

# CALWINE

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

## 495-19 Austria, Niederösterreich, riesling, B-i-B, sustainability certified (A)

**Launch date:** 2025-06-02  
**Deadline tender answer:** 2025-01-19  
**Deadline tender sample:** 2025-01-22  
**Style and taste profile:** We are looking for a fresh and fruity wine with hints of apples, pears, stone fruit and citrus.

### Product requirements:

**Price to consumer (SEK):** Max 179  
**Country of origin:** Austria  
**EU product category:** Wine from EU with protected origin denomination  
**Type of product:** White wine  
**Volume:** 1 500 ml  
**Packaging:** Bag-in-box or pouch  
**Vintage:** 2024  
**Available volume (liters):** 48 000  
**Grape composition (%):** 100 % riesling  
**Designation of origin** Niederösterreich

### (as stated on packaging):

**Other requirements:** Offered product must meet the respective criteria to fall under "Our most sustainable beverages". This means that in addition to climate-smarter packaging and documented traceability, one of the following two alternatives must be met:  
- certified organic and meet existing criteria for organic wine according to current EU legislation, *or*- the producer must be certified by Sustainable Austria.

**EXW finished product:** Up to 4,90 EUR / PCS

**EXW bulk:** Up to 2,10 EUR / Liter

### PnL

Gross margin SE buildup PCS		RSP 149 SEK		RSP 179 SEK	
FOB oversea / FCA Europe	PCS / 1500 ml	3,40	EUR 65%	4,90	EUR 70%
Logistics inbound	Europa	0,33	EUR 6%	0,33	EUR 5%
Logistics SE		0,72	EUR 14%	0,72	EUR 10%
Marketing		0,26	EUR 5%	0,35	EUR 5%
Contributive margin		0,53	EUR 10%	0,71	EUR 10%
<b>Price to Systembolaget</b>		<b>5,26</b>	<b>EUR</b>	<b>7,08</b>	<b>EUR</b>
Systembolaget margin		1,24	EUR	1,51	EUR
Alk Tax + VAT		6,45	EUR	6,97	EUR
<b>RSP</b>		<b>12,96</b>	<b>EUR</b>	<b>15,57</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.