

Amazon Selling Fee Structure

Our standard selling fees provide you with access to a package of Amazon tools and services. They're divided into two basic types: selling plan fees and referral fees.

In addition to selling fees, you might have added costs if you use certain optional tools and programs like Fulfilment by Amazon (FBA) or Amazon Easy Ship. Ultimately, you get to control the cost of selling in the Amazon store by selecting the programs, tools, and services that are right for your business.

Note: All listed fees are displayed excluding applicable VAT. We will additionally apply VAT to all fees displayed.



Selling Plan

+



Referral Fees

+



Logistics and Shipment cost

This is depending on the fulfilment channel you use

Features	Fulfilment by Amazon (FBA)	Amazon Easy Ship	Self-Ship
Storage		Seller managed	Seller managed
Packaging		Seller managed	Seller managed
Shipping	+ Shipping Fee	+ Shipping Fee	Seller managed
Customer Service		Seller managed	Seller managed
Fees	+ Logistic Fees	+ Logistic Fees	
Ideal for	<ul style="list-style-type: none"> · Fast selling/High volume products 	<ul style="list-style-type: none"> · Sellers with their own warehouse · Wide variety of products · Sellers who don't have delivery capabilities 	<ul style="list-style-type: none"> · Sellers with their own warehouse & reliable delivery services · Wide variety of products
Learn More	FBA Revenue Calculator	Amazon Easy Ship fees	Self-Ship Fee Template

Selling Plans

Plans	Individual	Professional
	<p>R10 / item sold + additional selling fees</p>	<div style="border: 1px solid black; border-radius: 15px; background-color: #0070C0; color: white; padding: 10px; text-align: center;"> <p>✦ Limited time offer ✦</p> <p>*R1 / month + additional selling fees</p> </div> <p>Regularly *R400/month + additional selling fees</p>

Overview

- | | |
|---|---|
| <ul style="list-style-type: none"> • You sell fewer than 40 items a month • You don't need advanced selling tools or programs • You're still deciding what to sell | <ul style="list-style-type: none"> • You sell more than 40 items a month • You want access to APIs and more selling reports • You want to sell products in restricted categories |
|---|---|

Features

Add new products to the Amazon catalogue	✓	✓
Grow your business with Fulfilment by Amazon	✓	✓
Apply to sell in additional categories		✓
Save time creating listings in bulk		✓
Manage inventory with feeds, spreadsheets, and reports		✓
Qualify for top placement on product detail pages		✓
Increase selling efficiency with API integration		✓
Set your own shipping fees for non-media products*		✓
Engage shoppers with on-site advertising tools		✓
Run promotion including free shipping		✓
Add multiple users to your account		✓

Category Referral Fees

Product Category	Referral Fee Percentage	Referral Fee Minimum
Baby Products	13%	R10
Beauty	13%	R10
Books	14%	R10
Camera	6%	R10
Consumer Electronics	13%	R10
Health and Personal Care	10%	R10
Home and Kitchen	13%	R10
Home Entertainment	10%	R10
Home Improvement	11%	R10
Office Products	10%	R10
Outdoors	14%	R10
PC	9%	R10
Personal Care Appliances	10%	R10
Pet Products	10%	R10
Sports	15%	R10
Tools	11%	R10
Toys	12%	R10
Video Games	10%	R10
Wireless	8%	R10

For other product categories not listed above, please visit this [help page](#)

Fulfilment by Amazon Fees

FBA fulfilment fees include picking and packing your orders, shipping and handling customer service and product returns.

Weight (grams)	Fulfilment Fee
0 - 250	R27.00
251-500	R28.00
501-1000	R29.00
1001-2000	R31.00
2001-5000	R34.00
5001-10000	R41.00
10001-20000	R46.00
20001-22000	R87.00

FBA Monthly Inventory Storage fee

Storage fees are charged for all units stored in an Amazon fulfilment centre based on calendar month and your daily average volume (measured in cubic metres). The cubic metres of any unit will be based on the unit's size as properly packaged and ready for dispatch to customers in accordance with the FBA Programme Policies. Amazon will be entitled to make its own measurement of the cubic metre or weight of any packaged unit or representative sample thereof and in the event of any conflict between such measurement and information provided by the seller, Amazon's measurement will govern.

Cost Per Cubic Meters Per Month

R36

*Unless otherwise stated, all fees are in South African Rand (ZAR) and do not include applicable taxes, such as VAT. As fees are subject to change, please check Seller Central for the most up-to-date information

Amazon Easy Ship Fees

For all Amazon Easy Ship orders, we charge a fee per unit that varies according to the product (higher or lower than R500, VAT included) and the product's weight range.

Fee per parcel shipped for boxes with products up to R500 (VAT included)

Weight	Fulfilment fee (VAT excluded)
0–32 kg	R20.00

Fee per parcel shipped for boxes with at least one product starting at R500 (VAT included)

Weight (grams)	Fulfilment Fee
0–250	R43.00
251–500	R44.00
501–1,000	R45.00
1,001–2,000	R46.00
2,001–5,000	R50.00
5,001–10,000	R59.00
10,001–20,000	R73.00
20,001–30,000	R99.00
Additional per kg	R5.00

- These fees only apply to products with actual weight less than 32 kg. Go to the [Product restrictions](#) page to see the types of products that can be sold through Amazon Easy Ship.
- Weight-based handling fee will be calculated on whichever is greater of actual weight or volumetric weight.
- The total for each parcel is rounded up to the nearest weight range.
- Amazon considers dimensional weight in kilograms = $(\text{length} \times \text{width} \times \text{height in centimetres}) \div 5,000$.
- Fees will be calculated for each order, adding the parcel weight to the product weight.
- The maximum length of parcel is 175 cm, with a maximum girth of 419 cm ($\text{girth} = 2 \times \text{height} + 2 \times \text{width}$).
- The calculation of fees for Selling on Amazon will not change for Amazon Easy Ship programme sellers and will continue to apply normally to your orders.
- Unless otherwise stated, all fees are in South African Rand (ZAR) and do not include applicable taxes, such as VAT. As fees are subject to change, please check Seller Central for the most up-to-date information.