

CALWINE

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

497-11 Spain, Terra Alta, sustainability certified (B)

Range:	Fixed range
Distribution:	Stores (MT 76%, AB 217)
Launch date:	2025-12-01
Deadline tender answer:	2025-05-08
Deadline tender sample:	2025-06-10
Style and taste profile:	We are looking for a fruity wine with hints of red and dark berries and spices. The wine may have hints of oak, but it is not a requirement.

Product requirements:

Price to consumer (SEK):	109 - 129
Country of origin:	Spain
EU product category:	Wine from EU with protected origin denomination
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g
Vintage:	2022 or younger
Available volume (liters):	30 000
Grape composition:	Minimum 85% garnacha peluda
Designation of origin (as stated on packaging):	DO Terra Alta
Other requirements:	The grape variety and designation of origin must be stated on the front of the label. The product must meet existing criteria for organic wine according to current EU legislation, and/or be certified by Fair'n Green, and/or be certified by Wineries for Climate protection.
EXW finished product:	Up to 4,00 EUR / PCS
EXW bulk:	Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK		RSP 129 SEK	
FOB oversea / FCA Europe	PCS / 750 ml	3,10	EUR 69%	4,00	EUR 71%
Logistics inbound	Europa	0,19	EUR 4%	0,19	EUR 3%
Logistics SE		0,36	EUR 8%	0,36	EUR 6%
Marketing		0,32	EUR 7%	0,40	EUR 7%
Contributive margin		0,54	EUR 12%	0,69	EUR 12%
Price to Systembolaget		4,52	EUR	5,73	EUR
Systembolaget margin		1,13	EUR	1,31	EUR
Alk Tax + VAT		3,82	EUR	4,17	EUR
RSP		9,48	EUR	11,22	EUR

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