

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.