

CALWINE

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

497-12 South Africa, Coastal Region, cabernet sauvignon, B-i-B, sustainability certified (A)

Distribution: 447 Stores
Launch date: 2025-12-01
Deadline tender answer: 2025-05-04
Deadline tender sample: 2025-05-07
Style and taste profile: We are looking for a fruity, full-flavored and grape typicity wine with hints of oak or oak character as well as dark berries, plums, herbs and spices.

Product requirements:

Price to consumer (SEK): 1 500 ml: max 149
2 000 ml: max 199

Country of origin: South Africa

Type of product: Red wine

Volume: 1 500 ml or 2 000 ml

Packaging: Bag-in-Box or pouch

Vintage: 2024

Available volume (liters): 48 000

Grape composition (%): Minimum 85 % cabernet sauvignon

Designation of origin: Coastal Region or underlying district/ward.

Method of aging: The wine must be fully or partially aged in barrels, alternatively been in contact with oak chips/staves.

Other requirements: Offered product must meet one of the following two alternatives:
- certified by Fairtrade or IMO Fair for Life as fair trade and at launch marked accordingly, *or*
- offered producer must hold Wieta (score A), and at launch the product must be labeled with The Wine and Agricultural Ethical Trade Initiative of SA:s (WIETA) ethical label (WIETA SEAL), or SMETA pillar 4, *in combination with* that it must meet existing criteria for organic wine according to current EU legislation or IPW South Africa.

EXW finished product: Up to 4,90 EUR / PCS
EXW bulk: Up to 1,30 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 159 SEK		RSP 199 SEK	
FOB oversea / FCA Europe	PCS / 2000 ml	2,90	EUR 60%	4,90	EUR 69%
Logistics inbound	Overseas	0,45	EUR 9%	0,45	EUR 6%
Logistics SE		0,72	EUR 15%	0,72	EUR 10%
Marketing		0,24	EUR 5%	0,36	EUR 5%
Contributive margin		0,47	EUR 10%	0,72	EUR 10%
Price to Systembolaget		4,75	EUR	7,17	EUR
Systembolaget margin		1,17	EUR	1,52	EUR
Alk Tax + VAT		7,91	EUR	8,61	EUR
RSP		13,83	EUR	17,30	EUR

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