

# CALWINE

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

## 497-57 Australia, Chile or South Africa, red wine, lower alcohol content, (2 purchases) (B)

<b>Range:</b>	Fixed range
<b>Distribution:</b>	Stores 447
<b>Launch date:</b>	1 <sup>st</sup> 2025-12-01 2 <sup>nd</sup> 2026-06-01
<b>Deadline tender answer:</b>	2025-05-15
<b>Deadline tender sample:</b>	2025-06-17
<b>Style and taste profile:</b>	We are looking for a red, fruity and balanced wine with a lower alcohol content.

### Product requirements:

<b>Price to consumer (SEK):</b>	750 ml: max 79 1 000 ml: max 99
<b>Alcohol level %:</b>	Max 8
<b>Country of origin:</b>	Australia, Chile or South Africa
<b>Type of product:</b>	Red wine
<b>Volume:</b>	750 or 1 000 ml
<b>Packaging:</b>	Lightweight bottle max 420 g, PET-bottle or paper packaging
<b>Vintage:</b>	2024 or younger, alternatively NV
<b>Available volume (liters):</b>	12 000
<b>Grape composition:</b>	Free of choice. Must be stated
<b>Residual sugar (g/l):</b>	Max 15
<b>Designation of origin:</b>	Must be stated
<b>EXW finished product:</b>	Up to 2,00 EUR / PCS
<b>EXW bulk:</b>	Up to N/A EUR / Liter

### PnL

Gross margin SE buildup PCS		RSP 69 SEK			RSP 79 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	1,50	EUR	58%	2,00	EUR	63%
Logistics inbound	Europa	0,19	EUR	8%	0,19	EUR	6%
Logistics SE		0,36	EUR	14%	0,36	EUR	11%
Marketing		0,13	EUR	5%	0,16	EUR	5%
Contributive margin		0,39	EUR	15%	0,48	EUR	15%
<b>Price to Systembolaget</b>		<b>2,57</b>	<b>EUR</b>		<b>3,18</b>	<b>EUR</b>	
Systembolaget margin		0,85	EUR		0,94	EUR	
Alk Tax + VAT		2,58	EUR		2,75	EUR	
<b>RSP</b>		<b>6,00</b>	<b>EUR</b>		<b>6,87</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.