

CALWINE

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

496-25 Georgia, orange wine, qvevri (B)

Distribution: 238 Stores
Launch date: 2025-09-01
Deadline tender answer: 2025-01-23
Deadline tender sample: 2025-02-25
Style and taste profile: We are looking for a nuanced, origin typicity orange wine.

Product requirements:

Price to consumer (SEK): Max 139
Country of origin: Georgia
EU product category: Wine from third country with geographical denomination.
Type of product: White wine
Volume: 750 ml
Packaging: Bottle max 700 g
Vintage: 2022 or younger
Available volume (liters): 15 000
Grape composition (%): Must be stated
Designation of origin: Must be stated
Other requirements: The wine must be produced in qvevri and the word qvevri must be clearly stated on the label.

EXW finished product: Up to 4,40 EUR / PCS
EXW bulk: Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 139 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,90	EUR	68%	4,40	EUR	69%
Logistics inbound	Europa	0,19	EUR	3%	0,19	EUR	3%
Logistics SE		0,36	EUR	6%	0,36	EUR	6%
Marketing		0,40	EUR	7%	0,44	EUR	7%
Contributive margin		0,86	EUR	15%	0,95	EUR	15%
Price to Systembolaget		5,73	EUR		6,34	EUR	
Systembolaget margin		1,31	EUR		1,40	EUR	
Alk Tax + VAT		4,17	EUR		4,35	EUR	
RSP		11,22	EUR		12,09	EUR	

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