

# 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.

## 407-27 Romania, White blend

**Published:** 2024-03-14  
**Launch date:** 2024-12-02  
**Deadline tender answer:** Not Published  
**Deadline tender sample:** Not Published  
**Style and taste profile:** Not Published  
**Other:**

### Product requirements:

**Price to consumer (SEK):** Max 89  
**EXW finished product:** Up to 1,80 EUR/PCS  
**EXW Bulk:** Up to 1,00 EUR/Liter  
**Type of product:** White wine  
**Volume:** 1000 ml  
**Packaging:** Tetra  
**Vintage:** Not Published  
**Available volume (liters):** 72 000  
**Grape composition (%):** Grape blend with at least 50% feteasca regala  
**Designation of origin:** Not Published

### PnL

Gross margin SE buildup PCS		RSP 79 SEK			RSP 89 SEK		
FOB oversea / FCA Europe	per liter	0,50	EUR		1,00	EUR	
FOB oversea / FCA Europe	PCS / 1000 ml	0,50	EUR	24%	1,00	EUR	36%
Bulk Shipping.	Europa	0,18	EUR	8%	0,18	EUR	7%
Bulk bottling.	Tetra 1000	0,56	EUR	27%	0,56	EUR	21%
Logistics inbound	Europa	0,18	EUR	9%	0,18	EUR	7%
Logistics SE		0,31	EUR	15%	0,31	EUR	12%
Marketing		0,11	EUR	5%	0,13	EUR	5%
Contributive margin		0,27	EUR	13%	0,35	EUR	13%
<b>Price to Systembolaget</b>		<b>2,10</b>	<b>EUR</b>		<b>2,70</b>	<b>EUR</b>	
Systembolaget margin		0,77	EUR		0,86	EUR	
Alk Tax + VAT		3,88	EUR		4,05	EUR	
<b>RSP</b>		<b>6,75</b>	<b>EUR</b>		<b>7,61</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.