

# 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.

## 494-15 Spain, Valdeorras

**Published:** 2024-09-12  
**Launch date:** 2025-06-02  
**Deadline tender answer:** Not Published  
**Deadline tender sample:** Not Published  
**Style and taste profile:** Not Published  
**Other:**

### Input to Systembolaget: Bottle weight

#### Product requirements:

**Price to consumer (SEK):** 159-179  
**EXW finished product:** Up to 5,40 EUR/PCS  
**EXW Bulk:** N/A  
**Type of product:** White wine  
**Volume:** 750 ml  
**Packaging:** Not Published  
**Vintage:** Not Published  
**Available volume (liters):** 8 000  
**Grape composition (%):** Godello  
**Designation of origin:** Valdeorras

#### PnL

Gross margin SE buildup PCS		RSP 159 SEK		RSP 179 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	4,55	EUR	61%	5,40	EUR	62%
Logistics inbound	Europa	0,18	EUR	2%	0,18	EUR	2%
Logistics SE		0,31	EUR	4%	0,31	EUR	4%
Marketing		0,52	EUR	7%	0,60	EUR	7%
Contributive margin		1,86	EUR	25%	2,15	EUR	25%
<b>Price to Systembolaget</b>		<b>7,42</b>	<b>EUR</b>		<b>8,62</b>	<b>EUR</b>	
Systembolaget margin		1,55	EUR		1,73	EUR	
Alk Tax + VAT		4,61	EUR		4,96	EUR	
<b>RSP</b>		<b>13,59</b>	<b>EUR</b>		<b>15,30</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.