

INCOTERMS 2020

SELLER

TERMINAL CUSTOMS

CUSTOMS

TERMINAL

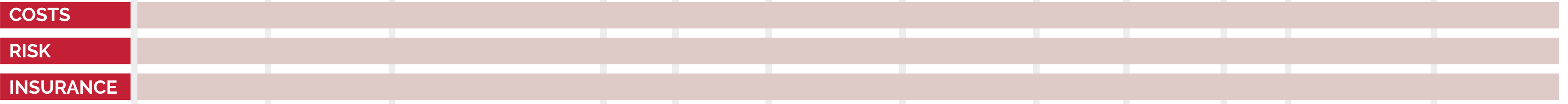
BUYER

= PACKAGE

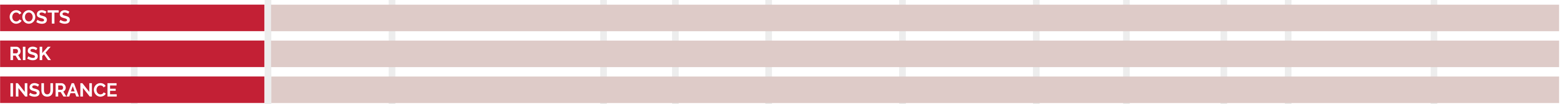


RULES FOR ANY MODE OR MODES OF TRANSPORT

EXW



FCA



CPT



CIP



DPU



*DELIVERED AT PLACE UNLOADED

DAP



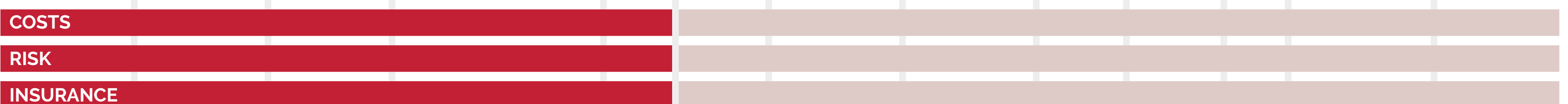
*DELIVERED AT PLACE

DDP



RULES FOR SEA AND INLAND WATERWAY TRANSPORT

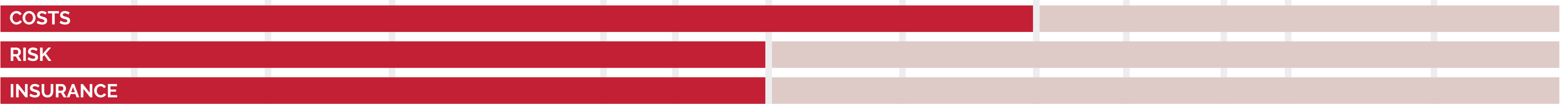
FAS



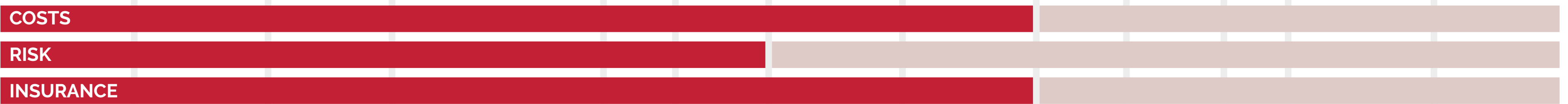
FOB



CFR



CIF



SELLER'S RESPONSIBILITY

BUYER'S RESPONSIBILITY

EXW and DAP are the most common
FOB is also very common for sea