

# Incoterms® 2020 Chart

Cost responsibility overview (seller vs buyer) — for reference



■ Seller pays

■ Buyer pays

Process	EXW Factory (not loaded)	FCA Delivered to carrier	FOB On board vessel	CIP Delivered to first carrier	CIF On board vessel	DAP At destination (ready for unloading)	DDP At final delivery point (import cleared)
Factory	S	S	S	S	S	S	S
Inland Transport	B	S	S	S	S	S	S
Export Customs	B	S	S	S	S	S	S
Main Freight (Ocean/Air)	B	B	S	S	S	S	S
Destination Port/Terminal	B	B	B	S	S	S	S
Import Duties	B	B	B	B	B	B	S
Final Delivery	B	B	B	B	B	S	S

S = Seller, B = Buyer

## REPA Sourcing

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Source reference: [repasourcing.com/sourcing-tools/incoterms-2020-chart/](https://repasourcing.com/sourcing-tools/incoterms-2020-chart/)

## Detailed wording (quick reference):

TERM	Risk transfer point (detailed)
<b>EXW</b>	Risk transfers when goods are placed at the disposal of the buyer at the seller's premises (not loaded on collecting vehicle).
<b>FCA</b>	Risk transfers when goods are delivered to the carrier or another party nominated by the buyer at the named place.
<b>FOB</b>	Risk transfers when goods are on board the vessel at the port of shipment (named port).
<b>CIP</b>	Risk transfers when goods are delivered to the first carrier at origin; seller pays carriage + insurance to the named place of destination.
<b>CIF</b>	Risk transfers when goods are on board the vessel at the port of shipment; seller pays cost + insurance + freight to the named destination port.
<b>DAP</b>	Risk transfers when goods are placed at the disposal of the buyer at the named place of destination, ready for unloading (not unloaded).
<b>DDP</b>	Risk transfers when goods are delivered to the buyer at the named place of destination, import cleared with duties/taxes paid by the seller.

Note: This chart is for quick understanding; always align exact wording with the official ICC Incoterms® 2020 rules in contracts.

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