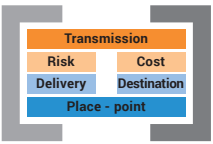




## Rules for any mode or modes of transport (Land, sea, air, combined, multimodal)



CITY, COUNTRY, SITE OF ORIGIN (SELLER)		MAIN TRANSPORTATION		CITY, COUNTRY, DESTINATION PLACE (BUYER)																		
<b>Seller's Costs</b>	<ul style="list-style-type: none"> <li>• Packaging</li> <li>• Verification</li> <li>• Quality control</li> </ul>	+	<ul style="list-style-type: none"> <li>• Truck loading in factory or warehouse</li> </ul>	+	<ul style="list-style-type: none"> <li>• Inland transport at origin</li> </ul>	+	<ul style="list-style-type: none"> <li>• Export clearance</li> <li>• DUA</li> </ul>	+	<ul style="list-style-type: none"> <li>• Handling port, train, airport, etc.</li> <li>• THC</li> </ul>	+	<ul style="list-style-type: none"> <li>• Main transport</li> </ul>	+	<ul style="list-style-type: none"> <li>• Transport insurance from the point of delivery to destination</li> </ul>	+	<ul style="list-style-type: none"> <li>• Handling port, train, airport, etc.</li> <li>• THC</li> </ul>	+	<ul style="list-style-type: none"> <li>• Inland transport at destination</li> </ul>	+	<ul style="list-style-type: none"> <li>• Unloading and delivery</li> </ul>	+	<ul style="list-style-type: none"> <li>• Import clearance, duties and taxes.</li> </ul>	<b>Buyer's Costs</b>
	<b>EXW</b>	<b>FCA</b>	<b>CPT</b>	<b>CIP</b>	<b>DAP</b>	<b>DPU</b>	<b>DDP</b>															
	100 €	105 €	110 €	111 €	115 €	116 €	125 €															
<b>EXW</b>									<b>EXW</b>													
<b>FCA</b>									<b>FCA</b>													
<b>CPT</b>									<b>CPT</b>													
<b>CIP</b>									<b>CIP</b>													
<b>DAP</b>									<b>DAP</b>													
<b>DPU</b>									<b>DPU</b>													
<b>DDP</b>									<b>DDP</b>													

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	AREA OF ORIGIN						MAIN TRANSPORTATION		DESTINATION AREA			
	Packaging verification control 1	Licenses, authorizations, other formalities 2	Loading in the truck or container in factory or warehouse 3	Inland transportation at origin. From factory to port, airport, terminal or main carrier. 4	Export clearance formalities 5	Handling costs at origin. Port, airport, TIR, train, etc. 6	Main transport 7	Transportation insurance from the point of delivery to destination 8	Handling costs at destination. (Port, airport, TIR, train, etc.) 9	Import clearance duties and taxes 10	Inland transport at destination. From port, airport or logistics operator to warehouse 11	Unload 12



**Incoterms® 2020 ICC - RULES FOR ANY MODE OR MODES OF TRANSPORT**

Incoterms	Letter	Description	Risk and Cost Allocation											
			1	2	3	4	5	6	7	8	9	10	11	12
<b>EXW</b> Ex works	A	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>FCA</b> Free carrier	B	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>CPT</b> Carriage paid to	C	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>CIP</b> Carriage and insurance paid to	D	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>DAP</b> Delivered at place	E	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>DPU</b> Delivered at place unload	F	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>DDP</b> Delivered duty paid	G	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	



**Incoterms® 2020 ICC - RULES FOR MARITIME TRANSPORTATION AND INLAND WATERWAYS** [www.remigipalmes.com](http://www.remigipalmes.com)

Incoterms	Letter	Description	Risk and Cost Allocation											
			1	2	3	4	5	6	7	8	9	10	11	12
<b>FAS</b> Free alongside ship	H	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>FOB</b> Free on board	I	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>CFR</b> Cost and Freight	J	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	
<b>CIF</b> Cost, insurance and Freight	K	Cost	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer	
	Risk	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	

Seller
  Buyer
  The seller must provide the necessary documentation for export and import clearance at the the buyer's request,
  Depending on the agreed delivery point
  \* Required ICC-A
  \* Required ICC-C