

CALWINE

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

496-11 Chile, malbec, sustainability certified (B)

Distribution: 372 stores
Launch date: 2025-09-01
Deadline tender answer: 2024-12-26
Deadline tender sample: 2025-01-28
Style and taste profile: We are looking for a fruity, grape typicity and medium-bodied red wine. The wine may have hints of oak, but it is not a requirement.

Product requirements:

Price to consumer (SEK): Max 99
Country of origin: Chile
EU product category: Wine from third country with geographical denomination.
Type of product: Red wine
Volume: 750 ml
Packaging: Light weight bottle max 420 g or PET-bottle
Vintage: 2024
Available volume (liters): 48 000
Type of closure: Must be stated
Grape composition (%): Minimum 85% malbec.
Designation of origin (as stated on packaging): DO Elqui Valley, DO Valle Curicó, DO Valle Maule or DO Colchagua
Other requirements: The product must meet existing criteria for organic wine according to current EU legislation. Alternatively, the producer stated on the label and in the offer must be certified in all areas (red, green and orange) according to Certified Sustainable Wine of Chile.

EXW finished product: Up to 2,90 USD / PCS

EXW bulk: Up to N/A USD / Liter

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,40	USD	66%	2,90	USD	69%
Logistics inbound	Overseas	0,28	USD	8%	0,28	USD	7%
Logistics SE		0,39	USD	11%	0,39	USD	9%
Marketing		0,18	USD	5%	0,21	USD	5%
Contributive margin		0,36	USD	10%	0,42	USD	10%
Price to Systembolaget		3,59	USD		4,25	USD	
Systembolaget margin		1,04	USD		1,13	USD	
Alk Tax + VAT		3,77	USD		3,96	USD	
RSP		8,40	USD		9,34	USD	

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