

# CALWINE

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

## 560-26 Germany, Riesling, sustainability certified (B)

<b>Range:</b>	Fixed range 142 stores
<b>Launch date:</b> (YYMMDD)	2026-09-01
<b>Deadline tender answer:</b>	2026-01-22
<b>Deadline tender sample:</b>	2026-02-24
<b>Style and taste profile:</b>	We are looking for a dry, fresh and fruity, grape typicity white wine with hints of citrus, green apples, pears, herbs and mineral.

### Product requirements:

<b>Price to consumer (SEK):</b>	109 - 129
<b>Country of origin:</b>	Germany
<b>EU product category:</b>	Wine from EU with protected origin denomination
<b>Type of product:</b>	White wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Lightweight bottle max 420 g
<b>Vintage:</b>	2024 or younger
<b>Available volume (liters):</b>	48 000 It is possible to offer 30 000 liters of the current vintage provided that there will be at least 30 000 liters of the following vintage.
<b>Grape composition:</b>	100 % riesling
<b>Designation of origin:</b>	Pfalz or Rheingau
<b>Other requirements:</b>	The product must meet existing criteria for organic wine according to current EU legislation, and/or be certified by Fair'n Green, and/or be certified by FairChoice, and/or be certified by EchoStep. On the packaging as well as in the offer stated producer must be a property located in the origin. Please observe that only one product per producer can be offered.

<b>EXW finished product:</b>	Up to 4,15 EUR / PCS
<b>EXW bulk:</b>	Up to N/A EUR / Liter

### PnL

Gross margin SE buildup PCS	RSP 109 SEK			RSP 129 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	3,10	EUR	66%	4,15	EUR	70%
Logistics inbound	Europa	0,23	EUR	5%	0,23	EUR	4%
Logistics SE		0,66	EUR	14%	0,66	EUR	11%
Marketing		0,23	EUR	5%	0,30	EUR	5%
Contributive margin		0,47	EUR	10%	0,59	EUR	10%
<b>Price to Systembolaget</b>		<b>4,65</b>	<b>EUR</b>		<b>5,92</b>	<b>EUR</b>	
Systembolaget margin		1,26	EUR		1,45	EUR	
Alk Tax + VAT		4,00	EUR		4,36	EUR	
<b>RSP</b>		<b>9,91</b>	<b>EUR</b>		<b>11,73</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.