

CALWINE

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

561-4 Chile, pinot noir, sustainability certified (B)

Range: Fixed range 128 stores
Launch date: (YYMMDD) 2026-12-01
Deadline tender answer: 2026-02-19
Deadline tender sample: 2026-03-24
Style and taste profile: We are looking for a grape typicity, red wine with hints of spices, red berries and herbs. The wine should have hints of oak.

Product requirements:

Price to consumer (SEK): Max 129
Country of origin: Chile
EU product category: Wine from third country with geographical denomination.
Type of product: Red wine
Volume: 750 ml
Packaging: Lightweight bottle max 420 g or PET bottle
Vintage: 2025
Available volume (liters): 30 000
Grape composition: 100 % pinot noir
Designation of origin: DO Casablanca, DO Leyda, DO Limari and DO Elqui
Method of aging: The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves/oak chips.
Other requirements: On the label as well as in the offer stated producer must be certified in all areas (red, green and orange) according to Certified Sustainable Wine of Chile (<https://www.sustainable.cl>).
Please observe that only one product per producer can be offered.

EXW finished product: Up to 3,50 EUR / PCS

EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 119 SEK			RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,00	EUR	57%	3,50	EUR	59%
Logistics inbound	Overseas	0,45	EUR	9%	0,45	EUR	8%
Logistics SE		0,66	EUR	12%	0,66	EUR	11%
Marketing		0,37	EUR	7%	0,41	EUR	7%
Contributive margin		0,79	EUR	15%	0,89	EUR	15%
Price to Systembolaget		5,29	EUR		5,92	EUR	
Systembolaget margin		1,35	EUR		1,45	EUR	
Alk Tax + VAT		4,18	EUR		4,36	EUR	
RSP		10,82	EUR		11,73	EUR	

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