

Rebbau Spiez: Simulation Verkauf 2023

| Anteil am Gesamtabsatz in Flaschen (%) ytd | | Verteilung | | Hochgerechneter Flaschenverkauf | | in Prozent | |
|--|-------|------------|-----|---------------------------------|--------|------------|--|
| See-Weine | 40.3% | Privat | 40% | Total | 87'700 | 100% | |
| Berg-Weine | 3.7% | Gastro | 50% | davon See-Weine | 33'000 | 49.8% | |
| Gipfel-Weine | 4.9% | | 10% | davon Berg-Weine | 8'250 | 9.7% | |
| See- und Bergfrunde | 43.3% | | | davon Gipfel-Weine | 4'200 | 4.9% | |
| | | | | davon See- und Bergfrunde | 37'250 | 43.3% | |

| Jahressumme | inkl MwSt. 7.7% | ohne MwSt. |
|--------------|-----------------|------------|
| Total | 1'944'331 | 1'949'921 |
| davon Privat | 637'900 | 609'661 |
| davon Gastro | 800'968 | 800'968 |
| davon Handel | 118'363 | 118'363 |

| Kategorie | Anz | Preispappe in CHF | Wein | o | Flaschen effektiv % ytd | Verkauf 2022 | Verkaufspreise pro Flasche gemäss Preisliste 2022 | | | | | | Absatz (Flaschen gerundet) | | | Umsatz CHF | | | Durchschnittsverkaufspreis |
|---------------------|-----|----------------------------------|--------------------------|----|-------------------------|--------------|---|------------|-----------|------------|-----------|------------|----------------------------|---------|--------------|------------|--------|---------|----------------------------|
| | | | | | | | Privat | | Gastro | | Handel | | Privat | Gastro | Handel | Privat | Gastro | Handel | |
| | | | | | | | mit MwSt. | ohne MwSt. | mit MwSt. | ohne MwSt. | mit MwSt. | ohne MwSt. | 40% | 50% | 10% | 40% | 50% | 10% | |
| See-Weine | 1 | Anteil am Absatz in Flaschen % | Blanc de Noir 2022 | 75 | | 7000 | 22.00 | 18.26 | 18.26 | 15.54 | 1'200 | 1'500 | 300 | 26'400 | 27'500 | 4'900 | 18.56 | | |
| | | | Rosé | 75 | | 7000 | 21.00 | 17.43 | 15.54 | 15.54 | 2'800 | 3'500 | 700 | 28'800 | 31'000 | 10'878 | 18.67 | | |
| Berg-Weine | 2 | Anteil am Absatz in Flaschen % | Spierer RS 22 | 75 | | 20'000 | 20.00 | 16.60 | 14.80 | 14.80 | 8'000 | 10'000 | 2'000 | 160'000 | 166'000 | 29'600 | 17.78 | | |
| | | | Spierer RS 22 | 50 | | 5'000 | 17.00 | 14.11 | 12.58 | 2'000 | 2'500 | 500 | 34'000 | 35'275 | 6'290 | 15.11 | | | |
| | | | Einmal Anders 21/22 | 50 | | 2'000 | 22.00 | 18.26 | 16.28 | 16.28 | 800 | 1'000 | 200 | 17'600 | 18'260 | 3'226 | 19.56 | | |
| | | | Gipfelkürmer 22 | 50 | | 1'800 | 22.00 | 18.26 | 16.28 | 16.28 | 700 | 900 | 180 | 15'960 | 16'434 | 2'930 | 19.56 | | |
| | | | Sauvignac 22 | 50 | | 1'500 | 22.00 | 18.26 | 16.28 | 16.28 | 600 | 775 | 155 | 13'640 | 14'152 | 2'523 | 19.56 | | |
| | | | Bergsteiger 22 | 75 | | 1'000 | 25.00 | 24.07 | 21.46 | 21.46 | 400 | 500 | 100 | 11'000 | 11'535 | 2'146 | 25.78 | | |
| | | | Explosion 21/22 | 75 | | 2'000 | 33.00 | 27.99 | 24.42 | 24.42 | 800 | 1'000 | 200 | 26'960 | 27'960 | 4'981 | 25.34 | | |
| Gipfel-Weine | 8 | Anteil am Absatz in Flaschen (%) | Seltschaft 2021 | 50 | | 1'000 | 27.00 | 22.41 | 19.96 | 19.96 | 400 | 500 | 100 | 10'800 | 11'205 | 1'998 | 24.00 | | |
| | | | Bil Barrigue 21 | 75 | | 1'000 | 34.00 | 28.22 | 25.16 | 25.16 | 400 | 500 | 100 | 13'600 | 14'110 | 2'516 | 30.23 | | |
| | | | C Jura Barrigue 20/21 | 75 | | 1'500 | 35.00 | 29.05 | 25.50 | 25.50 | 640 | 800 | 160 | 22'400 | 23'240 | 4'144 | 31.12 | | |
| | | | Lubie 16/19 | 75 | | 450 | 42.00 | 34.88 | 31.08 | 31.08 | 180 | 225 | 45 | 7'560 | 7'894 | 1'269 | 37.34 | | |
| | | | Wildstrubel Orange Wein* | 75 | | 150 | 33.00 | 29.05 | 25.50 | 25.50 | 60 | 75 | 15 | 2'100 | 2'175 | 389 | 31.12 | | |
| See- und Bergfrunde | 13 | Anteil am Absatz in Flaschen (%) | Escapade | 75 | | 1'000 | 20.00 | 16.60 | 14.80 | 14.80 | 2'400 | 3'000 | 600 | 47'200 | 49'800 | 8'880 | 17.24 | | |
| | | | Intra | 75 | | 8'000 | 20.00 | 16.60 | 14.80 | 14.80 | 3'200 | 4'000 | 800 | 64'000 | 66'900 | 11'800 | 16.20 | | |
| | | | Intra | 50 | | 500 | 16.00 | 13.28 | 11.84 | 11.84 | - | - | - | - | - | - | - | #DIV/0! | |
| | | | Intra Barrigue | 75 | | 2'500 | 18.00 | 13.24 | 11.72 | 11.72 | 1'000 | 1'250 | 250 | 28'000 | 29'050 | 5'180 | 24.89 | | |
| | | | Vabene Rot | 75 | | 3'000 | 18.00 | 14.94 | 13.32 | 13.32 | 1'200 | 1'500 | 300 | 21'600 | 22'410 | 3'956 | 16.00 | | |
| | | | Vabene Rot | 50 | | 800 | 18.00 | 10.39 | 9.62 | 9.62 | 320 | 400 | 80 | 4'160 | 4'316 | 770 | 11.56 | | |
| | | | Vabene Weiss | 75 | | 2'500 | 16.00 | 13.28 | 11.84 | 11.84 | 1'000 | 1'250 | 250 | 16'000 | 16'600 | 2'960 | 14.22 | | |
| | | | Dalme Rose | 75 | | 1'500 | 19.00 | 15.77 | 14.06 | 14.06 | 600 | 750 | 150 | 11'400 | 11'928 | 2'109 | 16.89 | | |
| | | | PeNat | 50 | | 850 | 15.00 | 10.75 | 10.50 | 10.50 | 340 | 425 | 85 | 8'500 | 8'819 | 1'573 | 22.23 | | |
| | | | Cidre | 75 | | 1'500 | 17.00 | 14.11 | 12.58 | 12.58 | 600 | 750 | 150 | 10'200 | 10'583 | 1'887 | 15.11 | | |
| | | | Interwines | 75 | | 3'000 | | 16.60 | | | | | | | 61'000 | | | 16.60 | |
| | | | Blumhalpwein w 11 | 50 | | 4'500 | | 11.25 | | | | | | | 50'625 | | | 11.25 | |
| | | | Blumhalpwein r 11 | 50 | | 3'000 | | 12.25 | | | | | | | 36'750 | | | 12.25 | |
| Hubert Gf Mdr SS | 50 | | 1'000 | | 18.00 | 14.44 | 13.32 | 13.32 | 400 | 500 | 100 | 7'200 | 7'470 | 1'332 | 16.00 | | | | |
| Total Flaschen | | | | | | 87'700 | | | | | | 635'000 | 800'968 | 117'031 | 1'552'998.50 | | | | |

