

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

559-20 Austria, Niederösterreich, riesling, sustainability certified (B)

Distribution:	245 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-12-18
Deadline tender sample:	2026-01-20
Style and taste profile:	We are looking for a grape- and origin typicity wine with hints of pear, apple, stone fruit, minerals, honey, white flowers and citrus.

Product requirements:

Price to consumer (SEK):	Max 99
Country of origin:	Austria
EU product category:	Wine from EU with protected origin denomination
Type of product:	White wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g or PET-bottle
Vintage:	2025
Available volume (liters):	48 000
Grape composition (%):	100 % Riesling
Designation of origin:	Niederösterreich or underlying DAC
Other requirements:	The product must meet the existing criteria for organic wine according to current EU legislation, and/or be certified Sustainable Austria. On the packaging as well as in the offer stated producer must be a producer located in offered origin. Please observe that only one product per producer can be offered.

EXW finished product: Up to 2,40 EUR / PCS

EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	1,90	EUR	56%	2,40	EUR	60%
Logistics inbound	Europa	0,22	EUR	7%	0,22	EUR	6%
Logistics SE		0,63	EUR	19%	0,63	EUR	16%
Marketing		0,17	EUR	5%	0,20	EUR	5%
Contributive margin		0,43	EUR	13%	0,51	EUR	13%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

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