



Incoterms® 2020

Incoterms® 2020 updates

The aim of the revision **Incoterms®** was to improve the user-friendliness of the clauses, which was achieved by a linguistic revision and explanatory comments. The **Incoterms®** were revised by 500 experts from more than 40 countries.

The clauses are recognized worldwide and are used in more than 30 different languages.

Main changes in the Incoterms® 2020 rules compared to the 2010 edition

> **DAT** (delivered to the terminal) has been renamed 'Delivered at Place Unloaded' (**DPU**). It was decided to remove the term “terminal” to resolve the possible misunderstanding referring to this word, sometimes misinterpreted as a customs terminal. It was therefore decided to use **DPU** (Delivery At Place Unloaded), to extend the reference to “any place, covered or not”.

> **FCA** (Free Carrier) has been revised for **Incoterms®** 2020 to cater to a situation where goods are sold **FCA** for carriage by sea and buyer or seller (or either party's bank) requests a bill of lading with an on-board notation. **FCA** in article A6/B6 now provides for the parties to agree that the buyer will instruct the carrier to issue an on-board bill of lading to the seller once the goods have been loaded on board, and for the seller then to tender the document to the buyer (often through the banks).



> “**Explanatory Notes for Users**” for each **Incoterms®** have replaced the 2010 edition’s Guidance Notes, and are designed to be easier for users.

