

	Incoterms 2010	Incoterms 2020
Rules For Any Mode or Modes of Transport	<p>EXW: Ex Works (Insert named place of delivery)</p> <p>FCA: Free Carrier (Insert named place of delivery)</p> <p>CPT: Carriage Paid To (Insert named place of destination)</p> <p>CIP: Carriage and Insurance Paid To (Insert named place of destination)</p> <p>DAT: Delivered at Terminal (Insert named place of destination)</p> <p>DAP: Delivered at Place (Insert named place of destination)</p> <p>DDP: Delivered Duty Paid (Insert named place of destination)</p>	<p>EXW: Ex Works (Insert named place of delivery)</p> <p>FCA: Free Carrier (Insert named place of delivery)</p> <p>CPT: Carriage Paid To (Insert named place of destination)</p> <p>CIP: Carriage and Insurance Paid To (Insert named place of destination)</p> <p>DAP: Delivered at Place (Insert named place of destination)</p> <p>DPU: Delivered at Place Unloaded (Insert named place of destination)</p> <p>DDP: Delivered Duty Paid (Insert named place of destination)</p>
Rules for Sea and Inland Waterway Transport	<p>FAS: Free Alongside Ship (Insert named port of shipment)</p> <p>FOB: Free on Board (Insert named port of shipment)</p> <p>CFR: Coast and Freight (Insert named port of destination)</p> <p>CIF: Cost Insurance and Freight (Insert named port of shipment)</p>	<p>FAS: Free Alongside Ship (Insert named port of shipment)</p> <p>FOB: Free on Board (Insert named port of shipment)</p> <p>CFR: Coast and Freight (Insert named port of destination)</p> <p>CIF: Cost Insurance and Freight (Insert named port of shipment)</p>
Ease of Use	Added Guidance Notes before each rule.	Expanded guidance notes and renamed them “Explanatory Notes of Users.” The notes help users know which term to use by identifying when a term should be used, when the risk transfers, and how the costs are allocated.
Cost Allocation between Buyer and Seller	Described in Guidance Notes.	Clarified cost allocation and responsibility allocation for import and export formalities.
Requirements for Insurance Contracts	CIF and CIP required to have minimum insurance coverage at the Clause (C) level.	Minimum coverage maintained for CIF at Clause (C) level. Seller required to provide all-risk coverage for CIP (Clause (A) level).

DAT	DAT (Delivered at Terminal)	DAT (Delivered at Terminal) is now DPU (Delivered at Placed Unloaded).
Transport Safety/Security	Allocated obligations between buyer and seller to obtain or assist in obtaining security clearances in articles A2/B2 and A10/B10 of each rule.	Security-related requirements at A4 and A7 of each rule. Costs for these requirements listed under A9/B9 of each rule.
Carriage Contracts	Incoterms had the assumption that a third-party carrier would transport the goods from the seller to the buyer.	Incoterms—FCA, DAP, DPU, and DDP—are now more accommodating to situations in which transportation is completed by either the buyer or the seller, as opposed to a third party.
FCA		<p>Allows seller to obtain “on board bill of lading” without engaging in the transport contract.</p> <p>Seller can agree that the buyer will have the carrier issue an on-board bill of lading to the seller after the goods have been loaded.</p> <p>This remedies the requirements that many financial institutions put on these contracts.</p>
EXW, DDP		<p>Highlights import and export risks.</p> <p>Highlights EXW’s loading risks for the buyer. CCI recommends that EXW is used for national sales and FCA for international sales.</p>