

# CALWINE

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

## 482-106 Australia, McLaren Vale, grenache

**Launch date:** 2024-11-15  
**Deadline tender answer:** 2024-04-14  
**Deadline tender sample:** 2024-05-14  
**Contribution limit for repurchase:** See contribution limits on the Supplier Portal  
**Competitive assessment:** Extended  
**Style and taste profile:** We are looking for a grape typicity, medium-bodied red wine with hints of red berries and herbs.

### Product requirements:

**Price to consumer (SEK):** Max 199  
**Country of origin:** Australia  
**Volume:** 750 ml  
**Packaging:** Bottle  
**Vintage:** 2022 or younger  
**Available volume (units):** 4 800  
**Designation of origin:** McLaren Vale  
**Other requirements:** The grape variety grenache must be stated on the label.

### PnL

Gross margin SE buildup PCS		RSP 179 SEK			RSP 199 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	8,87	AUD	62%	10,22	AUD	62%
Logistics inbound	Overseas	0,40	AUD	3%	0,40	AUD	2%
Logistics SE		0,52	AUD	4%	0,52	AUD	3%
Marketing		1,01	AUD	7%	1,15	AUD	7%
Contributive margin		3,60	AUD	25%	4,10	AUD	25%
<b>Price to Systembolaget</b>		<b>14,40</b>	<b>AUD</b>		<b>16,39</b>	<b>AUD</b>	
Systembolaget margin		2,89	AUD		3,18	AUD	
Alk Tax + VAT		8,28	AUD		8,86	AUD	
<b>RSP</b>		<b>25,57</b>	<b>AUD</b>		<b>28,43</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.