

# CALWINE

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

## 496-6 Italy, Biferno or Molise, organic (B)

<b>Distribution:</b>	121 Stores
<b>Launch date:</b>	2025-09-01
<b>Deadline tender answer:</b>	2025-02-13
<b>Deadline tender sample:</b>	2025-03-18
<b>Style and taste profile:</b>	We are looking for a full-flavored, spicy and nuanced red wine with hints of oak and dark fruit.

### Product requirements:

<b>Price to consumer (SEK):</b>	120 - 129
<b>Country of origin:</b>	Italy
<b>EU product category:</b>	Wine from EU with protected origin denomination
<b>Type of product:</b>	Red wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Light weight bottle max 420 g
<b>Vintage:</b>	2021 or younger
<b>Available volume (liters):</b>	30 000
<b>Grape composition (%):</b>	At least 70 % Montepulciano and 10 % Aglianico. Other grape varieties permitted within offered origin may constitute a maximum of 20 % of the blend.
<b>Residual sugar (g/l):</b>	Max 5
<b>Designation of origin (as stated on packaging):</b>	Biferno DOC or Molise DOC
<b>Other requirements:</b>	The product must meet existing criteria for organic wine according to current EU legislation.
<b>EXW finished product:</b>	Up to 3,90 EUR / PCS
<b>EXW bulk:</b>	Up to N/A EUR / Liter

### PnL

Gross margin SE buildup PCS		RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,90	EUR	68%
Logistics inbound	Europa	0,19	EUR	3%
Logistics SE		0,36	EUR	6%
Marketing		0,40	EUR	7%
Contributive margin		0,86	EUR	15%
<b>Price to Systembolaget</b>		<b>5,73</b>	<b>EUR</b>	
Systembolaget margin		1,31	EUR	
Alk Tax + VAT		4,17	EUR	
<b>RSP</b>		<b>11,22</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.