

CALWINE

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

497-31 France, sparkling rosé, organic (B)

Range:	Fixed range
Distribution:	Stores (MT 100%, AB 447)
Launch date:	2025-12-01
Deadline tender answer:	2025-05-08
Deadline tender sample:	2025-06-10
Style and taste profile:	We are looking for a dry, fresh and modern sparkling rosé wine with hints of red berries, red citrus and herbs.

Product requirements:

Price to consumer (SEK):	Max 99
Alcohol level %:	Min 11
Country of origin:	France
EU product category:	Quality sparkling wine from EU
Type of product:	Sparkling wine
Volume:	750 ml
Packaging:	Lighter glass bottle max 580 g
Available volume (liters):	30 000
Vintage:	Free of choice
Type of closure:	Mushroom stopper (Champagne cork)
Residual sugar (g/l):	Max 12
Designation of origin:	Vin de France Rosé
Method of aging:	Must be stated
Other requirements:	The wine must have undergone a second, carbonating fermentation in tanks (Charmat method). The term Brut must be clearly stated on the product's front or back label. The product must meet Systembolaget's requirements for Our Most Sustainable beverages (environmental certification, packaging with a lower climate footprint, documented traceability and social responsibility).

EXW finished product: Up to 2,25 EUR / PCS

EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,25	EUR	68%	2,75	EUR	71%
Logistics inbound	Europa	0,19	EUR	6%	0,19	EUR	5%
Logistics SE		0,36	EUR	11%	0,36	EUR	9%
Marketing		0,17	EUR	5%	0,20	EUR	5%
Contributive margin		0,33	EUR	10%	0,39	EUR	10%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

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