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¹ Verkauf nur an Gastro
² Wechsel ins höhere Marktsegment (Goldmedaille 2021)

| | | | Liter offen 6.10. | mit Verschnitt |
|--|--------------|--------------|-------------------|----------------|
| Spiezer RS 2022 | 18'000 75 cl | 4500 50 cl | 14'000 | 17'100 |
| Einisch A 22 | | | 2'400 | |
| Gipfelstürmer 22 | | | 950 | |
| Sauvignac 22 | | grosses Fass | 3'100 | |
| Sauvignac 22 Maische 'Orange' | | | 350 | |
| Sauvignac 22 Barrique Qualität | | 900 | 675 | |
| Sauvignac für Abfüllung rein 50 cl | 900 | | 775 | |
| Souvignier Gris | | | 1'400 | |
| Rosé 22 | 2500 | 4800 | 7'300 | |
| Explosion 22 | 1400 | | 1'600 | |
| Jubilé 22 | 950 | | 1'100 | |
| Blanc de noir 22 | 2500 | 300 | 2'500 | |
| Bergsteiger 22 | | | 3'000 | |
| Escapade 2022 | 2500 | 4800 | 3'730 | 7'610 |
| Hotelweine Belvédère, Delta Bedarf 1800 Flaschen | | | | -1'350 |
| Vabene Weiss/ Blümli | | | 600 | |

RS Genf und RS Fürst 2500 er Tank

Total 43'480

RS 22 Spiez -1'000 Einisch Anders RS S Sauvignac S Viognier RS Fürst Souvignier Gri
1'200 200

Qualität für Verschnitt

1'450

300

1'000

430

3'500

500

3'500

1'000

| | | | |
|------------------------------|---------|--------------------|-----------|
| Sauvignac Spiez grosses Fass | RS Genf | Chass 21 Consadier | Petnat 21 |
| 1'500 | 1000 | | 200.00 |

1'500

680

600

100

3'000