

# CALWINE

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

## 494-4 Australia, blend with malbec, sustainability certified (B)

**Launch date:** 2025-03-01  
**Deadline tender answer:** 2024-08-15  
**Deadline tender sample:** 2024-09-17  
**Style and taste profile:** We are looking for a fruity and full-flavored red wine with hints of dark berries, violets, herbs, spices and balanced oak character.

### Product requirements:

**Price to consumer (SEK):** Max 119  
**Country of origin:** Australia  
**Type of product:** Red wine  
**Volume:** 750 ml  
**Packaging:** Light weight bottle max 420 g or PET-bottle  
**Vintage:** 2024  
**Available volume (liters):** 36 000  
**Grape composition (%):** Blend with a minimum of 30 % and a maximum of 50 % Malbec. Other permitted grapes are cabernet sauvignon and shiraz.  
**Designation of origin (as stated on packaging):** Must be stated.

**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:** The product must fulfill the current criteria for organic wine according to EU law and/or be certified Sustainable winegrowing Australia. The controlling body and the fact that the wine is organic/ Sustainable winegrowing Australia must be clearly stated on the label/packaging. Within three (3) days after the tender winner has been informed about the tender win, a valid certificate, in Swedish or English, must be received by Systembolaget proving that the stated producer meets the criteria for the production of organic wine according to current EU legislation or alternatively meets the criteria for Sustainable winegrowing Australia.

**EXW finished product:** Up to 1,80 AUD / PCS

**EXW bulk:** Up to 2,40 AUD /Liter

### PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	4,90	AUD	66%	5,69	AUD	67%
Logistics inbound	Overseas	0,40	AUD	5%	0,40	AUD	5%
Logistics SE		0,53	AUD	7%	0,53	AUD	6%
Marketing		0,52	AUD	7%	0,59	AUD	7%
Contributive margin		1,12	AUD	15%	1,27	AUD	15%
<b>Price to Systembolaget</b>		<b>7,48</b>	<b>AUD</b>		<b>8,48</b>	<b>AUD</b>	
Systembolaget margin		1,88	AUD		2,02	AUD	
Alk Tax + VAT		6,33	AUD		6,62	AUD	
<b>RSP</b>		<b>15,68</b>	<b>AUD</b>		<b>17,12</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.