of shipment	Seller	Seller	Seller	Buyer	Buyer	No obligation	
CIF Cost, Insurance and Freight CIF + named port of destination	On board at the port of shipment	Seller	Seller	Seller	Buyer	Buyer	Seller Institute Cargo Clauses (C) or similar, at least 110% of the contract price	

Seller **Buyer** seller pays up to this point ▼ risk passes here. Route stages: seller's premises · handed to carrier · alongside ship · on board · at destination · unloaded.

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Write the rule with a named place and the version, for example: FCA Ningbo container terminal, Incoterms® 2020. Free to print and copy for teaching and training.