

CALWINE

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

496-23 Slovenia, sauvignon blanc (B)

Distribution:	238 Stores
Launch date:	2025-09-01
Deadline tender answer:	2025-02-27
Deadline tender sample:	2025-04-01
Style and taste profile:	We are looking for a nuanced, fresh and fruity white wine with hints of citrus, passion fruit, stone fruit and herbs

Product requirements:

Price to consumer (SEK):	129 - 149
Country of origin:	Slovenia
EU product category:	Wine from EU with protected origin denomination
Type of product:	White wine
Volume:	750 ml
Packaging:	Light weight bottle max 420 g or PET-bottle
Vintage:	2024
Available volume (liters):	36 000
Grape composition (%):	100 % sauvignon blanc
Designation of origin:	Must be stated

EXW finished product:	Up to 4,80 EUR / PCS
EXW bulk:	Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,90	EUR	68%	4,80	EUR	70%
Logistics inbound	Europa	0,19	EUR	3%	0,19	EUR	3%
Logistics SE		0,36	EUR	6%	0,36	EUR	5%
Marketing		0,40	EUR	7%	0,49	EUR	7%
Contributive margin		0,86	EUR	15%	1,04	EUR	15%
Price to Systembolaget		5,73	EUR		6,95	EUR	
Systembolaget margin		1,31	EUR		1,49	EUR	
Alk Tax + VAT		4,17	EUR		4,52	EUR	
RSP		11,22	EUR		12,96	EUR	

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