

# CALWINE

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

## 561-1 Australia, grenache, B-i-B, sustainability certified, PCF (A)

**Range:** Fixed range 373 stores  
**Launch date:** 2026-12-01  
**Deadline tender answer:** 2026-06-07  
**Deadline tender sample:** 2025-06-10  
**Style and taste profile:** We are looking for a fresh, berry and modern red wine with hints of wild raspberries, strawberries and fresh herbs.

### Product requirements:

**Price to consumer (SEK):** Max 149  
**Country of origin:** Australia  
**EU product category:** Wine from third country with geographical denomination.  
**Type of product:** Red wine  
**Volume:** 1 500 ml  
**Packaging:** Bag-in-Box or pouch  
**Vintage:** 2026  
**Available volume (liters):** 48 000  
**Grape composition:** Blend with at least 75% grenache. Grapes that may not be included are cabernet sauvignon, merlot and cabernet franc.  
**Designation of origin:** South Australia or underlying GI  
**Method of aging:** Must be stated  
**Other requirements:** The product must be certified according to Sustainable winegrowing Australia (SWA).  
Please observe that only one product per producer can be offered.

**EXW finished product:** Up to 5,20 AUD / PCS

**EXW bulk:** Up to 2,20 AUD / Liter

### PnL

Gross margin SE buildup PCS		RSP 139 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 1500 ml	4,20	AUD	50%	5,20	AUD	54%
Logistics inbound	Overseas	1,79	AUD	21%	1,79	AUD	19%
Logistics SE		1,11	AUD	13%	1,11	AUD	12%
Marketing		0,42	AUD	5%	0,47	AUD	5%
Contributive margin		0,84	AUD	10%	0,95	AUD	10%
<b>Price to Systembolaget</b>		<b>8,38</b>	<b>AUD</b>		<b>9,48</b>	<b>AUD</b>	
Systembolaget margin		2,23	AUD		2,40	AUD	
Alk Tax + VAT		11,46	AUD		11,77	AUD	
<b>RSP</b>		<b>22,06</b>	<b>AUD</b>		<b>23,65</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.