

# CALWINE

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

## 407-21 France, Bordeaux, Pessac-Léognan or Graves, barrel aged (B)

**Launch date:** 2024-12-02  
**Deadline tender answer:** 2024-05-02  
**Deadline tender sample:** 2024-06-04  
**Style and taste profile:** We are looking for a dry, fresh, nuanced and origin typicity white wine with hints of nettles, green apples, citrus and oak character.

### Product requirements:

**Price to consumer (SEK):** Max 199  
**Country of origin:** France  
**EU product category:** Wine from EU with protected origin denomination  
**Type of product:** White wine  
**Volume:** 750 ml  
**Packaging:** Bottle  
**Vintage:** 2021 or 2022  
**Available volume (liters):** 5 000  
**Designation of origin (as stated on packaging):** AOP Pessac-Léognan or Grave  
**Method of aging:** The wine must have been completely or partially aged in oak barrels.  
**Other requirements:** The word "chateau" must be included in the wine's name and clearly be stated on the front label.  
On the packaging as well as in the offer stated producer must be a property located in the offered origin.

**EXW finished product:** Up to 5,80 EUR / PCS  
**EXW bulk:** N/A

### PnL

Gross margin SE buildup PCS		RSP 169 SEK			RSP 199 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	4,60	EUR	57%	5,80	EUR	59%
Logistics inbound	Europa	0,36	EUR	4%	0,36	EUR	4%
Logistics SE		0,55	EUR	7%	0,55	EUR	6%
Marketing		0,56	EUR	7%	0,69	EUR	7%
Contributive margin		2,00	EUR	25%	2,45	EUR	25%
<b>Price to Systembolaget</b>		<b>8,02</b>	<b>EUR</b>		<b>9,81</b>	<b>EUR</b>	
Systembolaget margin		1,64	EUR		1,90	EUR	
Alk Tax + VAT		4,79	EUR		5,30	EUR	
<b>RSP</b>		<b>14,44</b>	<b>EUR</b>		<b>17,01</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.