

CALWINE

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

560-13 Spain, DO Monsant, sustainability certified. (B)

Range:	Fixed range 223 Stores
Launch date:	2026-09-01
Deadline tender answer:	2026-01-29
Deadline tender sample:	2026-03-03
Style and taste profile:	We are looking for a medium-bodied to full-bodied red wine with hints of red and dark berries and spices.

Product requirements:

Price to consumer (SEK):	139 – 159
Country of origin:	Spain
EU product category:	Wine from EU with protected origin denomination
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g
Vintage:	2023 or younger
Available volume (liters):	20 000 It is possible to offer 12 000 liters of the offered vintage provided that there are at least 17 000 liters available of the following vintage
Grape composition:	Must be stated.
Designation of origin :	DO Monsant
Method of aging:	Must be stated. Contact with oak chips or oak staves is not permitted
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. The controlling body and the certification must be clearly stated on the label/packaging.

EXW finished product: Up to 4,80 EUR / PCS

EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS	RSP 134 SEK			RSP 159 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	3,65	EUR	59%	4,80	EUR	61%
Logistics inbound	Europa	0,23	EUR	4%	0,23	EUR	3%
Logistics SE		0,67	EUR	11%	0,67	EUR	9%
Marketing		0,44	EUR	7%	0,55	EUR	7%
Contributive margin		1,25	EUR	20%	1,56	EUR	20%
Price to Systembolaget		6,23	EUR		7,82	EUR	
Systembolaget margin		1,49	EUR		1,73	EUR	
Alk Tax + VAT		4,45	EUR		4,91	EUR	
RSP		12,18	EUR		14,45	EUR	

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