

INCOTERMS® 2020

Distribution of risk and costs between **seller** and **buyer** in international trade

Any mode of transport

EXW EX Works
Ab fabrik

RISK Delivery and transfer of risk take place when the seller places the goods at the disposal of the buyer at the seller's premises or another named place (e.g. factory, warehouse, etc.) not loaded on the collecting vehicle.

COSTS The costs transfer at the time of delivery. The buyer is required to clear the goods for export.

FCA Free Carrier
Frit fragtfører

RISK If the named place is the seller's premises, delivery and transfer of risk take place when the goods have been loaded on the mode of transport provided by the carrier nominated by the buyer. If the named place is outside the seller's premises, delivery and transfer of risk take place when the goods are placed at the disposal of the carrier nominated by the buyer not unloaded from the seller's mode of transport.

COSTS The costs transfer at the time of delivery. The seller is required to clear the goods for export.

CPT Carriage Paid To
Fragt betalt til

RISK Delivery and transfer of risk take place when the goods are handed over to the first transporter. The seller must pay the costs and freight fees necessary to ensure the goods arrive at the stated destination, including unloading costs, if they are the responsibility of the seller in accordance with the transport agreement. The seller must undertake any necessary export declarations. When the CIP clause is enacted, the seller must also take out transport insurance at his own cost to cover the buyer's risk. This insurance must be on ICC (A) "all risk" clauses.

COSTS The costs transfer at the time of delivery. The seller is required to clear the goods for export.

CIP Carriage and Insurance Paid to
Fragt og forsikring betalt til

RISK Delivery and transfer of risk take place when the goods are handed over to the first transporter. The seller must pay the costs and freight fees necessary to ensure the goods arrive at the stated destination, including unloading costs, if they are the responsibility of the seller in accordance with the transport agreement. The seller must undertake any necessary export declarations. When the CIP clause is enacted, the seller must also take out transport insurance at his own cost to cover the buyer's risk. This insurance must be on ICC (A) "all risk" clauses.

COSTS The costs transfer at the time of delivery. The seller is required to clear the goods for export.

DAP Delivered At Place
Leveret angivet plads

RISK Delivery and transfer of risk take place when the seller makes the goods available to the buyer on the mode of transport arriving at the destination.

COSTS The costs are transferred from time of delivery. The seller must undertake any necessary export declarations.

DPU Delivered at Place Unloaded
Leveret aflæsset på angivet plads

RISK Delivery and transfer of risk take place when the seller makes the goods available to the buyer, unloaded from the delivering mode of transport in a terminal, port or other destination.

COSTS The costs transfer at the time of delivery. The buyer is required to clear the goods for export.

DDP Delivered Duty Paid
Leveret told betalt

RISK Delivery and transfer of risk take place when the goods are made available to the buyer at the stated place at the destination without being unloaded from the arriving mode of transport.

COSTS The costs are transferred from time of delivery. The seller is responsible for export and import declarations.

Sea and inland waterway transport only

FAS Free Alongside Ship
Frit ved skibsside

RISK Delivery and transfer of risk take place when the goods are placed alongside the vessel at the named port of shipment.

COSTS The costs transfer at the time of delivery. The seller is required to clear the goods for export.

FOB Free On Board
Frit ombord

RISK Delivery and transfer of risk take place when the goods have arrived on board the ship assigned by the buyer in the named port of shipment.

COSTS The costs transfer at the time of delivery. The buyer is required to clear the goods for export.

CFR Cost and Freight
Omkostninger og fragt

RISK Delivery and transfer of risk take place when the goods have arrived on board the ship assigned by the buyer in the named port of shipment. The seller must pay the costs and freight fees necessary to ensure the goods arrive at the stated port of destination, including unloading costs, if they are the responsibility of the seller in accordance with the transport agreement. The seller must undertake any necessary export declarations. When the CIF clause is enacted, the seller must also take out transport insurance at his own cost to cover the buyer's risk. For CIF only ICC (C) clauses are required, but other clauses can be agreed.

COSTS The costs transfer at the time of delivery. The seller is required to clear the goods for export.

CIF Cost Insurance and Freight
Omkostninger, forsikring og fragt

RISK Delivery and transfer of risk take place when the goods have arrived on board the ship assigned by the buyer in the named port of shipment. The seller must pay the costs and freight fees necessary to ensure the goods arrive at the stated port of destination, including unloading costs, if they are the responsibility of the seller in accordance with the transport agreement. The seller must undertake any necessary export declarations. When the CIF clause is enacted, the seller must also take out transport insurance at his own cost to cover the buyer's risk. For CIF only ICC (C) clauses are required, but other clauses can be agreed.

COSTS The costs transfer at the time of delivery. The seller is required to clear the goods for export.



Each of the trade terms should be supplied with a named place of delivery, port of shipment, or port of destination, followed by Incoterms® 2020, such as:

- CIF [Port of Copenhagen] Incoterms® 2020
- DPU [Danske Speditører, Børsen, DK-1216 KBH K, Denmark] Incoterms® 2020

Incoterms® 2020 are the rules of the International Chamber of Commerce on the interpretation of trade terms. This chart illustrates the distribution of risk and costs between seller and buyer in relation to Incoterms® 2020. The interpretation of each trade term found in the Incoterms® 2020 rule book is paramount.



DANSKE SPEDITØRER