

CALWINE

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

558-18 Australia, Clare or Eden Valley, riesling (C)

Range:	Fixed range
Distribution:	Stores 80
Launch date:	2026-03-02
Deadline tender answer:	2025-07-10
Deadline tender sample:	2025-08-12
Style and taste profile:	We are looking for a dry, fresh and grape typicity white wine with hints of citrus, green apples, white flowers and lime.

Product requirements:

Price to consumer (SEK):	Max 139 SEK
Country of origin:	Australia
EU product category:	Wine from third country with geographical denomination.
Type of product:	White wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g or PET-bottle
Vintage:	2024 or 2025
Available volume (liters):	15 000
Type of closure:	Screw cap of Stelvin type
Grape composition:	100% riesling
Designation of origin:	Clare Valley or Eden Valley
EXW finished product:	Up to 6,75 AUD / PCS
EXW bulk:	Up to N/A AUD / Liter

PnL

Gross margin SE buildup PCS		RSP 119 SEK			RSP 139 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	5,25	AUD	63%	6,75	AUD	65%
Logistics inbound	Overseas	0,42	AUD	5%	0,42	AUD	4%
Logistics SE		0,59	AUD	7%	0,59	AUD	6%
Marketing		0,42	AUD	5%	0,52	AUD	5%
Contributive margin		1,67	AUD	20%	2,07	AUD	20%
Price to Systembolaget		8,36	AUD		10,34	AUD	
Systembolaget margin		2,00	AUD		2,29	AUD	
Alk Tax + VAT		6,52	AUD		7,09	AUD	
RSP		16,88	AUD		19,72	AUD	

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