

CALWINE

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

495-5 Italy, Marche, sangiovese, B-i-B, organic and sustainability certified (A)

Distribution:	446 shops
Launch date:	2025-06-02
Deadline tender answer:	2025-02-09
Deadline tender sample:	2025-02-12
Style and taste profile:	We are looking for a youthful, fresh and fruity red wine with hints of dark cherries, raspberries and fresh herbs. The wine may have a balanced hint of oak, but it is not a requirement.

Product requirements:

Price to consumer (SEK):	Max 259
Country of origin:	Italy
EU product category:	Wine from EU with protected geographical denomination
Type of product:	Red wine
Volume:	3 000 ml
Packaging:	Bag-in-Box or pouch
Vintage:	2024
Available volume (liters):	384 000
Grape composition (%):	Minimum of 85 % sangiovese
Residual sugar (g/l):	Max 5
Designation of origin (as stated on packaging):	IGP Marche
Method of aging:	Must be stated
Other requirements:	The product must meet existing criteria for organic wine according to current EU legislation. The producer must fulfill current criterias for Equalitas, VIVA or SQNPI.

EXW finished product: Up to 6,20 EUR / PCS

EXW bulk or bottled locally: Up to 1,40 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 229 SEK		RSP 259 SEK	
FOB oversea / FCA Europe	PCS / 3000 ml	4,69	EUR 69%	6,20	EUR 73%
Logistics inbound	Europa	0,33	EUR 5%	0,33	EUR 4%
Logistics SE		0,72	EUR 11%	0,72	EUR 8%
Marketing		0,34	EUR 5%	0,43	EUR 5%
Contributive margin		0,68	EUR 10%	0,86	EUR 10%
Price to Systembolaget		6,75	EUR	8,57	EUR
Systembolaget margin		1,46	EUR	1,73	EUR
Alk Tax + VAT		11,70	EUR	12,22	EUR
RSP		19,91	EUR	22,52	EUR

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