

CALWINE

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

497-23 Australia, chardonnay, sustainability certified (B)

Distribution: 142 Stores
Launch date: 2025-12-01
Deadline tender answer: 2025-05-01
Deadline tender sample: 2025-06-03
Style and taste profile: We are looking for a grape typicity, fresh, full-bodied and fruity white wine with oak character.

Product requirements:

Price to consumer (SEK): Max 129
Country of origin: Australia
EU product category: Wine from third country with geographical denomination.
Type of product: White wine
Volume: 750 ml
Packaging: Light weight bottle max 420 g or PET-bottle
Vintage: 2024 or 2025
Available volume (liters): 48 000
Grape composition (%): 90 % chardonnay
Designation of origin: South Australia or Victoria or underlying origins to these.
Method of aging: The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
Other requirements: Grape variety and origin must be clearly stated on the front label.
The product must fulfill the current criteria for organic wine according to EU law and/or be certified Sustainable winegrowing Australia.
EXW finished product: Up to 3,85 EUR / PCS
EXW bulk: Up to 3,60 EUR per liter

PnL

Gross margin SE buildup PCS		RSP 119 SEK			RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,38	EUR	66%	3,85	EUR	67%
Logistics inbound	Overseas	0,26	EUR	5%	0,26	EUR	5%
Logistics SE		0,36	EUR	7%	0,36	EUR	6%
Marketing		0,36	EUR	7%	0,40	EUR	7%
Contributive margin		0,77	EUR	15%	0,86	EUR	15%
Price to Systembolaget		5,13	EUR		5,73	EUR	
Systembolaget margin		1,22	EUR		1,31	EUR	
Alk Tax + VAT		4,00	EUR		4,17	EUR	
RSP		10,35	EUR		11,22	EUR	

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