

# INCOTERMS 2020 – Summary Sheet

A simplified reference guide to the 11 INCOTERMS used in international trade. Useful for Indian exporters.



## For Any Mode of Transport

- ✓ EXW – Ex Works: Buyer takes responsibility at seller's premises.
- ✓ FCA – Free Carrier: Seller hands goods to carrier at agreed location.
- ✓ CPT – Carriage Paid To: Seller pays for carriage to destination; risk transfers at dispatch.
- ✓ CIP – Carriage and Insurance Paid: Like CPT, but seller also provides insurance.
- ✓ DAP – Delivered at Place: Seller bears risk until goods reach the buyer's destination.
- ✓ DPU – Delivered at Place Unloaded: Same as DAP, but includes unloading at destination.
- ✓ DDP – Delivered Duty Paid: Seller is responsible for all costs including duties and delivery to the buyer's premises.



## For Sea and Inland Waterway Transport

- ✓ FAS – Free Alongside Ship: Risk transfers when goods are placed beside the ship at port.
- ✓ FOB – Free On Board: Risk transfers once goods are loaded on the vessel.
- ✓ CFR – Cost and Freight: Seller pays for freight; risk transfers at loading.
- ✓ CIF – Cost, Insurance & Freight: Like CFR, but includes insurance paid by the seller.