

# Incoterms<sup>®</sup>

2020 by the International  
Chamber of Commerce (ICC)

**INTERNATIONAL  
COMMERCIAL  
TERMS**

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# 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 2020

Responsability matrix for contract of sale

The seller



The buyer

Definition of cost  
per **Incoterms 2020**  
rule established

	Freight collect terms					Freight prepaid terms						
	Ex-works <b>EXW</b>	Free carrier (warehouse) <b>FCA</b>	Free carrier (port/airport) <b>FCA</b>	Free alongside ship <b>FAS</b>	Freight on board <b>FOB</b>	Cost and freight <b>CFR</b>	Cost insurance and freight <b>CIF</b>	Carriage paid to <b>CPT</b>	Carriage and insurance paid <b>CIP</b>	Delivered at place unloaded <b>DPU</b>	Delivered at place <b>DAP</b>	Delivered duty paid <b>DDP</b>
Mode of transport	Any mode	Any mode	Any mode	Sea only	Sea only	Sea only	Sea only	Any mode	Any mode	Any mode	Any mode	Any mode
Export packaging	●	●	●	●	●	●	●	●	●	●	●	●
Export formalities	●	●	●	●	●	●	●	●	●	●	●	●
Loading at point of origin	●	●	●	●	●	●	●	●	●	●	●	●
Origin inland freight	●	●	●	●	●	●	●	●	●	●	●	●
Origin port charges	●	●	●	●	●	●	●	●	●	●	●	●
Forwarder fees	●	●	●	●	●	●	●	●	●	●	●	●
Ocean / air freight	●	●	●	●	●	●	●	●	●	●	●	●
Destination port charges	●	●	●	●	●	●	●	●	●	●	●	●
Customs clearance	●	●	●	●	●	●	●	●	●	●	●	●
Import duties and taxes	●	●	●	●	●	●	●	●	●	●	●	●
Delivery charges to final destination	●	●	●	●	●	●	●	●	●	●	●	●

● Buyer's cost

● Seller's cost

# Incoterms

E F

Export Country

## Freight Forwarder

C

D

Destination/  
Import Country

## Sea/ Waterways

## Any Mode of Transport

## Services

[illegible]





# Thank You!

By **CMA** Amit dey,  
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