



Incoterms 2020

Responsibility Matrix - Obligations of Importer (Buyer) and Exporter (Seller)

"E" Departure		"F" Main Carriage Unpaid			"C" Main Carriage Paid				"D" Arrival		
Service	EXW Ex-Works (Place)	FCA Free Carrier (Place)	FAS Free Alongside Ship (Port)	FOB Free On Board (Port)	CFR Cost & Freight (Port)	CIF Cost Insurance & Freight (Port)	CPT Carriage Paid To (Place)	CIP Carriage & Insurance Paid to (Place)	DPU Delivered at Place Unloaded (Place)	DAP Delivered at Place (Place)	DDP Delivered Duty Paid (Place)
Warehousing Services	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading at Point of Origin	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port Origin Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port Charges Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Customs Duties	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Unloading Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer
Delivery Charges to Final Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer/ Seller	Buyer/ Seller	Seller

Term		
Any Mode of Transport including Multimodal	EXW	Ex Works (... Named Place of Delivery)
	FCA	Free Carrier (... Named Place of Delivery)
	CPT	Carriage Paid to (... Named Place of Destination)
	CIP	Carriage & Insurance Paid to (Named place of Destination)
	DPU	Delivered at Place Unloaded (...Name Place)
	DAP	Delivered at Place (... Name Place of Destination)
	DDP	Delievered Duty Paid (... Named Place of Destination)
OCEAN	FAS	Free Alongside Ship (...Named Port of Shipment)
	FOB	Free on Board (...Named Port of Shipment)
	CFR	Cost and Freight (... Named Port of Destination)
	CIF	Cost, Insurance & Freight (... Named Port of Destination)