

CALWINE

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

495-22 Moldova, Sauvignon blanc, B-i-B (A)

Distribution: 367 stores
Launch date: 2025-06-02
Deadline tender answer: 2025-01-12
Deadline tender sample: 2025-01-15
Style and taste profile: We are looking for a dry, fresh and grape typicity wine.

Product requirements:

Price to consumer (SEK): Max 229
Country of origin: Moldova
EU product category: Wine from third country
Type of product: White wine
Volume: 3 000 ml
Packaging: Bag-in-Box or pouch
Vintage: 2024
Available volume (liters): 288 000
Grape composition (%): Minimum of 85 % sauvignon blanc
Designation of origin: Moldova
Other requirements: Sauvignon blanc must be clearly stated on the packaging.
EXW finished product: Up to 4,70 EUR / PCS
EXW bulk: Up to 0,85 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 199 SEK			RSP 229 SEK		
FOB oversea / FCA Europe	PCS / 3000 ml	3,14	EUR	64%	4,70	EUR	69%
Logistics inbound	Europa	0,33	EUR	7%	0,33	EUR	5%
Logistics SE		0,72	EUR	15%	0,72	EUR	11%
Marketing		0,25	EUR	5%	0,34	EUR	5%
Contributive margin		0,49	EUR	10%	0,68	EUR	10%
Price to Systembolaget		4,93	EUR		6,75	EUR	
Systembolaget margin		1,19	EUR		1,46	EUR	
Alk Tax + VAT		11,18	EUR		11,70	EUR	
RSP		17,30	EUR		19,91	EUR	

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