

# CALWINE

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

## 494-3 Australia, shiraz, can (B)

**Launch date:** 2025-03-01  
**Deadline tender answer:** 2024-08-08  
**Deadline tender sample:** 2024-09-10  
**Style and taste profile:** We are looking for a fruity, full-flavored and grape typicity red wine with hints of dark berries, spices and oak.  
**Other:** Please note that when tender samples are requested, two (2) bottles of 750 ml or five (5) cans of 375 ml must be handed in.

### Product requirements:

**Price to consumer (SEK):** Max 55  
**Country of origin:** Australia  
**EU product category:** Wine from third country or Wine from third country with geographical denomination  
**Type of product:** Red wine  
**Volume:** 375 ml  
**Packaging:** Can  
**Vintage:** 2024  
**Available volume (liters):** 18 000  
**Grape composition (%):** Minimum 85 % shiraz  
**Residual sugar (g/l):** Max 8  
**Designation of origin (as stated on packaging):** Must be stated.  
**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:** Origin and grape variety must be stated on the label.

**EXW finished product:** Up to 1,80 AUD / PCS

**EXW bulk:** Up to 2,40 AUD /Liter

### PnL

| Gross margin SE buildup PCS   |              | RSP 49 SEK  |            |     | RSP 55 SEK  |            |     |
|-------------------------------|--------------|-------------|------------|-----|-------------|------------|-----|
| FOB oversea / FCA Europe      | per liter    | 1,20        | AUD        |     | 2,40        | AUD        |     |
| FOB oversea / FCA Europe      | PCS / 375 ml | 0,45        | AUD        | 16% | 0,90        | AUD        | 26% |
| Bulk Shipping.                | Overseas     | 0,15        | AUD        | 5%  | 0,15        | AUD        | 4%  |
| Bulk bottling.                | Alu.Can      | 0,71        | AUD        | 25% | 0,71        | AUD        | 21% |
| Logistics inbound             | Europa       | 0,30        | AUD        | 11% | 0,30        | AUD        | 9%  |
| Logistics SE                  |              | 0,48        | AUD        | 17% | 0,48        | AUD        | 14% |
| Marketing                     |              | 0,20        | AUD        | 7%  | 0,24        | AUD        | 7%  |
| Contributive margin           |              | 0,56        | AUD        | 20% | 0,67        | AUD        | 20% |
| <b>Price to Systembolaget</b> |              | <b>2,85</b> | <b>AUD</b> |     | <b>3,45</b> | <b>AUD</b> |     |
| Systembolaget margin          |              | 1,20        | AUD        |     | 1,28        | AUD        |     |
| Alk Tax + VAT                 |              | 3,01        | AUD        |     | 3,18        | AUD        |     |
| <b>RSP</b>                    |              | <b>7,05</b> | <b>AUD</b> |     | <b>7,91</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.