

## Incoterms® 2020 Rules Quick Reference

	Multimodal Terms							Waterway Only Terms			
	EXW Ex-Works (Named Point Seller Side)	FCA Free Carrier (Named Point Seller Side)	CPT Carriage Paid to (Named Port Buyer Side)	CIP Carriage & Insurance Paid to (Named Port Buyer Side)	DAP Delivered At Place (Named Point Buyers Side)	DPU Delivered At Place Unloaded (Named Point Buyers Side)	DDP Delivered Duty Paid (Named Point Buyers Side)	FAS Free Along Side (Named Port Seller Side)	FOB Free On Board (Named Port Seller Side)	CFR Cost & Freight (Named Port Buyer Side)	CIF Cost, Insurance & Freight (Named Port Buyer Side)
Transportation Obligation											
Export Pack, Marking, Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Clearance License, EEI	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Arrange Pre-Carriage	Buyer	2	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Load Pre-Carrier	Buyer	2	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Nominate Main Carriage	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Nominate Forwarder / Documentation	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Unload Pre-Carrier	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Load Main Carrier	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Arrange Insurance	3	3	3	Seller	3	3	3	3	3	3	Seller
Unload Main Carrier	Buyer	Buyer	4	4	Seller	Seller	Seller	Buyer	Buyer	4	4
On-Carriage To Buyer Destination	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Unload from On-Carriage	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
Nominate Customs Broker	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Destination Duty, Taxes & Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer

- Notes
- 1 - Incoterms® 2020 do not provide for obligations of stowage within a container. This issue should be dealt with within the sales contract
  - 2 - Seller may choose to sell product from their facility: FCA Sellers Facility. In this case the pre-carriage is required to be paid by the Buyer
  - 3 - Only CIP and CIF require that Insurance be provided within the sales price. Insurance is not required within other incoterms
  - 4 - Charges are paid by Buyer or Seller depending on contract of carriage.
- \* Incoterms® 2020 Quick Reference is provided as a courtesy. BDG International does not guarantee the accuracy of the information herein.
- \* For further information on Incoterms® 2020 visit: <http://www.iccwbo.org/incoterms/>



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