

## Incoterms 2020

### Beschrijving

**Incoterms are used for determining the costs and risks between buyers and sellers in the international trade.**

Incoterms define the rights and obligations of the seller and the buyer regarding supply and transport documents, the risk transition between salesman and buyer, as well as the cost division between salesmen and buyers.

Incoterms are valid only if they were expressly contractually agreed upon and in the sales contract or eg. in offers, general sales conditions, orders, order confirmations, etc. mentioned or are held in a separate declaration/agreement.

#### [Incoterms-2020](#)

| Incoterms  | Description                    | Place of delivery                           |
|------------|--------------------------------|---|
| <b>EXW</b> | Ex works                       | Factory of the seller                       |
| <b>FCA</b> | Free carrier                   | Place of the transfer to the carrier        |
| <b>FAS</b> | Free alongside ship            | Alongside sea-going vessel in shipping port |
| <b>FOB</b> | Free on board                  | Sea-going vessel in shipping port           |
| <b>CFR</b> | Cost and Freight               | Sea-going vessel in shipping port           |
| <b>CIF</b> | Cost, Insurance and Freight    | Sea-going vessel in shipping port           |
| <b>CPT</b> | Carriage paid to               | Destination at named place                  |
| <b>CIP</b> | Carriage and insurance paid to | Destination at named place                  |
| <b>DAP</b> | Delivered at place             | Destination at named place                  |
| <b>DPU</b> | Delivered at place unloaded    | Destination at named place                  |
| <b>DDP</b> | Delivered at place duty paid   | Destination at named place                  |