

Incoterms[®]

2020 by the International
Chamber of Commerce (ICC)

**INTERNATIONAL
COMMERCIAL
TERMS**

BY **CMA** AMIT DEY,
M.COM, **LLB.**

THE INCOTERMS

- The **Incoterms** or **International Commercial Terms** are a series of pre-defined commercial terms published by the **International Chamber of Commerce (ICC)** relating to international commercial law.
- A series of **three-letter trade terms** related to common contractual sales practices, the Incoterms rules are intended primarily to clearly communicate the **Tasks**, **Costs**, and **Risks** associated with the global or international transportation and delivery of goods.



Freight
Collect

EXW

Ex Works

FCA

Free Carrier

FAS

Free Alongside Ship

FOB

Free On Board

CFR

Cost and Freight

CIF

Cost, Insurance and Freight

CPT

Carriage Paid To

CIP

Carriage And Insurance Paid To

DAP

Delivered At Place

DPU

Delivered At Place Unloaded

DDP

Delivered Duty Paid

Freight
Prepaid

Multimodal



Inland and
Water
Transport



Multimodal



Incoterms

- Responsibility
- Cost
- Risk



Sea/ Waterways



Any Mode of Transport

Beijing

Shanghai

Mumbai

Pune

EXW

FCA

FAS

FOB

CFR

CIF

CPT

CIP

DAT

DAP

DDP

Ex Works
(Place)

Free
Carrier At
(Place)

Free Along
Ship
(Port)

Free On
Board
(Port)

Cost &
Freight
(Port)

Cost, Insr
Freight
(Port)

Carriage
Paid To
(Place)

Carriage &
Insr. Paid
To (Place)

Delivered
At Terminal
(Port/ Place)

Delivered
at Place
(Place)

Delivered
Duty Paid
(Place)

Services

Warehouse Services

Loading @ Origin

Inland Transportation

Forwarder & Customs

Terminal Charges

Loading on Vessel

Ocean/ Air Freight

Insurance

Unloading1 & Loading2

Transport to Destn.

Customs Clearance

Import Duties & Taxes

Seller

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Seller

Seller

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

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Buyer

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Seller

Seller

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Seller

Buyer

Buyer

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Buyer

Byr./ Str

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Buyer

Byr./ Str

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Seller

Buyer

Buyer

Buyer

Seller

Seller

Seller

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Buyer

Buyer

Seller



Thank You!

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