

# CALWINE

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

## 561-24 Australia, moscato, sustainability certified, PCF (B)

<b>Range:</b>	Fixed range 451 stores
<b>Launch date:</b> (YYMMDD)	2026-12-01
<b>Deadline tender answer:</b>	2026-04-30
<b>Deadline tender sample:</b>	2026-06-02
<b>Style and taste profile:</b>	We are looking for a grape typicity, still, white wine with some sweetness and hints of white flowers, citrus and pear.

### Product requirements:

<b>Price to consumer (SEK):</b>	79
<b>Alcohol level % according:</b>	7 – 8,5
<b>Country of origin:</b>	Australia
<b>EU product category:</b>	Wine from third country with geographical denomination.
<b>Type of product:</b>	White wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Lightweight bottle max 420 g or PET bottle
<b>Vintage:</b>	2026
<b>Available volume (liters):</b>	48 000
<b>Grape composition:</b>	Minimum 85 % moscato
<b>Residual sugar (g/l):</b>	Max 70
<b>Designation of origin:</b>	Must be stated
<b>Other requirements:</b>	Grape variety and origin must be clearly stated on the front label. The product must be certified according to Sustainable winegrowing Australia (SWA). The tender winner must PCF – Product Carbon Footprint.
<b>EXW finished product:</b>	Up to 2,80 AUD / PCS
<b>EXW bulk:</b>	Up to N/A AUD / Liter

### PnL

Gross margin SE buildup PCS	RSP 75 SEK	RSP 79 SEK
FOB oversea / FCA Europe	PCS / 750 ml	2,40 AUD 46% 2,80 AUD 49%
Logistics inbound	Overseas	0,79 AUD 15% 0,79 AUD 14%
Logistics SE		1,15 AUD 22% 1,15 AUD 20%
Marketing		0,26 AUD 5% 0,28 AUD 5%
Contributive margin		0,63 AUD 12% 0,68 AUD 12%
<b>Price to Systembolaget</b>	<b>5,25 AUD</b>	<b>5,69 AUD</b>
Systembolaget margin	1,76 AUD	1,83 AUD
Alk Tax + VAT	4,90 AUD	5,02 AUD
<b>RSP</b>	<b>11,90 AUD</b>	<b>12,54 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.