

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.

495-19 Austria, Lower Austria, Riesling

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:	Sustainability certification

Product requirements:

Price to consumer (SEK):	Max 169-179
EXW finished product:	Up to 4,80 EUR/PCS
EXW Bulk:	Up to 2,10 EUR/ Liter
Type of product:	White wine
Volume:	1500 ml
Packaging:	pouch or bib
Vintage:	2024
Available volume (liters):	48 000
Grape composition (%):	Riesling
Designation of origin :	Lower Austria

PnL

Gross margin SE buildup PCS		RSP 169 SEK		RSP 179 SEK	
FOB oversea / FCA Europe	per liter	1,76	EUR	2,10	EUR
FOB oversea / FCA Europe	PCS / 1500 ml	2,64	EUR 41%	3,13	EUR 45%
Bulk Shipping.	Europa	0,26	EUR 4%	0,26	EUR 4%
Bulk bottling.	BiB	1,28	EUR 20%	1,28	EUR 18%
Logistics inbound	Europa	0,33	EUR 5%	0,33	EUR 5%
Logistics SE		0,71	EUR 11%	0,71	EUR 10%
Marketing		0,32	EUR 5%	0,35	EUR 5%
Contributive margin		0,83	EUR 13%	0,91	EUR 13%
Price to Systembolaget		6,37	EUR	6,96	EUR
Systembolaget margin		1,40	EUR	1,48	EUR
Alk Tax + VAT		6,68	EUR	6,85	EUR
RSP		14,44	EUR	15,30	EUR

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