

# 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.

## 495-16 Germany, Nahe

**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:**

### Product requirements:

**Price to consumer (SEK):** 129-149  
**EXW finished product:** Up to 4,80 EUR/PCS  
**EXW Bulk:** N/A  
**Type of product:** White wine  
**Volume:** 750 ml  
**Packaging:** Bottle  
**Vintage:** Not Published  
**Available volume (liters):** 16 000  
**Grape composition (%):** Riesling  
**Designation of origin:** Nahe

### PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,90	EUR	69%	4,83	EUR	71%
Logistics inbound	Europa	0,18	EUR	3%	0,18	EUR	3%
Logistics SE		0,31	EUR	6%	0,31	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.