

CALWINE

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

497-5 France, Faugères, organic (B)

Range:	Fixed range
Distribution:	Stores (MT 100%, AB 447)
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 modern, fruity and full-flavored wine with hints of cherry, wild raspberry, pepper and herbs. The wine may have hints of oak but is not a requirement.

Product requirements:

Price to consumer (SEK):	Max 129
Country of origin:	France
EU product category:	Wine from EU with protected origin denomination
Type of product:	Red wine
Volume:	750 ml
Packaging:	Bottle
Vintage:	2023 or 2024
Available volume (liters):	60 000
Grape composition:	The grape varieties grenache and syrah shall together constitute the majority of the grape blend. Other grape varieties may be included.
Residual sugar (g/l):	Max 5
Designation of origin:	AOP Faugères
Method of aging:	Must be stated
Other requirements:	The product must meet the existing criteria for organic wine according to current EU legislation.
EXW finished product:	Up to 3,90 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	3,00	EUR	66%	3,90	EUR	68%
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		0,68	EUR	15%	0,86	EUR	15%
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.