

# CALWINE

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

## 407-24 Australia, pinot grigio (B)

|                                   |  |
|-----------------------------------|--|
| <b>Launch date:</b>               | 2024-12-02   |
| <b>Deadline tender answer:</b>    | 2024-04-25   |
| <b>Deadline tender sample:</b>    | 2024-05-28   |
| <b>Style and taste profile:</b>   | We are looking for a dry, fresh, fruity and grape-typical white wine with hints of citrus fruits, pears and white flowers. |
| <b>Price to consumer (SEK):</b>   | Max 89   |
| <b>EXW:</b>                       | Up to 3,75 AUD/PCS   |
| <b>EXW bulk:</b>                  | N/A  |
| <b>EU product category:</b>       | Wine from third countries with a geographical indication   |
| <b>Type of product:</b>           | White wine   |
| <b>Volume:</b>                    | 750 ml   |
| <b>Packaging:</b>                 | Lightweight bottle max 420 g   |
| <b>Type of closure:</b>           | N/A  |
| <b>Vintage:</b>                   | 2024   |
| <b>Storage method:</b>            | The wine must have received its mousse through the traditional method or charmat. No added carbon dioxide.                 |
| <b>Available volume (liters):</b> | 48 000.  |
| <b>Grape composition (%):</b>     | At least 95% Pinot Grigio  |
| <b>Designation of origin:</b>     | South Australia or underlying.   |
| <b>Other requirements:</b>        | Grape variety and origin must be clearly stated on the front of the label.   |

### PnL

| Gross margin SE buildup PCS   |              | RSP 79 SEK   |            |     | RSP 89 SEK   |            |     |
|-------------------------------|--------------|--------------|------------|-----|--------------|------------|-----|
| FOB oversea / FCA Europe      | per liter    | 3,85         | AUD        |     | 5,00         | AUD        |     |
| FOB oversea / FCA Europe      | PCS / 750 ml | 2,89         | AUD        | 64% | 3,75         | AUD        | 68% |
| Bulk Shipping.                | N/A          | -            | AUD        | 0%  | -            | AUD        | 0%  |
| Bulk bottling.                | N/A          | -            | AUD        | 0%  | -            | AUD        | 0%  |
| Logistics inbound             | Overseas     | 0,41         | AUD        | 9%  | 0,41         | AUD        | 7%  |
| Logistics SE                  |              | 0,53         | AUD        | 12% | 0,53         | AUD        | 10% |
| Marketing                     |              | 0,23         | AUD        | 5%  | 0,28         | AUD        | 5%  |
| Contributive margin           |              | 0,45         | AUD        | 10% | 0,55         | AUD        | 10% |
| <b>Price to Systembolaget</b> |              | <b>4,50</b>  | <b>AUD</b> |     | <b>5,51</b>  | <b>AUD</b> |     |
| Systembolaget margin          |              | 1,44         | AUD        |     | 1,59         | AUD        |     |
| Alk Tax + VAT                 |              | 5,51         | AUD        |     | 5,79         | AUD        |     |
| <b>RSP</b>                    |              | <b>11,45</b> | <b>AUD</b> |     | <b>12,90</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.