

CALWINE

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

560-25 Australia, white wine, grape blend (B)

Distribution: 451 stores
Launch date: 2026-09-01
Deadline tender answer: 2025-10-23
Deadline tender sample: 2025-11-25
Style and taste profile: We are looking for a full-flavored, fresh and fruity white wine with hints of citrus, stone fruit, spices and white flowers.

Product requirements:

Price to consumer (SEK): 119 - 129
Country of origin: Australia
EU product category: Wine from third country with geographical denomination.
Type of product: White wine
Volume: 750 ml
Packaging: Lightweight bottle max 420 g or PET bottle
Vintage: 2025
Available volume (liters): 48 000
It is possible to offer 24 000 liters of 2025 provided that there are at least 36 000 liters available of 2026.
Grape composition: A blend of grapes where at least two of the following grape varieties are included: marsanne, roussanne, viognier and grenache blanc. These must constitute at least 95% of the blend, while no single grape variety may exceed 75%.
Designation of origin: South Australia, Victoria or underlying GI to these.
Other requirements: 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 6,20 AUD / PCS
EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 119 SEK			RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	5,37	AUD	59%	6,23	AUD	61%
Logistics inbound	Overseas	0,77	AUD	8%	0,77	AUD	8%
Logistics SE		1,11	AUD	12%	1,11	AUD	11%
Marketing		0,63	AUD	7%	0,71	AUD	7%
Contributive margin		1,18	AUD	13%	1,32	AUD	13%
Price to Systembolaget		9,07	AUD		10,14	AUD	
Systembolaget margin		2,16	AUD		2,32	AUD	
Alk Tax + VAT		7,07	AUD		7,38	AUD	
RSP		18,31	AUD		19,85	AUD	

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