

# CALWINE

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

## 551-38 Chile, Cabernet sauvignon (TSV)

**Assortment:** Temporary Assortment Volume  
**Launch date:** 2025-10-17  
**Deadline tender answer:** 2025-03-23  
**Deadline tender sample:** 2025-04-22  
**Competitive assessment:** Extended.  
**Style and taste profile:** We are looking for a grape typicity red wine with hints of blackcurrant, herbs and a balanced oak character.

### Product requirements:

**Price to consumer (SEK):** 169 - 179  
**Country of origin:** Chile  
**Volume:** 750 ml  
**Packaging:** Lighter glass bottle (max 420 g)  
**Vintage:** 2022  
**Available volume (units):** 6 000  
**Designation of origin:  
(as stated on packaging):** DO Cauquenes  
**Method of aging:** The wine must be fully or partially aged in oak barrels.

**EXW finished product:** Up to 3,40 USD / PCS  
**EXW bulk:** Up to N/A USD / Liter

### PnL

Gross margin SE buildup PCS		RSP 169 SEK			RSP 179 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	5,35	USD	60%	5,79	USD	61%
Logistics inbound	Overseas	0,28	USD	3%	0,28	USD	3%
Logistics SE		0,39	USD	4%	0,39	USD	4%
Marketing		0,62	USD	7%	0,67	USD	7%
Contributive margin		2,21	USD	25%	2,38	USD	25%
<b>Price to Systembolaget</b>		<b>8,85</b>	<b>USD</b>		<b>9,51</b>	<b>USD</b>	
Systembolaget margin		1,81	USD		1,91	USD	
Alk Tax + VAT		5,28	USD		5,47	USD	
<b>RSP</b>		<b>15,94</b>	<b>USD</b>		<b>16,89</b>	<b>USD</b>	

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