

CALWINE

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

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

559-27 Spain, Rioja, rosé wine, sustainability certified (B)

Distribution:	80 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-12-18
Deadline tender sample:	2026-01-20
Style and taste profile:	We are looking for a light to medium-dark, nuanced, rosé wine with hints of red berries. The wine may have a slight hint of oak, but it is not a requirement.

Product requirements:

Price to consumer (SEK):	109 - 129
Country of origin:	Spain
EU product category:	Wine from EU with protected origin denomination
Type of product:	Rosé wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g
Vintage:	2024 or younger
Available volume (liters):	20 000
Grape composition:	Blend of tempranillo and garnacha. No other grape varieties are permitted.
Designation of origin:	DOCa Rioja
Method of aging:	Must be stated
Other requirements:	The product must meet existing criteria for organic wine according to current EU legislation, and/or be certified by Fair'n Green, and/or be certified by Wineries for Climate protection. Please observe that only one product per producer can be offered, even if the stated producer is fully or partially listed as a subcontractor in another submitted offer by the same supplier.

EXW finished product:	Up to 3,60 EUR / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,70	EUR	59%	3,60	EUR	63%
Logistics inbound	Europa	0,22	EUR	5%	0,22	EUR	4%
Logistics SE		0,63	EUR	14%	0,63	EUR	11%
Marketing		0,32	EUR	7%	0,40	EUR	7%
Contributive margin		0,68	EUR	15%	0,86	EUR	15%
Price to Systembolaget		4,52	EUR		5,73	EUR	
Systembolaget margin		1,13	EUR		1,31	EUR	
Alk Tax + VAT		3,82	EUR		4,17	EUR	
RSP		9,48	EUR		11,22	EUR	

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