CALWINE

494-1 Argentina, blend or single variety wine with malbec, B-i-B, ethical (A)

Launch date:	2025-03-01
Deadline tender answer:	2024-09-01
Deadline tender sample:	2024-09-04
Style and taste profile:	We are looking for a fruity and full-flavored red wine with hints of dark berries, violets, herbs and balanced oak character.

Product requirements:

Price to consumer (SEK):	Max 229
Country of origin:	Argentina
Volume:	3 000 ml
Packaging:	Bag-in-Box
Vintage:	2024
Available volume (liters):	360 000
Grape composition (%):	Minimum 75% malbec. Other permitted grapes are bonarda, tempranillo and cabernet sauvignon.
Designation of origin (as stated on packaging):	Must be stated.
Method of aging:	The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
Other requirements:	The product must be certified by Fairtrade or IMO-Fair for life as fair trade, which means that the wine must have a valid Fairtrade certificate or valid certificate for Fair for life from IMO. A marking for fair trade must clearly appear on the packaging.

EXW finished product:	Up to 5,00 USD / PCS
EXW bulk:	Up to 0,90 USD / Liter

PnL

Gross margin SE buildup PCS		RSP 199 SEK			RSP 229 SEK		
FOB oversea / FCA Europe	per liter	0,35	USD		0,90	USD	
FOB oversea / FCA Europe	PCS / 3000 ml	1,06	USD	20%	2,70	USD	36%
Bulk Shipping.	Overseas	0,79	USD	15%	0,79	USD	11%
Bulk bottling.	BiB	1,43	USD	26%	1,43	USD	19%
Logistics inbound	Europa	0,37	USD	7%	0,37	USD	5%
Logistics SE		0,79	USD	15%	0,79	USD	11%
Marketing		0,27	USD	5%	0,37	USD	5%
Contributive margin		0,70	USD	13%	0,96	USD	13%
Price to Systembolaget		**5,40**	**USD**		**7,39**	**USD**	
Systembolaget margin		1,31	USD		1,60	USD	
Alk Tax + VAT		12,24	USD		12,81	USD	
RSP		**18,95**	**USD**		**21,81**	**USD**	

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