

# 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.

## 407-30 Australia, Chile, Spain, White sparkling, muscat, can

<b>Published:</b>	<b>2024-03-14</b>
<b>Launch date:</b>	2024-12-02
<b>Deadline tender answer:</b>	Not Published
<b>Deadline tender sample:</b>	Not Published
<b>Style and taste profile:</b>	Not Published
<b>Other:</b>	<b>RS max 30g/l</b>

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 69
<b>EXW finished product:</b>	Up to 2,00 EUR/PCS
<b>EXW Bulk:</b>	Up to 3,70 EUR/ Liter
<b>Type of product:</b>	Sparkling wine
<b>Volume:</b>	375 ml
<b>Packaging:</b>	Can
<b>Vintage:</b>	Not published
<b>Available volume (liters):</b>	Not published
<b>Grape composition (%):</b>	muscat
<b>Designation of origin :</b>	Must be stated

### PnL

Gross margin SE buildup PCS		RSP 49 SEK			RSP 69 SEK		
FOB oversea / FCA Europe	per liter	1,39	EUR		3,73	EUR	
FOB oversea / FCA Europe	PCS / 375 ml	0,52	EUR	31%	1,40	EUR	49%
Bulk Shipping.	Europa	0,07	EUR	4%	0,07	EUR	2%
Bulk bottling.	Alu.Can	0,42	EUR	25%	0,42	EUR	15%
Logistics inbound	Europa	0,09	EUR	5%	0,09	EUR	3%
Logistics SE		0,14	EUR	8%	0,14	EUR	5%
Marketing		0,12	EUR	7%	0,20	EUR	7%
Contributive margin		0,33	EUR	20%	0,56	EUR	20%
<b>Price to Systembolaget</b>		<b>1,69</b>	<b>EUR</b>		<b>2,88</b>	<b>EUR</b>	
Systembolaget margin		0,71	EUR		0,89	EUR	
Alk Tax + VAT		1,79	EUR		2,13	EUR	
<b>RSP</b>		<b>4,19</b>	<b>EUR</b>		<b>5,90</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.