

# CALWINE

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

## 407-17 Germany, pinot noir, sustainability certified (B)

**Launch date:** 2024-12-02  
**Deadline tender answer:** 2024-07-11  
**Deadline tender sample:** 2024-08-13  
**Style and taste profile:** We are looking for a nuanced and grape typicity red wine with balanced notes of oak.

### Product requirements:

**Price to consumer (SEK):** 129 - 149  
**Country of origin:** Germany  
**EU product category:** Wine from EU with protected geographical denomination or Wine from EU with protected origin denomination  
**Type of product:** Red wine  
**Volume:** 750 ml  
**Packaging:** Light weight bottle max 420 g or PET-bottle  
**Vintage:** 2022 or younger  
**Available volume (liters):** 50 000  
**Grape composition (%):** 100 % pionot noir  
**Residual sugar (g/l):** Max 5  
**Designation of origin (as stated on packaging):** Free of choice. Must be stated.  
**Method of aging:** The wine must be fully or partially aged in oak barrels for a minimum of 4 months. The wine shall not have been in contact with oak staves or oak chips.  
**Other requirements:** Grape variety and origin must be clearly stated on the bottle's front label. The wine must be certified with at least one of the following alternatives: organic, Fair'n Green or FairChoice.

**EXW finished product:** Up to 4,80 EUR / PCS

**EXW bulk:** N/A  
**PnL**

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,85	EUR	69%	4,80	EUR	70%
Logistics inbound	Europa	0,18	EUR	3%	0,18	EUR	3%
Logistics SE		0,36	EUR	6%	0,36	EUR	5%
Marketing		0,39	EUR	7%	0,48	EUR	7%
Contributive margin		0,85	EUR	15%	1,02	EUR	15%
<b>Price to Systembolaget</b>		<b>5,63</b>	<b>EUR</b>		<b>6,83</b>	<b>EUR</b>	
Systembolaget margin		1,29	EUR		1,47	EUR	
Alk Tax + VAT		4,10	EUR		4,44	EUR	
<b>RSP</b>		<b>11,03</b>	<b>EUR</b>		<b>12,74</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.