

CALWINE

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

497-30 Australia, Tasmania, Sparkling (C)

Distribution:	205 Stores
Launch date:	2025-12-01
Deadline tender answer:	2025-04-03
Deadline tender sample:	2025-05-06
Style and taste profile:	We are looking for a fresh, fruity and nuanced sparkling white wine with autolytic character.
Other:	Please note that when tender samples are requested, three (3) bottles must be handed in for sparkling wine.

Product requirements:

Price to consumer (SEK):	Max 249
Country of origin:	Australia
EU product category:	Quality sparkling wine from third country.
Type of product:	Sparkling wine
Volume:	750 ml
Packaging:	Bottle
Vintage:	NV or any vintage free of choice
Available volume (liters):	20 000
Type of closure:	Mushroom stopper (Champagne cork)
Grape composition (%):	Single variety wine or blend. The following grapes are allowed: pinot noir, chardonnay, pinot meunier.
Designation of origin:	Tasmania
EXW finished product:	Up to 7,60 EUR / PCS
EXW bulk:	Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 199 SEK			RSP 249 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	5,70	EUR	57%	7,60	EUR	58%
Logistics inbound	Overseas	0,26	EUR	3%	0,26	EUR	2%
Logistics SE		0,36	EUR	4%	0,36	EUR	3%
Marketing		0,70	EUR	7%	0,91	EUR	7%
Contributive margin		2,99	EUR	30%	3,90	EUR	30%
Price to Systembolaget		9,98	EUR		13,01	EUR	
Systembolaget margin		1,94	EUR		2,38	EUR	
Alk Tax + VAT		5,39	EUR		6,26	EUR	
RSP		17,30	EUR		21,65	EUR	

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