

# INCOTERMS® 2020 RULES – ALL MODES OF TRANSPORT

(APPROPRIATE FOR GOODS IN CONTAINERS)



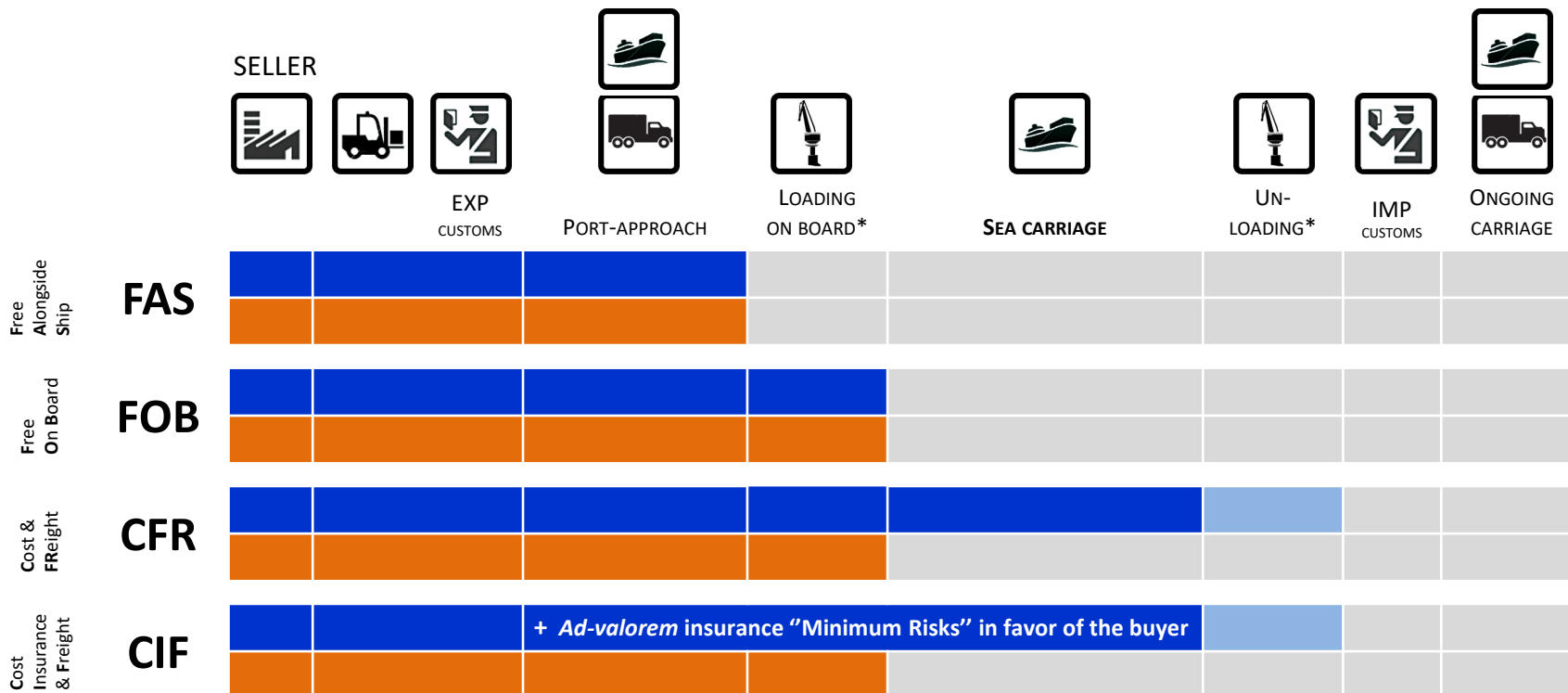
Incoterms Rule	LOAD	EXP CUSTOMS	PRE-CARRIAGE	THC*	MAIN CARRIAGE	THC*	IMP CUSTOMS	ONGOING CARRIAGE	UNLOAD
<b>EXW</b> (Ex-Works)	Costs for seller								
<b>FCA</b> (Free Carrier)	Costs for seller	Seller's premises	Other place (1)						
<b>CPT</b> (Carriage Paid To)	Costs for seller	Costs for seller	Costs for seller	Costs for seller	Costs for seller	Optional		Optional	
<b>CIP</b> (Carriage Insurance Paid To)	Costs for seller	Costs for seller	+ Ad-valorem insurance "All Risks" in favor of the buyer			Optional		Optional	
<b>DAP</b> (Delivered At Place)	Costs for seller	Costs for seller	Costs for seller	Costs for seller	Costs for seller	Optional		Optional	
<b>DPU</b> (Delivered at Place Unloaded)	Costs for seller	Costs for seller	Costs for seller	Costs for seller	Costs for seller	Costs for seller		Optional	
<b>DDP</b> (Delivered Duty Paid)	Costs for seller	Costs for seller	Costs for seller	Costs for seller	Advise : DDP "VAT excluded" if possible			Costs for seller	

\*THC → Terminal Handling Charges.  
 (1) FCA + B/L → Option : submission of the Bill of Lading On Board.  
 Except for CIP → Insurance not mandatory, neither for the seller nor for the buyer.

Costs for seller	Optional	Costs for buyer
Risks for seller	Optional	Risks for buyer

# INCOTERMS® 2020 RULES – SEA AND INLAND WATERWAY TRANSPORT

## FOR BULK, LOOSE AND GENERAL CARGO (NOT APPROPRIATE FOR GOODS IN CONTAINERS)



**Except for CIF** → Insurance not mandatory, neither for the seller nor for the buyer.

**\*Loading & Unloading** → **According to Liner-Terms** : conditions under which a shipping company or a port will load and unload the goods. Sellers and buyers are advised to ask for detailed quotations in order to match the Incoterms® rule with ports Liner terms.

Costs for seller	Optional	Costs for buyer
Risks for seller	Optional	Risks for buyer