

CALWINE

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

497-3 Australia, Barossa, B-i-B, shiraz (A)

Distribution: 301 stores
Launch date: 2025-12-01
Deadline tender answer: 2025-06-01
Deadline tender sample: 2025-06-04
Style and taste profile: We are looking for a grape- and origin typicity red wine with oak character

Product requirements:

Price to consumer (SEK): Max 329
Country of origin: Australia
EU product category: Wine from third country with geographical denomination.
Type of product: Red wine
Volume: 3 000 ml
Packaging: Bag-in-Box or pouch
Vintage: 2024
Available volume (liters): 150 000
Grape composition (%): Minimum 85 % shiraz
Designation of origin: Barossa or Barossa Valley
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 shiraz and origin must be clearly stated on the front label.

EXW finished product: Up to 15,90 AUD / PCS

EXW bulk: Up to 3,50 AUD / Liter

PnL

Gross margin SE buildup PCS		RSP 279 SEK		RSP 329 SEK	
FOB oversea / FCA Europe	PCS / 3000 ml	11,70	AUD 73%	15,90	AUD 76%
Logistics inbound	Overseas	0,73	AUD 5%	0,73	AUD 3%
Logistics SE		1,17	AUD 7%	1,17	AUD 6%
Marketing		0,80	AUD 5%	1,05	AUD 5%
Contributive margin		1,60	AUD 10%	2,09	AUD 10%
Price to Systembolaget		15,96	AUD	20,91	AUD
Systembolaget margin		3,11	AUD	3,84	AUD
Alk Tax + VAT		20,50	AUD	21,92	AUD
RSP		39,57	AUD	46,67	AUD

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