

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)

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

Product requirements:

Price to consumer (SEK): 79
Alcohol level % according: 7 – 8,5
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: 2026
Available volume (liters): 48 000
Grape composition: Minimum 85 % moscato
Residual sugar (g/l): Max 70
Designation of origin: Must be stated
Other requirements: 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.

EXW finished product: Up to 2,80 AUD / PCS
EXW bulk: 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%
Price to Systembolaget		5,25	AUD		5,69	AUD	
Systembolaget margin		1,76	AUD		1,83	AUD	
Alk Tax + VAT		4,90	AUD		5,02	AUD	
RSP		11,90	AUD		12,54	AUD	

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