

Singapore IOR Cost Worksheet 2026

Calculate your true landed cost before committing to ASEAN market entry via Singapore IOR

HOW TO USE THIS WORKSHEET

1. Fill in your product details in the grey fields on Page 2.
2. Use the per-shipment section for each import transaction.
3. Multiply per-shipment costs by planned shipment frequency for the annual view.
4. Compare your total against the TNGAP benchmark on Page 3.
5. Contact TNGAP to get a firm quote based on your actual volumes.

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IOR Cost Calculation Worksheet

Fill in the fields below — all amounts in SGD unless noted

Cost Item	Formula / Amount	Notes
SECTION 1 — One-Time Setup Costs		
IOR agent onboarding fee	SGD 1,500 – 3,000	One-time; varies by provider
Product registration / notification	SGD 300 – 2,000 per SKU	HSA SG; AVA for food
Label translation & compliance review	SGD 200 – 800 per SKU	Per language set
Customs classification ruling (if sought)	SGD 500 – 1,200	Optional but recommended
Singapore company / UEN verification	SGD 0 (via ACRA)	If using own entity
SUBTOTAL SETUP !'	SGD _____	
SECTION 2 — Per-Shipment Costs		
Customs brokerage fee	SGD 80 – 250 / shipment	Depends on complexity
Singapore import duty	CIF x duty rate %	Most goods 0%; check HS code
Singapore GST (9%)	(CIF + Duty) x 9%	Recoverable if GST-registered
Port / terminal handling (PSA)	SGD 120 – 280 / 20' FCL	Sea freight benchmark
Last-mile to FBA / warehouse	SGD 60 – 180 / CBM	Road & delivery
Documentation fee	SGD 30 – 80	Bill of Lading, permits
Insurance (CIF x 0.3%)	CIF x 0.003	Standard marine cargo
SUBTOTAL PER SHIPMENT !'	SGD _____	
SECTION 3 — Ongoing Annual Costs		
IOR retainer / management fee	SGD 800 – 2,500 / month	Varies by tier & volume
Regulatory monitoring subscription	SGD 300 – 600 / year	Label change alerts etc.
Marketplace account maintenance	SGD 240 – 600 / year	Shopee / Lazada SG fees
Annual compliance review	SGD 500 – 1,500	TNGAP advisory
SUBTOTAL ANNUAL !'	SGD _____	
ESTIMATED YEAR-1 TOTAL = Setup + (Per-shipment x # shipments) + Annual		
SGD _____		

Sample Calculation + TNGAP Cost Benchmark

SAMPLE CASE — Osaka Cosmetics SME (Skin-care line, SG launch)

Assumption	Value	
Product category	Cosmetics (12 SKUs)	HSA notification required
Shipment volume	3 x 20' FCL per year	~8 CBM / shipment
CIF value per shipment	SGD 45,000	
Import duty rate (SG)	0%	Most cosmetics MFN 0%

Cost Item	Amount (SGD)	
HSA product notification (12 SKUs)	4,200	SGD 350 avg / SKU
Label translation (12 SKUs x EN/ZH/MS)	3,600	SGD 300 / SKU
IOR onboarding fee	2,000	One-time
SUBTOTAL SETUP	9,800	
Customs brokerage x 3	600	SGD 200 / shipment
Singapore GST (9%) x 3	12,150	Recoverable if GST-reg
Port handling x 3	630	SGD 210 / shipment
Last-mile x 3 x 8 CBM	3,240	SGD 135 / CBM
Insurance x 3	405	CIF x 0.3%
SUBTOTAL PER-SHIPMENT (x3)	17,025	
IOR retainer (12 months x SGD 1,200)	14,400	
Annual compliance review	800	
SUBTOTAL ANNUAL	15,200	
YEAR-1 TOTAL (excl. recoverable GST)	26,825	Setup + Ops (excl. GST)

TNGAP COST BENCHMARK vs. DIY IOR

	DIY (own entity)	TNGAP IOR service
Setup time	12–20 weeks	2–4 weeks
Year-1 compliance cost	SGD 35,000 – 60,000	SGD 22,000 – 30,000
Ongoing monthly IOR fee	Staff cost (est. SGD 5,000)	SGD 800 – 2,500
Channel flexibility	1 marketplace typical	Shopee + Lazada + TikTok + Shopify
Regulatory liability	Full (your entity)	TNGAP bears IOR liability

All figures are indicative benchmarks based on TNGAP internal records (2025–2026). Actual costs depend on product category, volume, and specific market requirements. Request a firm quote at www.thenewgate.com.