

# CALWINE

The upcoming tenders are presented in the launch plan and are not final until published.

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

## 494-26 Portugal, White sparkling

**Published:** 2024-06-13  
**Launch date:** 2025-03-01  
**Deadline tender answer:** Not Published  
**Deadline tender sample:** Not Published  
**Style and taste profile:** Not Published  
**Other:** .

### Product requirements:

**Price to consumer (SEK):** Max 149  
**EXW finished product:** Up to 4,90 EUR/PCS  
**EXW Bulk:** N/A  
**Type of product:** Sparkling wine  
**Volume:** 750 ml  
**Packaging:** Not Published  
**Vintage:** Not Published  
**Available volume (liters):** 20 000  
**Grape composition (%):** Not Published  
**Designation of origin:** Bairrada

### PnL

| Gross margin SE buildup PCS   |              | RSP 129 SEK  |            |     | RSP 149 SEK  |            |     |
|-------------------------------|--------------|--------------|------------|-----|--------------|------------|-----|
| FOB oversea / FCA Europe      | PCS / 750 ml | 3,90         | EUR        | 69% | 4,90         | EUR        | 71% |
| Logistics inbound             | Europa       | 0,18         | EUR        | 3%  | 0,18         | EUR        | 3%  |
| Logistics SE                  |              | 0,31         | EUR        | 6%  | 0,31         | EUR        | 5%  |
| Marketing                     |              | 0,39         | EUR        | 7%  | 0,48         | EUR        | 7%  |
| Contributive margin           |              | 0,85         | EUR        | 15% | 1,02         | EUR        | 15% |
| <b>Price to Systembolaget</b> |              | <b>5,63</b>  | <b>EUR</b> |     | <b>6,83</b>  | <b>EUR</b> |     |
| Systembolaget margin          |              | 1,29         | EUR        |     | 1,47         | EUR        |     |
| Alk Tax + VAT                 |              | 4,10         | EUR        |     | 4,44         | EUR        |     |
| <b>RSP</b>                    |              | <b>11,03</b> | <b>EUR</b> |     | <b>12,74</b> | <b>EUR</b> |     |

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