

Export Costing Worksheet

This worksheet can help you determine the price of your product in the target market:

Sample of an Export Costing Worksheet	
ITEM	COST (your currency)
1. Product cost per unit	
Materials	
Labour	
Factory overhead	
Administration	
Export administration costs	
Advertising/promotional material	
Total Product Cost	
2. Export cost	
Crating	
Special labelling and packing charges	
Marking charges	
Loading and strapping charges	
Forwarding: <ul style="list-style-type: none"> ▪ documentation ▪ product insurance 	
Sub-total, export cost	
Add targeted profit	
Basic Selling Price	
Add agents commission (if applicable)	
Ex-works Sales Price	
3. Export shipping cost	
Inland freight	
Wharfage charge	
Total (f.o.b. port)	
Add: <ul style="list-style-type: none"> ▪ air freight ▪ marine freight ▪ insurance 	
Total c.i.f. at port of entry	
4. Convert to target market currency at current exchange rate (indicate exchange rate)	Target market price

If tariffs apply, these are added to this price and paid by the importer.