

INCOTERMS® 2020 BUYER RESPONSIBILITY CHART

CHINA BUYER EDITION

EXW · FOB · CIF · DDP — cost responsibility and risk transfer are separate

		1	2	3	4	5	6
		Goods ready at factory	China pickup and inland move	Export clearance and origin handoff	Main international carriage	Import clearance, duty and tax	Final delivery to the named place
EXW							
Ex Works	COST	Supplier	Buyer	Buyer	Buyer	Buyer	Buyer
	RISK	Supplier	Buyer	Buyer	Buyer	Buyer	Buyer
		Insurance: No seller obligation; buyer considers cover from pickup			Named point: Named factory or warehouse pickup point		
FOB							
Free On Board	COST	Supplier	Supplier	Supplier	Buyer	Buyer	Buyer
	RISK	Supplier	Supplier	Supplier	Buyer	Buyer	Buyer
		Insurance: No seller obligation; buyer considers cover after loading			Named point: Named port of shipment		
CIF							
Cost, Insurance and Freight	COST	Supplier	Supplier	Supplier	Supplier	Buyer	Buyer
	RISK	Supplier	Supplier	Supplier	Buyer	Buyer	Buyer
		Insurance: Seller arranges the rule's required cargo cover			Named point: Named port of destination; risk still transfers at origin		
DDP							
Delivered Duty Paid	COST	Supplier	Supplier	Supplier	Supplier	Supplier	Supplier
	RISK	Supplier	Supplier	Supplier	Supplier	Supplier	Supplier
		Insurance: No insurance obligation, but seller bears transit risk to destination			Named point: Named destination, ready for buyer to unload		

Original buyer summary — not legal advice. Incoterms® is a registered trademark of ICC.

Supplymo is not affiliated with or endorsed by ICC. Confirm the named place, contract and official rules.

Official source: iccwbo.org/business-solutions/incoterms-rules/incoterms-2020/

Reviewed July 16, 2026 · supplymo.com/incoterms#chart