

CALWINE

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

497-4 Chile, carmenère or blend, B-i-B sustainability certified (A)

Distribution: 372 Stores
Launch date: 2025-12-01
Deadline tender answer: 2025-05-04
Deadline tender sample: 2025-05-07
Style and taste profile: We are looking for a fruity and full-flavored red wine with hints of black currants, herbs and a balanced oak character.

Product requirements:

Price to consumer (SEK): Max 189
Country of origin: Chile
EU product category: Wine from third country or Wine from third country with geographical denomination.
Type of product: Red wine
Volume: 2 000 ml
Packaging: Bag-in-Box or pouch
Vintage: 2024
Available volume (liters): 48 000
Grape composition (%): Single variety wine or blend of at least 50% carmenère. Other permitted grapes are carignan and cabernet sauvignon.

Designation of origin: Must be stated

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). The third party certification labeling must be clearly stated on the packaging. Information about and criteria for "Our most sustainable beverages", you can find here:

<https://leverantor.systembolaget.se/hallbarhet/hallbart-val/kriterier-for-hallbart-val>.

EXW finished product: Up to 4,40 EUR / PCS
EXW bulk: Up to 1,20 EUR per liter

PnL

Gross margin SE buildup PCS		RSP 159 SEK		RSP 189 SEK	
FOB oversea / FCA Europe	PCS / 2000 ml	2,85	EUR 60%	4,40	EUR 67%
Logistics inbound	Overseas	0,45	EUR 9%	0,45	EUR 7%
Logistics SE		0,72	EUR 15%	0,72	EUR 11%
Marketing		0,24	EUR 5%	0,33	EUR 5%
Contributive margin		0,47	EUR 10%	0,66	EUR 10%
Price to Systembolaget		4,75	EUR	6,57	EUR
Systembolaget margin		1,17	EUR	1,44	EUR
Alk Tax + VAT		7,91	EUR	8,43	EUR
RSP		13,83	EUR	16,43	EUR

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