

CALWINE

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

497-28 Austria, Wachau Smaragd or Kamptal Erste Lage, riesling

Range:	Fixed range
Distribution:	Stores (MT 38 %, AB 34)
Launch date:	2025-12-01
Deadline tender answer:	2025-07-03
Deadline tender sample:	2025-08-12
Style and taste profile:	We are looking for a nuanced grape- and origin typicity wine with hints of pear, apple, stone fruit, mineral, honey, white flowers and citrus.

Product requirements:

Price to consumer (SEK):	Max 219
Country of origin:	Austria
EU product category:	Wine from EU with protected origin denomination
Type of product:	White wine
Volume:	750 ml
Packaging:	Bottle
Vintage:	2023 or younger
Available volume (liters):	3 500
Grape composition:	100 % riesling
Designation of origin:	Kamptal DAC or Wachau DAC
Other requirements:	Smaragd (for Wachau) or Erste Lage (for Kamptal), as well as the origin and grape variety, must be stated on the front label.
EXW finished product:	Up to 7,00 EUR / PCS
EXW bulk:	Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 200 SEK			RSP 219 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	6,30	EUR	62%	7,00	EUR	63%
Logistics inbound	Europa	0,19	EUR	2%	0,19	EUR	2%
Logistics SE		0,36	EUR	4%	0,36	EUR	3%
Marketing		0,70	EUR	7%	0,78	EUR	7%
Contributive margin		2,51	EUR	25%	2,80	EUR	25%
Price to Systembolaget		10,04	EUR		11,19	EUR	
Systembolaget margin		1,95	EUR		2,11	EUR	
Alk Tax + VAT		5,41	EUR		5,74	EUR	
RSP		17,39	EUR		19,04	EUR	

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