

CALWINE

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

494-30 New Zealand, rosé (B)

Launch date: 2025-03-01
Deadline tender answer: 2024-08-08
Deadline tender sample: 2024-09-10
Style and taste profile: We are looking for a fresh and fruity rosé wine with hints of red berries.

Product requirements:

Price to consumer (SEK): Max 129
Country of origin: New Zealand
EU product category: Wine from third country with geographical denomination
Type of product: Rosé wine
Volume: 750 ml
Packaging: Light weight bottle max 420 g
Vintage: 2024
Available volume (liters): 20 000
Type of closure: For glass bottle screw cap of Stelvin type.
Grape composition (%): Minimum 85 % pinot noir
Designation of origin (as stated on packaging): Must be stated
Other requirements: Pinot noir must be clearly stated on the label

EXW finished product: Up to 2,90 EUR / PCS
EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,90	EUR	66%	3,90	EUR	68%
Logistics inbound	Overseas	0,24	EUR	5%	0,24	EUR	4%
Logistics SE		0,31	EUR	7%	0,31	EUR	6%
Marketing		0,31	EUR	7%	0,39	EUR	7%
Contributive margin		0,67	EUR	15%	0,85	EUR	15%
Price to Systembolaget		4,44	EUR		5,63	EUR	
Systembolaget margin		1,11	EUR		1,29	EUR	
Alk Tax + VAT		3,76	EUR		4,10	EUR	
RSP		9,32	EUR		11,03	EUR	

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