

# INCOTERMS 2020 - RESPONSIBILITY GRID

	ANY TRANSPORT MODE						
	EXW	FCA	CPT	CIP	DAP	DPU	DDP
CHARGES / FEES	EX WORKS	FREE CARRIER	CARRIAGE PAID TO	CARRIAGE INSURANCE PAID TO	DELIVERED AT PLACE	DELIVERED AT PLACE UNLOADED	DELIVERED DUTY PAID
PACKAGING	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
LOADING CHARGES	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
DELIVER TO PORT / PLACE	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
EXPORT DUTY & TAXES	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
ORIGIN TERMINAL CHARGES	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER
LOADING ON CARRIAGE	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER
CARRIAGE CHARGES	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER
INSURANCE				SELLER			
DESTINATION TERMINAL CHARGES	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER
DELIVERY TO DESTINATION	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER
IMPORT DUTY & TAXES	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER

## (EXW) Ex Works

The seller delivers when it places the goods at the disposal of the buyer at the seller's premises or at another named place such as a factory or warehouse. The seller does not need to load the goods on any collecting vehicle and does not need to clear the goods for export, where such clearance is applicable.

## (FCA) Free Carrier

The seller delivers the goods to the carrier or another person nominated by the buyer at the seller's premises or another named place. The parties are well advised to specify as clearly as possible the point within the named place of delivery, as the risk passes to the buyer at that point.

## (CPT) Carriage Paid To

The seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such place is agreed between parties) and that the seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination.

## (CIP) Carriage and Insurance Paid To

The seller delivers the goods to the carrier or another person designated by the seller at an agreed upon location and the seller must contract for and pay the costs of any carriage necessary to bring the goods to the named place of destination.

## (DAP) Delivered At Place

The seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination. The seller bears all risks involved in bringing the goods to the named place.

## (DPU) Delivered At Place Unloaded

Delivered at Place Unloaded (DPU) (formerly referred to as DAT for "Delivered at Terminal") requires the seller to deliver the goods at the disposal of the buyer after they've been unloaded from the arriving means of transport. DPU is the only Incoterms rule that requires the seller to unload goods at the place of destination. DPU can apply to any—and more than one—mode of transport. The buyer and seller should specify and agree upon a named place of destination. DPU requires the seller to clear goods for export, where applicable, without any obligation to clear the goods for import, pay import duty or carry out import customs formalities.

## (DDP) Delivered Duty Paid

The seller delivers the goods when the goods are placed at the disposal of the buyer, cleared for import on the arriving means of transport ready for unloading at the named place of destination. The seller bears all the costs and risks involved in bringing the goods to the place of destination and has an obligation to clear the goods not only for export but also for import, to pay any duty for both export and import and to carry out all customs formalities.