

# 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.

## 494-10 Spain, Red

**Published:** 2024-03-14  
**Launch date:** 2024-12-02  
**Deadline tender answer:** Not Published  
**Deadline tender sample:** Not Published  
**Style and taste profile:** Not Published  
**Other:** Sustainability certified, without sulfites.

### Input to Systembolaget: Volume, price, region

#### Product requirements:

**Price to consumer (SEK):** 80-99  
**EXW finished product:** Up to 8,80 EUR/PCS  
**EXW Bulk:** N/A  
**Type of product:** Red wine  
**Volume:** 750 ml  
**Packaging:** Lighter glass bottle max 420 g  
**Vintage:** Not Published  
**Available volume (liters):** 48 000  
**Grape composition (%):** Tempranillo  
**Designation of origin:** Not Published

#### PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,30	EUR	70%	2,80	EUR	72%
Logistics inbound	Europa	0,18	EUR	6%	0,18	EUR	5%
Logistics SE		0,31	EUR	10%	0,31	EUR	8%
Marketing		0,16	EUR	5%	0,19	EUR	5%
Contributive margin		0,33	EUR	10%	0,38	EUR	10%
<b>Price to Systembolaget</b>		<b>3,25</b>	<b>EUR</b>		<b>3,85</b>	<b>EUR</b>	
Systembolaget margin		0,94	EUR		1,03	EUR	
Alk Tax + VAT		3,42	EUR		3,59	EUR	
<b>RSP</b>		<b>7,61</b>	<b>EUR</b>		<b>8,46</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.