

COSTING SHEET FRAMEWORK

A. Calculating an EX WORKS price

Start...

Production costs		
Raw material and component costs (including delivery charges)	R	
Labour costs	R	
Product adaptation costs	R	
Individual and sales packaging and labelling adaptation costs	R	
Factory overhead (including rates and taxes, lights and water, etc.)	R	
Administrative costs (including office administration, IT systems, insurance, etc.)	R	
Production finance charges	R	
Total cost of production		+R

Add...

Foreign research, promotion and sales costs		
Travel and accommodation costs	R	
Research costs (desk and in-house research costs, including research agency costs)	R	
Communication costs (faxes, telephone calls, etc.)	R	
Translation of advertising material, catalogues, etc.	R	
Agency marketing costs and other professional fees	R	
Total cost of foreign research, promotion and sales		+R

Add...

Preparation for shipping costs		
Bulk packing, crating and labelling	R	
Marking of crates and containers	R	
Strapping or wrapping of crates and pallets	R	
Documentation costs	R	
Total shipping preparation costs		+R

Equals...

Total ex works cost of production		+R
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Add...

Export financing costs and profit mark-up		
Cost of financing	R	
Export credit insurance	R	
Discount of receivables	R	
Currency conversion costs	R	
Total export financing costs		
Profit margin		+R

Equals...

QUOTE FOR EX WORKS PRICE		+R
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B. Calculating a FOB price

Start...

Total ex works cost of production		+R
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Add...

Inland freight costs		
Freight forwarder's fees	R	
Documentation costs	R	
Factory loading costs	R	
Local inland freight	R	
Unloading charges	R	
Storage charges	R	
Wharfage costs		
Total inland freight costs		+R

Equals...

Total FOB cost of product		+R
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Add...

Export financing costs and profit mark-up		
Cost of financing	R	
Export credit insurance	R	
Discount of receivables	R	

Currency conversion costs	R	
Total export financing costs		+R
Profit margin		+R

Equals...

QUOTE FOR FOB PRICE		+R
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C. Calculating a C&F price

Total FOB cost of product		+R
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Add...

International freight costs		
International freight/shipping charges	R	
Total shipping costs		+R

Equals...

Total C&F cost of product		+R
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Add...

Export financing costs and profit mark-up		
Cost of financing	R	
Export credit insurance	R	
Discount of receivables	R	
Currency conversion costs	R	
Total export financing costs		+R
Profit margin		+R

Equals...

QUOTE FOR C&F PRICE		+R
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A. Calculating a DDP price quotation

Total CIF cost of product		+R
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Add...

Customs costs		
Customs duties	R	
Custom clearance fees	R	
Total customs costs		+R

Add...

Destination port handling costs		
Unloading at receiving port	R	
Broker fees	R	
Storage costs	R	
Total destination port handling costs		+R

Add...

Foreign inland freight costs		
Loading charges	R	
Inland transportation costs	R	
Unloading at destination	R	
Any additional transshipment costs	R	
Freight forwarding fees	R	
Total foreign inland freight costs		+R

Add...

Export financing costs and profit mark-up		
Cost of financing	R	
Export credit insurance	R	
Discount of receivables	R	
Currency conversion costs	R	
Total export financing costs		+R
Profit margin		+R

Equals...

QUOTE FOR DDP PRICE		+R
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