

# CALWINE

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

## 407-30 Australia, Chile or Spain, sparkling wine, muscat, can (B)

<b>Launch date:</b>	2024-12-02
<b>Deadline tender answer:</b>	2024-05-09
<b>Deadline tender sample:</b>	2024-06-11
<b>Style and taste profile:</b>	We are looking for a fresh and floral sparkling white wine with hints of pear, elder, honey and citrus.
<b>Other:</b>	Please note that when tender samples are requested, three (3) bottles of 750 ml or five (5) cans of 375 ml must be handed in.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 69
<b>Country of origin:</b>	Australia, Chile or Spain
<b>EU product category:</b>	Sparkling wine from a third country, Quality sparkling wine from a third country, Sparkling wine with added carbon dioxide from a third country, Sparkling wine from EU, Quality sparkling wine from EU or Sparkling wine with added carbon dioxide from EU.
<b>Type of product:</b>	Sparkling wine
<b>Volume:</b>	375 ml
<b>Packaging:</b>	Can
<b>Vintage:</b>	2023, 2024 or NV
<b>Available volume (liters):</b>	24 000
<b>Grape composition (%):</b>	Minimum 85 % muscat
<b>Residual sugar (g/l):</b>	Max 30
<b>Designation of origin</b>	Australia, Chile or Spain or to these underlying origins.
<b>EXW finished product:</b>	Up to 1,60 EUR / PCS
<b>EXW bulk:</b>	Up to 2,45 EUR / Liter

### PnL

Gross margin SE buildup PCS		RSP 49 SEK			RSP 59 SEK		
FOB oversea / FCA Europe	per liter	1,30	EUR		2,45	EUR	
FOB oversea / FCA Europe	PCS / 375 ml	0,48	EUR	29%	0,92	EUR	40%
Bulk Shipping.	Europa	0,07	EUR	4%	0,07	EUR	3%
Bulk bottling.	Alu.Can	0,42	EUR	25%	0,42	EUR	18%
Logistics inbound	Europa	0,12	EUR	7%	0,12	EUR	5%
Logistics SE		0,14	EUR	8%	0,14	EUR	6%
Marketing		0,12	EUR	7%	0,16	EUR	7%
Contributive margin		0,34	EUR	20%	0,46	EUR	20%
<b>Price to Systembolaget</b>		<b>1,69</b>	<b>EUR</b>		<b>2,29</b>	<b>EUR</b>	
Systembolaget margin		0,71	EUR		0,80	EUR	
Alk Tax + VAT		1,79	EUR		1,96	EUR	
<b>RSP</b>		<b>4,19</b>	<b>EUR</b>		<b>5,04</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.