



KEAVY

Our Values: Trust And Commitment

KEAVY GLOBAL LOGISTIC PVT. LTD.

Incoterms® 2020 Reference Guide

Simplifying Global Trade with Clarity & Confidence

What Are Incoterms®?

Incoterms® (International Commercial Terms) are globally recognized rules published by the International Chamber of Commerce (ICC). They define the responsibilities of buyers and sellers in international trade, including who handles shipping, insurance, customs clearance, and risk transfer.

Why They Matter:

- Prevents contract misunderstandings
- Clarifies cost and risk allocation
- Streamlines customs and logistics coordination
- Aligns with global trade standards

Incoterms® 2020 Summary Table

Term	Mode of Transport	Seller's Responsibility Ends At	Buyer's Responsibility Begins At
EXW	Any	Seller's premises	Buyer arranges everything
FCA	Any	Named place of delivery	Buyer handles main transport
CPT	Any	Delivery to carrier	Buyer assumes risk after handover
CIP	Any	Delivery to carrier + insurance	Buyer assumes risk after handover
DAP	Any	Named destination	Buyer handles unloading
DPU	Any	Destination, unloaded	Buyer handles import clearance

Term	Mode of Transport	Seller's Responsibility Ends At	Buyer's Responsibility Begins At
DDP	Any	Final destination, duties paid	Buyer receives ready-to-use goods
FAS	Sea only	Alongside vessel at port	Buyer loads and ships
FOB	Sea only	Onboard vessel at port	Buyer assumes risk at loading
CFR	Sea only	Onboard vessel + freight paid	Buyer handles insurance
CIF	Sea only	Onboard vessel + insurance + freight	Buyer receives insured cargo

How Keavy Supports You

- Expert guidance on selecting the right Incoterm
- Documentation and compliance support
- Coordination with carriers and customs authorities
- Risk mitigation and insurance advisory
- End-to-end visibility and tracking

Best Practices

- Always specify the Incoterm, location, and version (e.g., “FOB Mumbai Port – Incoterms® 2020”)
- Align Incoterms with your contract terms and logistics strategy
- Consult Keavy’s logistics experts to avoid costly errors

Contact Us

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