



Incoterms 2020

- Entry into force: 1 January 2020
- No significant changes compared to the previous 2020 version (updated for better understanding)
- Equivalent number of Incoterms, i.e. 11
- Evolutions :
 - **DAT (Delivered at Terminal) becomes DPU (Delivered at Place Unloaded)**
 - **FCA (Free Carrier):** Added option « On Board Bill of Lading »
 - **CIP et CIF Insurances:**
 - **CIP (Carrier and Insurance Paid to):** All-risk coverage required
 - **CIF (Cost, Insurance and Freight):** Minimum coverage required, i.e.« except FAP » (no modifications, same as 2010)
 - **EXW (Exworks): Undeleted Incoterm, not recommended for international trade and solely reserved for domestic trade**
 - In the 2010 version, rules include the guidance notes
 - More detailed explanations on:
 - How to choose the appropriate Incoterm for a given transaction
 - How the Sales Contract hinge on with other contracts, such as Transport or Insurance

A Reminder about Incoterms

7 Incoterms appropriate for Containers

EXW (Ex Works)

FCA (Free Carrier)

CPT (Carriage Paid To)

CIP (Carriage and Insurance Paid To)

DAP (Delivered At Place)

DPU (Delivered at Place Unloaded)

DDP (Delivered Duty Paid)

4 Incoterms appropriate for Bulk

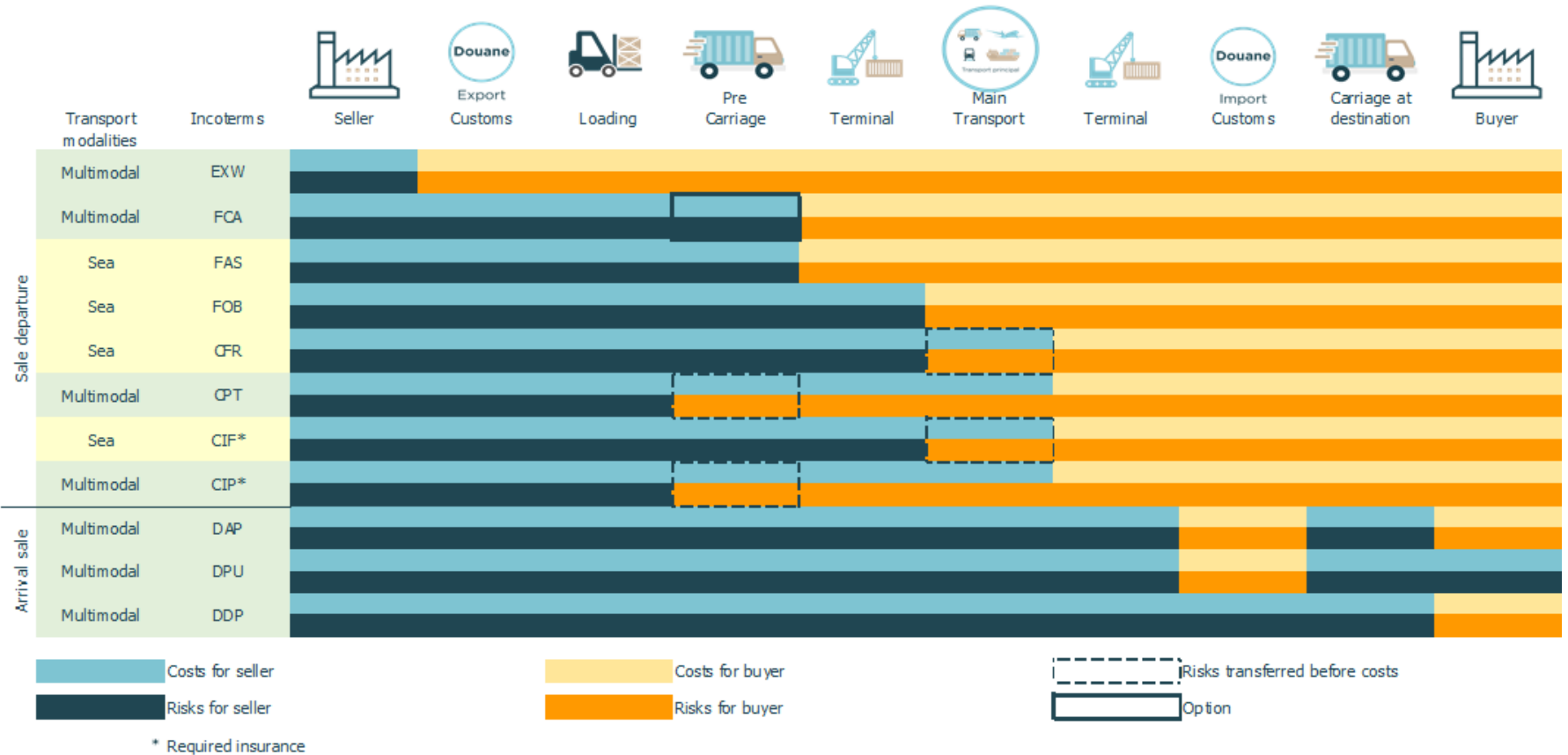
FAS (Free Alongside Ship)

FOB (Free On Board)

CFR (Cost and Freight)

CIF (Cost, Insurance and Freight)

- Incoterms beginning with an E: are Departure Incoterms
- Incoterms beginning with an F: are Incoterms whose main transport is not paid for by the seller
- Incoterms beginning with a C: are Incoterms whose main transport is paid by the seller
- Incoterms beginning with a D: are said to be Incoming Incoterms



End 2019 – Beginning 2020:

To avoid any ambiguity, remember to specify the reference year of the used Incoterm, especially if it has been modified.