

CALWINE

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

558-16 France, AOP Touraine, organic (B)

Range:	Fixed range
Distribution:	Stores (MT 100%, AB 451)
Launch date:	2026-03-02
Deadline tender answer:	2025-05-01
Deadline tender sample:	2025-06-03
Style and taste profile:	We are looking for a dry, fresh, aromatic, very fresh wine with hints of green apples, pears, blackcurrant leaves, gooseberries, minerals and lime. The wine should have a slightly creamy structure from its lees.

Product requirements:

Price to consumer (SEK):	Max 119
Country of origin:	France
EU product category:	Wine from EU with protected origin denomination
Type of product:	White wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g or PET-bottle
Vintage:	2024
Available volume (liters):	72 000 24 000 liters can be offered of the 2024 vintage provided that there will be at least 48 000 liters of the following vintage.
Grape composition:	100 % sauvignon blanc
Type of closure:	Stelvin type screw cap or Long screw cap made of material approved for return deposit system with cash refund (non-metal).
Designation of origin:	AOP Touraine
Method of aging:	The wine must have been fully or partially on its lees
Other requirements:	The product must meet the existing criteria for organic wine according to current EU legislation.
EXW finished product:	Up to 3,45 EUR / PCS
EXW bulk:	Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,00	EUR	66%	3,45	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%
Price to Systembolaget		4,52	EUR		5,13	EUR	
Systembolaget margin		1,13	EUR		1,22	EUR	
Alk Tax + VAT		3,82	EUR		4,00	EUR	
RSP		9,48	EUR		10,35	EUR	

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