

CALWINE

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

558-20 Chile, chardonnay, B-i-B sustainability certified (A)

Range:	Fixed range
Distribution:	Stores 240
Launch date:	2026-03-02
Deadline tender answer:	2025-08-24
Deadline tender sample:	2025-08-27
Style and taste profile:	We are looking for a fresh, fruity and grape typicity wine with a balanced oak character.

Product requirements:

Price to consumer (SEK):	1 500 ml: max 179 2 000 ml: max 239
Country of origin:	Chile
EU product category:	Wine from third country with geographical denomination.
Type of product:	White wine
Volume:	1 500 ml or 2 000 ml
Packaging:	Bag-in-Box
Vintage:	2024 or younger
Available volume (liters):	48 000
Grape composition:	100 % chardonnay
Designation of origin:	DO Cauquenes, DO Casablanca, DO Aconcagua or DO Coquimbo
Method of aging:	The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
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 5,20 EUR / PCS
EXW bulk:	Up to 1,00 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 199 SEK		RSP 239 SEK	
FOB oversea / FCA Europe	PCS / 3000 ml	3,15	EUR 64%	5,20	EUR 71%
Marketing		0,25	EUR 5%	0,37	EUR 5%
Contributive margin		0,49	EUR 10%	0,74	EUR 10%
Price to Systembolaget		4,93	EUR	7,36	EUR
Systembolaget margin		1,19	EUR	1,55	EUR
Alk Tax + VAT		11,18	EUR	11,87	EUR
RSP		17,30	EUR	20,78	EUR

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