

CALWINE

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

496-19 Greece, blend with xinomavro (B)

Distribution: 217 Stores
Launch date: 2025-09-01
Deadline tender answer: 2025-01-23
Deadline tender sample: 2025-02-25
Style and taste profile: We are looking for a spicy and powerful red wine with hints of red and dark berries, herbs and spices. The wine may have hints of oak, but this is not a requirement.

Product requirements:

Price to consumer (SEK): Max 99
Country of origin: Greece
EU product category: Wine from EU with protected geographical denomination or wine from EU with protected origin denomination
Type of product: Red wine
Volume: 750 ml
Packaging: Light weight bottle max 420 g or PET-bottle
Vintage: 2023 or younger
Available volume (liters): 36 000
Grape composition (%): At least 50% xinomavro. Other permitted grapes are syrah, cabernet sauvignon and merlot. Other grape varieties may be included with a maximum of 10%
Designation of origin: Must be stated
EXW finished product: Up to 2,80 EUR / PCS
EXW bulk: Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,30	EUR	68%	2,80	EUR	71%
Logistics inbound	Europa	0,19	EUR	6%	0,19	EUR	5%
Logistics SE		0,36	EUR	11%	0,36	EUR	9%
Marketing		0,17	EUR	5%	0,20	EUR	5%
Contributive margin		0,33	EUR	10%	0,39	EUR	10%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

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