

# CALWINE

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

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

## 495-13 France, orange wine, organic (B)

**Launch date:** 2025-06-02  
**Deadline tender answer:** 2024-11-28  
**Deadline tender sample:** 2024-12-30  
**Style and taste profile:** We are looking for a dry, fresh, slightly aromatic and full-flavored wine with hints of orange blossom, apricot, candied citrus fruit, jasmine and spices. The wine must have an orange color nuance.

### Product requirements:

**Price to consumer (SEK):** 100 - 119  
**EU product category:** Wine from EU  
**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  
**Type of closure:** Screw cap of Stelvin type or Long screw cap of material approved for return deposit system (not metal).  
**Grape composition (%):** Blend of at least three grape varieties where Viognier, Marsanne and Grenache blanc must be included.  
**Residual sugar (g/l):** Max 5  
**Designation of origin (as stated on packaging):** Vin de France  
**Method of aging:** The wine shall not have been in contact with oak.  
**Other requirements:** The product must meet existing criteria for organic wine according to current EU legislation. The controlling body and that the wine is organically certified must be clearly stated on the label/packaging. Within three (3) days after the tender winner has been informed about the tender win, a valid certificate must be received by Systembolaget proving that the producer stated in the offer meets the criteria for production of organic wine according to current EU legislation. On the packaging as well as in the offer stated producer must be a property located in France. The term "Orange" or "Wine Orange" must be clearly stated on the front label.

**EXW finished product:** Up to 3,50 EUR / PCS

**EXW bulk:** Up to N/A EUR / Liter

**PnL**

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,00	EUR	66%	3,50	EUR	67%
Logistics inbound	Europa	0,19	EUR	4%	0,19	EUR	4%
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%
<b>Price to Systembolaget</b>		<b>4,52</b>	<b>EUR</b>		<b>5,13</b>	<b>EUR</b>	
Systembolaget margin		1,13	EUR		1,22	EUR	
Alk Tax + VAT		3,82	EUR		4,00	EUR	
<b>RSP</b>		<b>9,48</b>	<b>EUR</b>		<b>10,35</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.