

CALWINE

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

497-2 Australia, merlot, PET, sustainability certified (A)

Distribution: 447 stores
Launch date: 2025-12-01
Deadline tender answer: 2025-04-02
Deadline tender sample: 2025-04-05
Style and taste profile: We are looking for a fruity and full-flavored red wine with hints of dark berries and balanced oak character.

Product requirements:

Price to consumer (SEK): Max 99
Country of origin: Australia
EU product category: Wine from third country with geographical denomination.
Type of product: Red wine
Volume: 1 000 ml
Packaging: PET-bottle
Vintage: 2024
Available volume (liters): 72 000
Type of closure: Long screw cap of material approved for return deposit system (not metal).
Grape composition (%): Minimum 85 % merlot
Residual sugar (g/l): Max 9
Designation of origin: Must be stated
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 be certified Sustainable winegrowing Australia (SWA).

EXW finished product: Up to 2,70 EUR / PCS

EXW bulk: Up to 2,00 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,20	EUR	66%	2,70	EUR	69%
Logistics inbound	Overseas	0,26	EUR	8%	0,26	EUR	7%
Logistics SE		0,36	EUR	11%	0,36	EUR	9%
Marketing		0,17	EUR	5%	0,20	EUR	5%
Contributive margin		0,33	EUR	10%	0,39	EUR	10%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

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