












# Terms of payment according to Incoterms® 2020

- Costs paid by seller
- Costs paid by buyer
- Mandatory part of insurance covered by seller

	 Seller	 Loading	 Carrier	 Port	 Transport	 Port	 Cargo Terminal	 Customs	 Carrier	 Unloading	 Buyer
<b>EXW</b> (Ex Works = Ab Werk)											
<b>FCA</b> (Free Carrier = Frei Frachtführer)											
<b>FAS</b> (Free Alongside Ship = Frei Längsseite Schiff)											
<b>FOB</b> (Free On Board = Frei an Bord)											
<b>CFR</b> (Cost and Freight = Kosten und Fracht)											
<b>CIF</b> (Cost, Insurance & Freight = Kosten, Versicherung & Fracht)											
<b>CPT</b> (Carriage Paid To = Frachtfrei)											
<b>CIP</b> (Carriage & Insurance Paid To = Frachtfrei versichert)											
<b>DAP</b> (Delivered At Place = Geliefert benannter Ort)*											
<b>DPU</b> (Delivered At Place Unloaded = Geliefert benannter Ort entladen)											
<b>DDP</b> (Delivered Duty Paid = Geliefert verzollt)**											

\* Transport Costs up to agreed point of delivery are paid by seller, EXCLUDING customs clearance, VAT and DUTY  
 \*\* Transport Costs up to agreed point of delivery are paid by seller, INCLUDING customs clearance, VAT and DUTY as agreed