

# CALWINE

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

## 558-19 Australia, chardonnay, B-i-B (A)

**Range:** Fixed range  
**Distribution:** Stores447  
**Launch date:** 2026-03-02  
**Deadline tender answer:** 2025-08-31  
**Deadline tender sample:** 2025-09-03  
**Style and taste profile:** We are looking for a grape typicity, fresh, fruity and full-flavored white wine with oak character.

### Product requirements:

**Price to consumer (SEK):** Max 249  
**Country of origin:** Australia  
**EU product category:** Wine from third country with geographical denomination.  
**Type of product:** White wine  
**Volume:** 3 000 ml  
**Packaging:** Bag-in-Box  
**Vintage:** 2025  
**Available volume (liters):** 264 000  
**Grape composition:** Minimum 90 % chardonnay  
**Designation of origin (as stated on packaging):** South Australia or underlying region  
**Method of aging:** The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves and/or oak chips.  
**Other requirements:** 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  
**EXW finished product:** Up to 9,10 AUD / PCS  
**EXW bulk:** 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.