# INCOTERMS | O Guia XP para ajudar você Exportador, Importador ou Trader

O Incoterms foi desenvolvido pela primeira vez no ano de 1936 pela Câmara de Comércio Internacional (ICC) na tentativa de simplificar os problemas de comunicação envolvidos nos negócios internacionais. Eles são usados até hoje e revisados periodicamente. Neste guia você saberá quantos e quais são os Incoterms e muito mais.

**O que é Incoterms**
Incoterms é a abreviatura do inglês (International Commercial Terms), que em português significa "Termos Internacionais de Comércio". Trata-se de normas padronizadas que regulam aspectos diversos do comércio internacional. Os Incoterms são importantes pois eles têm o papel de deixar clara a alocação de riscos, custos e obrigações entre o comprador e o vendedor em um contrato de compra e venda de mercadorias.

Vale ressaltar que os Incoterms não são imposições e sim uma proposta para o melhor entendimento entre vendedor e comprador.

Atualmente existem 11 Incoterms, a partir de Janeiro de 2020 entra em vigor uma nova versão. Ambas as versões, tanto Incoterms 2010 como Incoterms 2020 possuem 11 siglas. Vamos agora falar sobre a tabela Incoterms atualizada.

EXW — Ex Works — Na Origem (local de entrega nomeado);
FCA — Free Carrier — Livre No Transportador (local de entrega nomeado);
FAS — Free Alongside Ship — Livre Ao Lado Do Navio (porto de embarque nomeado);
FOB — Free On Board — Livre A Bordo (porto de embarque nomeado);
CPT — Carriage Paid To — Transporte Pago Até (local de destino nomeado);
CIP — Carriage And Insurance Paid To — Transporte E Seguro Pagos Até (local de destino nomeado);
CFR — Cost And Freight — Custo E Frete (porto de destino nomeado);
CIF — Cost Insurance And Freight — Custo, Seguro E Frete (porto de destino nomeado);
DAP — Delivered At Place — Entregue No Local (local de destino nomeado);
DPU — Delivered At Place Unloaded — Entregue No Local Desembarcado (Local de destino nomeado); e
DDP — Delivered Duty Paid — Entregue Com Direitos Pagos (local de destino nomeado).

**Qual é a função dos Incoterms?**

A função dos Incoterms é **definir os direitos e obrigações do exportador e do importador**, estabelecendo a **responsabilidade** e **deveres** entre o comprador e vendedor. A seguir, as principais funções Incoterms:

Local onde o exportador deve entregar a mercadoria
Quem deve pagar o frete internacional
Quem deve realizar e pagar as formalidades de exportação e importação
Quem deve contratar e pagar do seguro da carga
Quais são os limites dos riscos de cada um (comprador e vendedor)

Incoterms 2020 by the International Chamber of Commerce (ICC)

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**Tabela de Incoterms ® 2020**

| SIGLA | INCOTERMS 2020 | Tipo de Transporte |
|---|---|---|
| EXW | Ex Works | Multimodal |
| FCA | Free Carrier | Multimodal |
| FAS | Free Alongside Ship | Marítimo |
| FOB | Free on Board | Marítimo |
| CFR | Cost and Freight | Marítimo |
| CIF | Cost Insurance and Freight | Marítimo |
| CPT | Carriage Paid To | Multimodal |
| CIP | Carriage And Insurance Paid To | Multimodal |
| DPU | Delivered At Place Unloaded | Multimodal |
| DAP | Delivered at Place | Multimodal |
| DDP | Delivered Duty Paid | Multimodal |

Transporte multimodal:
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

Transporte aquaviário e Marítimo:
FAS – Free Alongside Ship
FOB – Free On Board
CFR – Cost And Freight
CIF – Cost Insurance And Freight

Se tiverem qualquer dúvida adicional, contatem um dos nossos representantes comerciais para melhor ajudá-lo.

| | Freight Collect Terms | | | | Freight Prepaid Terms | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Groups | Any Mode or Modes of Transport | | Sea and Inland Waterway Transport | | | | Any Mode or Modes of Transport | | | | |
| Incoterm® | EXW Ex Works (Place) | FCA Free Carrier (Place) | FAS Free Alongside Ship (Port) | FOB Free On Board (Port) | CFR Cost and Freight (Port) | CIF Cost Insurance & Freight (Port) | CPT Carriage Paid To (Place) | CIP Carriage & Insurance Paid to (Place) | DAP Delivered at Place (Place) | DPU Delivered at Place Unloaded (Place) | DDP Delivered Duty Paid (Place) |
| Transfer of Risk | At Buyer's Disposal | On Buyer's Transport | Alongside Ship | On Board Vessel | On Board Vessel | On Board Vessel | At Carrier | At Carrier | At Named Place | At Named Place Unloaded | At Named Place |
| **Obligations & Charges:** | | | | | | | | | | | |
| Export Packaging | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Loading Charges | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Delivery to Port/Place | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Export Duty, Taxes & Customs Clearance | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Origin Terminal Charges | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Loading on Carriage | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Carriage Charges | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Insurance | Negotiable | Negotiable | Negotiable | Negotiable | Negotiable | *Seller | Negotiable | **Seller | Negotiable | Negotiable | Negotiable |
| Destination Terminal Charges | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller |
| Delivery to Destination | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller |
| Unloading at Destination | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Buyer |
| Import Duty, Taxes & Customs Clearance | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller |

## [ English Version ]

### INCOTERMS | A simple XP Shipping's Guideline to help you Shipper, Importer or Trader

**Incoterms® 2020 Explained, how they will affect global trade.**
The International Chamber of Commerce have published new Incoterms® 2020 that have come into effect from the 1st of January 2020. The ICC originally published Incoterms® in 1936 and have continually made updates to reflect the changes to the Global Trade environment. It's important that all parties involved in trade clearly understand the changes and how they apply to global supply chains.

Incoterms® play such a vital role in the world of global trade. Incoterms® 2010 or Incoterms® 2020 may seem complicated, but it's imperative that buyers and sellers clearly understand how they work and their own obligations along the supply chain. In this article we explain the updates made and provide simple explanations, along with an Incoterms® infographic to explain Incoterms® 2020.

### What are Incoterms®?

Put simply, Incoterms® are the selling terms that the buyer and seller of goods both agree to during international transactions. These rules are accepted by governments and legal authorities around the world. Understanding Incoterms® is a vital part of International Trade because they clearly state which tasks, costs and risks are associated with the buyer and the seller.

The Incoterm® states when the seller's costs and risks are transferred onto the buyer. It's also important to understand that not all rules apply in all cases. Some encompass any mode or modes of transport. Transport by all modes of transport (road, rail, air and sea) covers FCA, CPT, CIP, DAP, DPU (replaces DAT) and DDP. Sea/Inland waterway transport (Sea) covers FAS, FOB, CFR and CIF, which we explain below.

**Why are Incoterms® vital in International Trade?**
Incoterms® are referred to as International Commercial Terms. They are a set of rules published by the International Chamber of Commerce (ICC), which relate to International Commercial Law. According to the ICC, Incoterms® rules provide internationally accepted definitions and rules of interpretation for most common commercial terms used in contracts for the sale of goods'.

All International purchases will be processed on an agreed Incoterm to define which party legally incurs costs and risks. Incoterms® will be clearly stated on relevant shipping documents.

Any doubts, please contact one of our SALES team to help you better.

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