

CALWINE

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

496-27 Bulgaria, chardonnay, B-i-B (A)

Distribution: 447 Stores
Launch date: 2025-09-01
Deadline tender answer: 2025-03-23
Deadline tender sample: 2025-03-26
Style and taste profile: We are looking for a grape typicity, full-bodied and full-flavored white wine with oak character.

Product requirements:

Price to consumer (SEK): Max 239
Country of origin: Bulgaria
EU product category: Wine from third country with geographical denomination.
Type of product: White wine
Volume: 3 000 ml
Packaging: Bag-in-Box or pouch
Vintage: 2024
Available volume (liters): 312 000
Grape composition (%): Minimum 90 % chardonnay
Designation of origin (as stated on packaging): Must be stated
Method of aging: The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
Other requirements: Grape variety must be clearly stated on the front label.
Please observe that only one product per producer can be offered.

EXW finished product: Up to 4,95 EUR / PCS
EXW bulk: Up to 1,00€ per liter

PnL

Gross margin SE buildup PCS		RSP 199 SEK		RSP 239 SEK	
FOB oversea / FCA Europe	PCS / 3000 ml	2,99	EUR 62%	4,95	EUR 69%
Logistics inbound	Europa	0,33	EUR 7%	0,33	EUR 5%
Logistics SE		0,71	EUR 15%	0,71	EUR 10%
Marketing		0,24	EUR 5%	0,36	EUR 5%
Contributive margin		0,58	EUR 12%	0,87	EUR 12%
Price to Systembolaget		4,85	EUR	7,23	EUR
Systembolaget margin		1,17	EUR	1,52	EUR
Alk Tax + VAT		10,99	EUR	11,67	EUR
RSP		17,01	EUR	20,43	EUR

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