

CALWINE

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

497-34 Austria, sweet, auslese or beerenauslese (C)

Range:	Fixed range
Distribution:	Stores (MT 79 %, AB 203)
Launch date:	2025-12-01
Deadline tender answer:	2025-05-01
Deadline tender sample:	2025-06-03
Style and taste profile:	We are looking for a sweet and fresh white wine with notes of apricot, honey, saffron, white flowers, citrus and bitter orange.

Product requirements:

Price to consumer (SEK):	Max 129
Country of origin:	Austria
EU product category:	Wine from EU with protected origin denomination
Type of product:	Dessert wine
Volume:	375 ml
Packaging:	Bottle
Vintage:	2021 or younger
Available volume (liters):	2 000
Grape composition:	Blend of chardonnay and welschriesling, where none of the varieties may be included with more than 80%. No other grape varieties are permitted.
Designation of origin:	Burgenland or underlying DAC
Other requirements:	Beerenauslese or Auslese must be stated on the label.
EXW finished product:	Up to 3,90 EUR / PCS
EXW bulk:	Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 375 ml	3,10	EUR	58%	3,90	EUR	60%
Logistics inbound	Europa	0,19	EUR	4%	0,19	EUR	3%
Logistics SE		0,36	EUR	7%	0,36	EUR	6%
Marketing		0,38	EUR	7%	0,46	EUR	7%
Contributive margin		1,34	EUR	25%	1,64	EUR	25%
Price to Systembolaget		5,36	EUR		6,57	EUR	
Systembolaget margin		1,26	EUR		1,44	EUR	
Alk Tax + VAT		2,86	EUR		3,21	EUR	
RSP		9,48	EUR		11,22	EUR	

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