

# CALWINE

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

## 496-16 Portugal, Beira Interio, organic (B)

**Distribution:** 139 Stores  
**Launch date:** 2025-09-01  
**Deadline tender answer:** 2025-02-06  
**Deadline tender sample:** 2025-03-11  
**Style and taste profile:** We are looking for a fruity, full-flavored red wine with hints of red and dark berries. The wine may have hints of oak, but this is not a requirement.

### Product requirements:

**Price to consumer (SEK):** Max 119  
**Country of origin:** Portugal  
**EU product category:** 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:** 2022 or younger  
**Available volume (liters):** 30 000  
**Grape composition (%):** Free of choice  
**Designation of origin:** DO Beira Interior  
**Other requirements:** The product must meet existing criteria for organic wine according to current EU legislation.  
**EXW finished product:** Up to 3,40 EUR / PCS  
**EXW bulk:** Up to N/A EUR per liter

### PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,00	EUR	66%	3,40	EUR	67%
Logistics inbound	Europa	0,19	EUR	4%	0,19	EUR	4%
Logistics SE		0,36	EUR	8%	0,36	EUR	7%
Marketing		0,32	EUR	7%	0,36	EUR	7%
Contributive margin		0,68	EUR	15%	0,77	EUR	15%
<b>Price to Systembolaget</b>		<b>4,52</b>	<b>EUR</b>		<b>5,13</b>	<b>EUR</b>	
Systembolaget margin		1,13	EUR		1,22	EUR	
Alk Tax + VAT		3,82	EUR		4,00	EUR	
<b>RSP</b>		<b>9,48</b>	<b>EUR</b>		<b>10,35</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.