

# 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.

## 495-5 Italy, Sangiovese, Marche, BiB

**Published:** 2024-09-12  
**Launch date:** 2025-06-02  
**Deadline tender answer:** Not Published  
**Deadline tender sample:** Not Published  
**Style and taste profile:** Not Published  
**Other:** Sustainability certified, organic

### Product requirements:

**Price to consumer (SEK):** Max 259  
**EXW finished product:** Up to 6,10 EUR/PCS  
**EXW Bulk:** Up to 6,10 EUR/Liter  
**Type of product:** Red wine  
**Volume:** 3000 ml  
**Packaging:** BiB  
**Vintage:** 2024  
**Available volume (liters):** Not Published  
**Grape composition (%):** Sangiovese  
**Designation of origin:** Marche

### PnL

Gross margin SE buildup PCS		RSP 239 SEK		RSP 259 SEK	
FOB oversea / FCA Europe	per liter	1,03	EUR	1,35	EUR
FOB oversea / FCA Europe	PCS / 3000 ml	3,09	EUR 43%	4,06	EUR 48%
Bulk Shipping.	Europa	0,53	EUR 7%	0,53	EUR 6%
Bulk bottling.	BiB	1,28	EUR 18%	1,28	EUR 15%
Logistics inbound	Europa	0,33	EUR 5%	0,33	EUR 4%
Logistics SE		0,71	EUR 10%	0,71	EUR 8%
Marketing		0,36	EUR 5%	0,42	EUR 5%
Contributive margin		0,94	EUR 13%	1,10	EUR 13%
<b>Price to Systembolaget</b>		<b>7,23</b>	<b>EUR</b>	<b>8,42</b>	<b>EUR</b>
Systembolaget margin		1,52	EUR	1,70	EUR
Alk Tax + VAT		11,67	EUR	12,01	EUR
<b>RSP</b>		<b>20,43</b>	<b>EUR</b>	<b>22,14</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.