

CALWINE

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

496-17 New Zealand, Central Otago, pinot noir (B)

Distribution: 446 stres
Launch date: 2025-09-01
Deadline tender answer: 2024-12-19
Deadline tender sample: 2025-01-21
Style and taste profile: We are looking for a nuanced and grape typicity wine with a balanced oak character.

Product requirements:

Price to consumer (SEK): Max 119
Country of origin: New Zealand
EU product category: Wine from third country with geographical denomination.
Type of product: Red wine
Volume: 750 ml
Packaging: Light weight bottle max 420 g or PET-bottle
Vintage: 2022 or younger
Available volume (liters): 72 000
Grape composition (%): 100% pinot noir
Designation of origin Central Otago

EXW finished product: Up to 3,10 EUR / PCS

EXW bulk or bottled locally: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,68	EUR	59%	3,10	EUR	61%
Logistics inbound	Overseas	0,26	EUR	6%	0,26	EUR	5%
Logistics SE		0,36	EUR	8%	0,36	EUR	7%
Marketing		0,32	EUR	7%	0,36	EUR	7%
Contributive margin		0,90	EUR	20%	1,03	EUR	20%
Price to Systembolaget		4,52	EUR		5,13	EUR	
Systembolaget margin		1,13	EUR		1,22	EUR	
Alk Tax + VAT		3,82	EUR		4,00	EUR	
RSP		9,48	EUR		10,35	EUR	

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