

# CALWINE

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

## 494-18 Australia, Adelaide Hills, chardonnay, B-i-B (A)

**Launch date:** 2025-03-01  
**Deadline tender answer:** 2024-09-01  
**Deadline tender sample:** 2024-09-04  
**Style and taste profile:** We are looking for a grape typicity, fresh, fruity and full-flavored white wine with balanced oak character.

### Product requirements:

**Price to consumer (SEK):** 209  
**Country of origin:** Australia  
**EU product category:** Wine from third country with geographical denomination.  
**Type of product:** White wine  
**Volume:** 1 500 ml  
**Packaging:** Bag-in-Box or pouch  
**Vintage:** 2024  
**Available volume (liters):** 48 000  
**Grape composition (%):** Minimum 90% chardonnay.  
**Designation of origin (as stated on packaging):** Adelaide Hills or dual region where Adelaide Hills is one of them.  
**Method of aging:** The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves and/or oak chips.  
**Other requirements:** Grape variety and origin must be clearly stated on the label.

**EXW finished product:** Up to 9,00 AUD / PCS  
**EXW bulk:** Up to 4,40 AUD / Liter

### PnL

Gross margin SE buildup PCS		RSP 179 SEK		RSP 209 SEK	
FOB oversea / FCA Europe	per liter	2,90	AUD	4,40	AUD
FOB oversea / FCA Europe	PCS / 1500 ml	4,30	AUD 37%	6,56	AUD 45%
Bulk Shipping.	Overseas	0,59	AUD 5%	0,59	AUD 4%
Bulk bottling.	BiB	2,16	AUD 18%	2,16	AUD 15%
Logistics inbound	Europa	0,55	AUD 5%	0,55	AUD 4%
Logistics SE		1,19	AUD 10%	1,19	AUD 8%
Marketing		0,59	AUD 5%	0,74	AUD 5%
Contributive margin		2,34	AUD 20%	2,95	AUD 20%
<b>Price to Systembolaget</b>		<b>11,72</b>	<b>AUD</b>	<b>14,73</b>	<b>AUD</b>
Systembolaget margin		2,50	AUD	2,94	AUD
Alk Tax + VAT		11,54	AUD	12,40	AUD
<b>RSP</b>		<b>25,76</b>	<b>AUD</b>	<b>30,07</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.