

CALWINE

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

497-57 Australia, Chile or South Africa, red wine, lower alcohol content, (2 purchases) (B)

Range:	Fixed range
Distribution:	Stores 447
Launch date:	1 st 2025-12-01 2 nd 2026-06-01
Deadline tender answer:	2025-05-15
Deadline tender sample:	2025-06-17
Style and taste profile:	We are looking for a red, fruity and balanced wine with a lower alcohol content.

Product requirements:

Price to consumer (SEK):	750 ml: max 79 1 000 ml: max 99
Alcohol level %:	Max 8
Country of origin:	Australia, Chile or South Africa
Type of product:	Red wine
Volume:	750 or 1 000 ml
Packaging:	Lightweight bottle max 420 g, PET-bottle or paper packaging
Vintage:	2024 or younger, alternatively NV
Available volume (liters):	12 000
Grape composition:	Free of choice. Must be stated
Residual sugar (g/l):	Max 15
Designation of origin:	Must be stated
EXW finished product:	Up to 2,00 EUR / PCS
EXW bulk:	Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 69 SEK			RSP 79 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	1,50	EUR	58%	2,00	EUR	63%
Logistics inbound	Europa	0,19	EUR	8%	0,19	EUR	6%
Logistics SE		0,36	EUR	14%	0,36	EUR	11%
Marketing		0,13	EUR	5%	0,16	EUR	5%
Contributive margin		0,39	EUR	15%	0,48	EUR	15%
Price to Systembolaget		2,57	EUR		3,18	EUR	
Systembolaget margin		0,85	EUR		0,94	EUR	
Alk Tax + VAT		2,58	EUR		2,75	EUR	
RSP		6,00	EUR		6,87	EUR	

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