

CALWINE

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

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

497-13 South Africa, Coastal Region, Pinotage, sustainability certified (B)

Distribution:	372 Stores
Launch date:	2025-12-01
Deadline tender answer:	2025-01-16
Deadline tender sample:	2025-02-18
Style and taste profile:	We are looking for a fruity red wine with hints of red and/or dark berries, plums, licorice and herbs. The wine may have hints of oak, but this is not a requirement.

Product requirements:

Price to consumer (SEK):	Max 119
Country of origin:	South Africa
EU product category:	Wine from third country with geographical denomination.
Type of product:	Red wine
Volume:	750 ml
Packaging:	Light weight bottle max 420 g or PET-bottle
Vintage:	2024
Available volume (liters):	48 000
Grape composition (%):	100 % pinotage
Designation of origin:	Coastal Region or underlying district/ward.
Other requirements:	Offered product must meet all criteria for "Our most sustainable beverages". This means that in addition to packaging with a lower climate footprint and documented traceability, must meet one of the following two alternatives: - certified by Fairtrade or IMO Fair for Life as fair trade and at launch marked accordingly, <i>or</i> - 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, <i>in combination with</i> that it must meet existing criteria for organic wine according to current EU legislation or IPW South Africa.
EXW finished product:	Up to 3,40 EUR / PCS
EXW bulk:	Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,90	EUR	64%	3,40	EUR	66%
Logistics inbound	Overseas	0,26	EUR	6%	0,26	EUR	5%
Logistics SE		0,36	EUR	8%	0,36	EUR	7%
Marketing		0,32	EUR	7%	0,36	EUR	7%
Contributive margin		0,68	EUR	15%	0,77	EUR	15%
Price to Systembolaget		4,52	EUR		5,13	EUR	
Systembolaget margin		1,13	EUR		1,22	EUR	
Alk Tax + VAT		3,82	EUR		4,00	EUR	
RSP		9,48	EUR		10,35	EUR	

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