



## INCOTERMS ® 2020 RULES RESPONSIBILITY GUIDE

	EXW	FAS	FOB	FCA 2)	FCA 3)	CFR 4)	CIF 4)	CPT 4)	CIP 4)	DAP 4)	DPU	DDP 4)
	Ex Works	Free Alongside Ship	Free On Board	Free Carrier	Free Carrier	Cost & Freight	Cost, Insurance & Freight	Carrier Paid To	Carriage & Insurance Paid To	Delivered At Place	Delivered at Place Unloaded	Delivered Duty Paid
SERVICES	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Marking & Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Block & Brace	5	5	5	5	5	5	5	5	5	5	5	5
Export Clearance, & Document Fees (License, EEI/AES)	Buyer	Seller	Seller	Seller 2)	Seller 3)	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Load Goods At Seller's Premises	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Haulage Origin Country	Buyer	Seller	Seller	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Load Goods Carriers Facility	Buyer	Buyer	Seller	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Transport Equipment Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Cargo Insurance	5	5	5	5	5	5	Seller	5	Seller	5	5	5
Main Carriage (Ocean/Air Freight)	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Unload Goods from Main Carrier	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer 4)	Buyer 4)	Buyer 4)	Buyer 4)	Buyer 4)	Seller	Buyer 4)
Duty, Taxes, Customs Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery to Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller 1)	Buyer	Seller 1)
Unload Goods Agreed Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Risk Transfer Location	Seller's Premises	Vessel	Vessel	Seller's Premises	Agreed Place	Vessel	Vessel	Seller's Premises	Seller's Premises	Agreed Place	Agreed Place	Agreed Place
Modes Air (A) Inland (I) Multi (M) Vessel (V)	A,I,M,V	Vessel	Vessel	A,I,M,V	A,I,M,V	Vessel	Vessel	A,I,M,V	A,I,M,V	A,I,M,V	A,I,M,V	A,I,M,V

### Notes:

- 1) Seller pays to the agreed delivery point.
- 2) This depicts costs to be paid by the seller if the term is "FCA seller's facility".
- 3) This depicts costs to be paid by the seller if the term is "FCA named place (other than seller's facility) city, state, country".
- 4) ICC advises: if the seller's contract with carrier includes off-loading; it is the seller's responsibility.
- 5) Incoterms 2020 does not address this line item and therefore where relevant, the parties should negotiate agreement in sales contract.