

# CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

## 496-60 Sparkling wine or sparkling beverage based on wine or grapes, max 8% alcohol (B)

<b>Distribution:</b>	447 Stores
<b>Launch date:</b>	2025-09-01
<b>Deadline tender answer:</b>	2025-02-20
<b>Deadline tender sample:</b>	2025-03-25
<b>Style and taste profile:</b>	We are looking for a balanced and fruity product. The product should not be perceived as sweet.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 99
<b>Alcohol level</b>	Max 8 (according to label (vol. %))
<b>Type of product:</b>	Sparkling wine
<b>Country of origin:</b>	Must be stated
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Bottle
<b>Vintage:</b>	NV or vintage free of choice
<b>Available volume (liters):</b>	18 000
<b>Designation of origin:</b>	Must be stated

<b>EXW finished product:</b>	Up to 2,70 EUR / PCS
<b>EXW bulk:</b>	Up to N/A EUR per liter

### PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,30	EUR	60%	2,70	EUR	62%
Logistics inbound	Europa	0,19	EUR	5%	0,19	EUR	4%
Logistics SE		0,36	EUR	10%	0,36	EUR	8%
Marketing		0,19	EUR	5%	0,22	EUR	5%
Contributive margin		0,75	EUR	20%	0,87	EUR	20%
<b>Price to Systembolaget</b>		<b>3,75</b>	<b>EUR</b>		<b>4,36</b>	<b>EUR</b>	
Systembolaget margin		1,02	EUR		1,11	EUR	
Alk Tax + VAT		2,90	EUR		3,07	EUR	
<b>RSP</b>		<b>7,67</b>	<b>EUR</b>		<b>8,53</b>	<b>EUR</b>	

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