

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%
Price to Systembolaget		8,38	AUD		9,48	AUD	
Systembolaget margin		2,23	AUD		2,40	AUD	
Alk Tax + VAT		11,46	AUD		11,77	AUD	
RSP		22,06	AUD		23,65	AUD	

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