## Incoterms®2020 Rules Responsibility Quick Reference Guide

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	Freight Collect Terms				Freight Prepaid Terms							
Groups	Any Mode or Modes of Sea and Inland Wa			aterway Transport Any Mode or Modes of Transport								
Incoterm®	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP	
	Ex Works (Place)	Free Carrier (Place)	Free Alongside Ship (Port)	Free On Board (Port)	Cost and Freight (Port)	Cost Insurance & Freight (Port)	Carriage Paid To (Place)		Delivered at Place (Place)	Delivered at Place Unloaded (Place)	Delivered Duty Paid (Place)	
Transfer of Risk	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place	
Obligations & Charges:												
Export Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Export Duty, Taxes &	2000000											

Seller

Seller

Seller

Seller

Negotiable

Buyer

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

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Buyer

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

Negotiable

Seller

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

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Seller

Buyer

Buyer

Buyer

Seller

Seller

Seller

Seller

Negotiable

Seller

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Buyer

Buyer

Seller

Seller

Seller

Seller

Negotiable

Seller

Seller

Seller

Buyer

Seller

Seller

Seller

Seller

Negotiable

Seller

Seller

Buyer

Seller

	200						
	Freight Collec	ct Terms	Freight Prepaid Terms				
Groupe	Any Mode or Modes of	Sea and Inland Wa	aterway Transport	Any Mode or Modes of Transport			

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Seller

Seller

Seller

Buyer

Negotiable

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Buyer

Negotiable

Buyer

Buyer

Buyer

Buyer

**Customs Clearance Origin Terminal** 

Charges Loading on Carriage

**Carriage Charges** 

Insurance

**Destination Terminal** 

Charges **Delivery** to

Destination Unloading at

Destination Import Duty, Taxes &

**Customs Clearance** 

Seller

Buyer

Buyer

Buyer

Negotiable

Buyer

Buyer

Buyer

Buyer

Seller

Seller

Buyer

Buyer

Negotiable

Buyer

Buyer

Buyer

Buyer