

CALWINE

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

497-18 Austria, red wine, grape blend, sustainability certified (C)

Range:	Fixed range
Distribution:	Stores (MT 72 %, AB 205)
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 modern, medium-bodied and fruity red wine with hints of wild berries, fresh herbs and spices. The wine may have hints of oak, but this is not a requirement.

Product requirements:

Price to consumer (SEK):	Max 119
Country of origin:	Austria
EU product category:	Wine from EU with protected origin denomination
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g or PET-bottle
Vintage:	2024
Available volume (liters):	30 000
Grape composition:	Blend free of choice with at least two of the following varieties: zweigelt, blaufränkisch, st laurent and pinot noir. None of the varieties may be included with more than 70%. Other grape varieties are not permitted.
Designation of origin:	Burgenland or Carnuntum DAC
Other requirements:	The wine must be certified organic or Sustainable Austria. Relevant controlling body must be stated on the label.
EXW finished product:	Up to 3,40 EUR / PCS
EXW bulk:	Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,95	EUR	66%	3,40	EUR	67%
Logistics inbound	Europa	0,19	EUR	4%	0,19	EUR	4%
Logistics SE		0,36	EUR	8%	0,36	EUR	7%
Marketing		0,32	EUR	7%	0,36	EUR	7%
Contributive margin		0,68	EUR	15%	0,77	EUR	15%
Price to Systembolaget		4,52	EUR		5,13	EUR	
Systembolaget margin		1,13	EUR		1,22	EUR	
Alk Tax + VAT		3,82	EUR		4,00	EUR	
RSP		9,48	EUR		10,35	EUR	

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