

CALWINE

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

558-29 Chile, rosé, pouch (A)

Range:	Fixed range
Distribution:	Stores 242
Launch date:	2026-03-02
Deadline tender answer:	2025-08-31
Deadline tender sample:	2025-09-03
Style and taste profile:	We are looking for a fresh and fruity wine with hints of wild strawberries, strawberries, citrus and fresh herbs.

Product requirements:

Price to consumer (SEK):	Max 159
Country of origin:	Chile
EU product category:	Wine from third country or Wine from third country with geographical denomination.
Type of product:	Rosé wine
Volume:	1 500 ml
Packaging:	Pouch
Vintage:	2025
Available volume (liters):	24 000
Grape composition:	Free of choice. Must be stated.
Designation of origin (as stated on packaging):	Must be stated.
Other requirements:	Offered product must meet all criteria for "Our most sustainable beverages", formerly Sustainable Choice (environmental certification, packaging with a lower climate footprint, documented traceability and social responsibility).
EXW finished product:	Up to 4,55 USD / PCS
EXW bulk:	Up to 1,20 USD / Liter

PnL

Gross margin SE buildup PCS		RSP 139 SEK		RSP 159 SEK	
FOB oversea / FCA Europe	PCS / 1500 ml	3,44	USD 68%	4,55	USD 72%
Logistics inbound	Overseas	0,32	USD 6%	0,32	USD 5%
Logistics SE		0,53	USD 11%	0,53	USD 8%
Marketing		0,25	USD 5%	0,32	USD 5%
Contributive margin		0,51	USD 10%	0,64	USD 10%
Price to Systembolaget		5,05	USD	6,37	USD
Systembolaget margin		1,25	USD	1,45	USD
Alk Tax + VAT		6,81	USD	7,19	USD
RSP		13,11	USD	15,00	USD

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