
APEC: GROWING INDIGENOUS BUSINESSES THROUGH TRADE (PHASE 3) 2024

**International pricing
template 2021**

Export Pricing Schedule - Costs	Total Amount (AUD)
Production & Manufacturing costs	
+ Cost of production	
+ Additional packaging	
+ Additional labelling	
+ Quality Control	
+ Export modifications	
+ Packing & Labour costs	
+ Other	
Documentary and regulatory costs	
+ Government department or regulatory costs	
+ Registration of new brand in market	
+ Cost of IP	
+ Special documents (i.e. Dangerous Goods Certificate)	
Marketing costs	
+ Brochures/flyers/videos	
+ Digital marketing	
+ Market research	
+ In-market visits (airfares/accommodation/F&B)	
+ Advertising	
+ Trade fairs (attendance and/or stand costs)	
+ Other	
Risk & Financial costs	
+ FX protection costs (if applicable)	
+ Payment costs (bank fees) - if applicable	
+ Interest cost (from delivery to port until payment) (.... days @ %) (if applicable)	
+ General Insurance (not transportation)	
EX-WORKS (NAMED PLACE) COST	
Freight & logistics costs	
+ delivery to consolidator/wharf	
Documentary and regulatory costs	
+ export clearance (EDN, PRA, etc.)	
+ other costs including Certificates of Origin, Phytosanitary Certificates etc.	
FCA (NAMED PLACE) COST	
+ freight to overseas port/airport	
CPT (NAMED PLACE) Cost	
+ insurance	
CIP (NAMED PLACE) cost	
Additional costs for each D Group of Incoterms (DAP, DPU, DDP)	
+ Delivery to destination	
E.g. clearance costs into the overseas market - port fees, duties, taxes, delivery to door	
E.g. listing fees, other fees at supermarkets etc. (if applicable)	
E.g. agent/distributor commission (if applicable)	
E.g. other (if applicable)	
Final Quotation Price (AUD) * Foreign exchange cover needs to be considered if quoting in a foreign currency	