

CALWINE

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

560-2 Australia, Victoria, shiraz, sustainability certified (B)

Distribution: 304 stores
Launch date: 2026-09-01
Deadline tender answer: 2025-12-18
Deadline tender sample: 2026-01-20
Style and taste profile: We are looking for a fresh and fruity red wine with hints of dark berries, spices and herbs. The wine may have hints of oak but is not a requirement.

Product requirements:

Price to consumer (SEK): Max 119
Country of origin: Australia
Type of product: Red wine
Volume: 750 ml
Packaging: Lightweight bottle max 420 g or PET bottle
Vintage: 2025
Available volume (liters): 60 000
Grape composition: Minimum 95% shiraz
Designation of origin: Victoria or underlying GI

Other requirements: **Grape** varieties and origin must be clearly stated on the front of the packaging.
The product must be certified Sustainable Winegrowing Australia.
On the packaging as well as in the offer stated producer must be a producer located in Australia.
Please observe that only one product per producer can be offered.

EXW finished product: Up to 5,40 AUD / PCS
EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 109 SEK				RSP 119 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	4,60	AUD	57%		5,40	AUD	60%	
Logistics inbound	Overseas	0,77	AUD	10%		0,77	AUD	8%	
Logistics SE		1,11	AUD	14%		1,11	AUD	12%	
Marketing		0,56	AUD	7%		0,63	AUD	7%	
Contributive margin		0,96	AUD	12%		1,09	AUD	12%	
Price to Systembolaget		8,00	AUD			9,07	AUD		
Systembolaget margin		2,01	AUD			2,16	AUD		
Alk Tax + VAT		6,77	AUD			7,07	AUD		
RSP		16,77	AUD			18,31	AUD		

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