2020 INCOTERMS

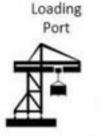


Responsibility Matrix for Contract of Sale

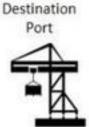


















The Buyer



2020 **INCOTERMS**

FREIGHT COLLET TERMS **EXW** FCA **FCA** FAS

Free Carrier Free Carrier

Free Alongside Ship

Seller

Freight on Board

FOB

Cost & Freight

CFR

Cost Insurance & Freight

CIF

Carriage Paid To

FREIGHT

CPT

Carriage & Delivered Insurance Paid

PREPAID TERMS

at Place Unloaded

Delivered Delivered at Place **Duty Paid**

Mode of Transport

Any Mode

Ex-Works

Any Mode

Seller

(Warehouse)

(Port/Airport)

Seller

Seller

Any Mode Ocean Only Ocean Only Ocean Only Ocean Only

Any Mode

Any Mode

Seller

DPU

Seller

DAP

Seller

DDP

Export Packaging

Seller

Seller

Any Mode

Seller

Seller

CIP

Any Mode Any Mode

Charges & Obligations

Seller

Export r ackaging	Schol	Schol	Scher	Scher	Seller	Seller	Scher	Schol	Selier	Schol	Scher	Sener
Export Formalities	Buyer	Seller										
Loading at Point of Origin	Buyer	Seller										
Origin Inland Freight	Buyer	Buyer	Seller									
Origin Port charges	Buyer	Buyer	Seller									
Forwarder Fees	Buyer	Buyer	Seller									
Ocean / Air Freight	Buyer	Buyer	Buyer	Buyer	Seller							
Destination Port Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Import Duties & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery Charges to Final Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller