

CALWINE

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

496-4 Italy, Montepulciano d'Abruzzo, B-i-B, sustainability certified (A)

Distribution:	323 Stores
Launch date:	2025-09-01
Deadline tender answer:	2025-03-23
Deadline tender sample:	2025-03-26
Style and taste profile:	We are looking for a fruity and youthful red wine with hints of red and dark berries, fresh herbs and vanilla.

Product requirements:

Price to consumer (SEK):	199
Country of origin:	Italy
EU product category:	Wine from EU with protected origin denomination
Type of product:	Red wine
Volume:	2250 ml
Packaging:	Bag-in-Box or pouch
Vintage:	2024
Available volume (liters):	312 000
Grape composition (%):	100 % montepulciano
Residual sugar (g/l):	Max 5
Designation of origin:	Montepulciano d'Abruzzo DOC
Other requirements:	The product must meet existing criteria for organic wine according to current EU legislation.
EXW finished product:	Up to 4,60 EUR / PCS
EXW bulk:	Up to 1,20 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 169 SEK			RSP 199 SEK		
FOB oversea / FCA Europe	PCS / 2250 ml	3,02	EUR	63%	4,60	EUR	69%
Logistics inbound	Europa	0,33	EUR	7%	0,33	EUR	5%
Logistics SE		0,72	EUR	15%	0,72	EUR	11%
Marketing		0,24	EUR	5%	0,33	EUR	5%
Contributive margin		0,48	EUR	10%	0,66	EUR	10%
Price to Systembolaget		4,79	EUR		6,61	EUR	
Systembolaget margin		1,17	EUR		1,44	EUR	
Alk Tax + VAT		8,73	EUR		9,25	EUR	
RSP		14,70	EUR		17,30	EUR	

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