

# CALWINE

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

## 497-20 South Africa, Coastal Region, chenin blanc, B-i-B, sustainability certified (A)

**Distribution:** 203 Stores  
**Launch date:** 2025-12-01  
**Deadline tender answer:** 2025-06-22  
**Deadline tender sample:** 2025-06-25  
**Style and taste profile:** We are looking for a fresh, fruity and grape typicity wine with hints of yellow pears, stone fruit, green apples, herbs and citrus.

### Product requirements:

**Price to consumer (SEK):** 1 500 ml: max 169  
2 000 ml: max 219  
**Country of origin:** South Africa  
**Type of product:** White wine  
**Volume:** 1 500 ml or 2 000 ml  
**Packaging:** Bag-in-Box or pouch  
**Vintage:** 2025  
**Available volume (liters):** 48 000  
**Grape composition (%):** Minimum 85 % chenin blanc  
**Designation of origin:** Coastal Region or underlying district/ward.  
**Method of aging:** The wine must have spent at least 2 months on the lees  
**Other requirements:** Offered product must meet one of the following two alternatives:  
- certified by Fairtrade or IMO Fair for Life as fair trade and at launch marked accordingly, or  
- offered producer must hold Wieta (score A), and at launch the product must be labeled with The Wine and Agricultural Ethical Trade Initiative of SA:s (WIETA) ethical label (WIETA SEAL), or SMETA pillar 4, *in combination with* that it must meet existing criteria for organic wine according to current EU legislation or IPW South Africa.

**EXW finished product:** Up to 5,00 EUR / PCS  
**EXW bulk:** Up to 1,50 EUR / Liter

### PnL

Gross margin SE buildup PCS		RSP 199 SEK		RSP 219 SEK	
FOB oversea / FCA Europe	PCS / 2000 ml	4,10	EUR 57%	5,00	EUR 59%
Logistics inbound	Overseas	0,45	EUR 6%	0,45	EUR 5%
Logistics SE		0,72	EUR 10%	0,72	EUR 9%
Marketing		0,50	EUR 7%	0,59	EUR 7%
Contributive margin		1,43	EUR 20%	1,68	EUR 20%
<b>Price to Systembolaget</b>		<b>7,17</b>	<b>EUR</b>	<b>8,39</b>	<b>EUR</b>
Systembolaget margin		1,52	EUR	1,70	EUR
Alk Tax + VAT		8,61	EUR	8,95	EUR
<b>RSP</b>		<b>17,30</b>	<b>EUR</b>	<b>19,04</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.