

# CALWINE

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

## 494-15 South Africa, sauvignon blanc, sustainability certified (B)

**Launch date:** 2025-03-01  
**Deadline tender answer:** 2024-07-11  
**Deadline tender sample:** 2024-08-13  
**Style and taste profile:** We are looking for a fresh, fruity and aromatic white wine with hints of gooseberry, passion fruit, herbs and citrus.

### Product requirements:

**Price to consumer (SEK):** Max 89  
**Country of origin:** South Africa  
**EU product category:** Wine from third country with geographical denomination.  
**Type of product:** White wine  
**Volume:** 750 ml  
**Packaging:** Light weight bottle max 420 g  
**Vintage:** 2024  
**Available volume (liters):** 72 000  
**Grape composition (%):** 100 % sauvignon blanc  
**Designation of origin (as stated on packaging):** Underlying origin to Western Cape  
**Other requirements:**

Offered product must meet the respective criteria to fall under "Our most sustainable beverages (formerly Sustainable Choice). This means that in addition to climate-smarter packaging and documented traceability, it must be one of the following two alternatives:

- offered product must be 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 the date of launch the product must be labeled with The Wine and Agricultural Ethical Trade Initiative of SA's (WIETA) ethical label (WIETA SEAL) in combination with the fact that it must meet existing criteria for organic wine under current EU legislation or IPW South Africa. The controlling body and that the wine is organic or IPW must be clearly stated on the label.

**EXW finished product:** Up to 2,30 EUR / PCS  
**EXW bulk:** N/A

### PnL

Gross margin SE buildup PCS		RSP 89 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,30	EUR	68%
Logistics inbound	Overseas	0,25	EUR	7%
Logistics SE		0,32	EUR	10%
Marketing		0,17	EUR	5%
Contributive margin		0,34	EUR	10%
<b>Price to Systembolaget</b>		<b>3,37</b>	<b>EUR</b>	
Systembolaget margin		0,97	EUR	
Alk Tax + VAT		3,54	EUR	
<b>RSP</b>		<b>7,88</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.