INCOTERMS 2020

Responsibility Matrix for Contract of Sale



The Buyer





FCA FCA















INCOTERMS 2020

Ex-Works

Free Carrier Free Carrier (Warehouse) (Port/Airport)

Free Alongside Ship

FAS

Freight on Board

FOB

Cost & Freight

CFR

Cost Insurance & Freight

CIF

Carriage Paid To

CPT

Carriage & Insurance Paid

FREIGHT PREPAID TERMS

CIP

Delivered at Place Unloaded

DPU

Delivered at Place

Delivered **Duty Paid**

DDP

Mode of Transport

Any Mode

FREIGHT COLLET TERMS

Any Mode Any Mode Ocean Only Ocean Only Ocean Only Ocean Only Any Mode

EXW

Any Mode

DAP

Any Mode

Any Mode

Any Mode

Obligations and Charges

Export Packaging	Seller				
Export Formalities	Buyer	Seller			
Loading at Point of Origin	Buyer	Seller			
Origin Inland Freight	Buyer	Buyer	Seller		
Origin Port charges	Buyer	Buyer	Seller		
Forwarder Fees	Buyer	Buyer	Seller		
Ocean / Air Freight	Buyer	Buyer	Buyer	Buyer	Seller
Destination Port Charges	Buyer	Seller	Seller	Seller	
Customs Clearance	Buyer	Seller			
Import Duties & Taxes	Buyer	Seller			
Delivery Charges to Final Destination	Buyer	Seller	Seller		