

# CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.  
Please Use Reference Number and Company Name in Your Email Subject Line.

## 558-2 Australia, grape blend, B-i-B (A)

<b>Range:</b>	Fixed range
<b>Distribution:</b>	Stores 372)
<b>Launch date:</b>	2026-03-02
<b>Deadline tender answer:</b>	2025-08-31
<b>Deadline tender sample:</b>	2025-09-03
<b>Style and taste profile:</b>	We are looking for a full-flavored and fruity wine with hints of dark berries, blackberries, blackcurrants, dark chocolate, oak and herbs.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 249
<b>Country of origin:</b>	Australia
<b>EU product category:</b>	Wine from third country with geographical denomination.
<b>Type of product:</b>	Red wine
<b>Volume:</b>	3 000 ml
<b>Packaging:</b>	Bag-in-Box
<b>Vintage:</b>	2025
<b>Available volume (liters):</b>	360 000
<b>Grape composition:</b>	Grape blend with shiraz and cabernet sauvignon, where each must be included with a minimum of 30% and a maximum of 70%. Other grape varieties may be included with a maximum of 5% in total.
<b>Designation of origin:</b>	South Australia or underlying region
<b>Method of aging:</b>	The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves and/or oak chips.
<b>Other requirements:</b>	Grape variety and origin must be clearly stated on the front of the packaging. The product must meet existing criteria for organic wine according to current EU legislation and/or be certified Sustainable winegrowing Australia.
<b>EXW finished product:</b>	Up to 9,10 AUD / PCS
<b>EXW bulk:</b>	Up to 1,90 AUD / Liter

### PnL

Gross margin SE buildup PCS		RSP 229 SEK		RSP 249 SEK	
FOB oversea / FCA Europe	PCS / 3000 ml	7,45	AUD 68%	9,10	AUD 70%
Logistics inbound	Overseas	0,73	AUD 7%	0,73	AUD 6%
Logistics SE		1,17	AUD 11%	1,17	AUD 9%
Marketing		0,55	AUD 5%	0,65	AUD 5%
Contributive margin		1,10	AUD 10%	1,30	AUD 10%
<b>Price to Systembolaget</b>		<b>11,01</b>	<b>AUD</b>	<b>12,99</b>	<b>AUD</b>
Systembolaget margin		2,38	AUD	2,68	AUD
Alk Tax + VAT		19,08	AUD	19,65	AUD
<b>RSP</b>		<b>32,48</b>	<b>AUD</b>	<b>35,32</b>	<b>AUD</b>

\* All mentioned EXW prices are indicative. Prices may vary depending on the exchange rate and the quality of the product. Reserved against misprints.