

# CALWINE

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

## 560-31 France, white sparkling (B)

<b>Range:</b>	Fixed range 451 stores
<b>Launch date:</b> (YYMMDD)	2026-09-01
<b>Deadline tender answer:</b>	2026-01-22
<b>Deadline tender sample:</b>	2026-02-24
<b>Style and taste profile:</b>	We are looking for a modern and very fresh sparkling wine with hints of yellow apples, pears, biscuits, nougat, citrus and mineral.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 99
<b>Country of origin:</b>	France
<b>EU product category:</b>	Sparkling wine from EU or Quality sparkling wine from EU.
<b>Type of product:</b>	Sparkling wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Bottle max 580 g
<b>Vintage:</b>	2024 or 2025
<b>Available volume (liters):</b>	180 000
<b>Type of closure:</b>	Mushroom stopper (Champagne cork)
<b>Grape composition:</b>	Blend with at least 50% Chardonnay or at least 50% Chenin Blanc. Other grape varieties may be included in the blend.
<b>Residual sugar (g/l):</b>	Max 12
<b>Designation of origin:</b>	Vin de France or AOP of any Crémant free of choice
<b>Method of aging:</b>	The wine must have been fully or partially on its lees for at least 4 months.
<b>Other requirements:</b>	The wine must have undergone a second, carbonating, fermentation in tank or must have undergone a second, carbonating, fermentation in bottle. The term Brut must be clearly stated on the front label of the product. Please observe that only one product per producer can be offered, even if the stated producer is fully or partially listed as a subcontractor in another submitted offer by the same supplier.
<b>EXW finished product:</b>	Up to 2,75 EUR / PCS
<b>EXW bulk:</b>	Up to N/A EUR / Liter

### PnL

Gross margin SE buildup PCS	RSP 89 SEK			RSP 99 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	2,15	EUR	64%	2,75	EUR	68%
Logistics inbound	Europa	0,23	EUR	7%	0,23	EUR	6%
Logistics SE		0,66	EUR	19%	0,66	EUR	16%
Marketing		0,10	EUR	3%	0,12	EUR	3%
Contributive margin		0,24	EUR	7%	0,28	EUR	7%
Price to Systembolaget	3,39	EUR		4,02	EUR		
Systembolaget margin		1,07	EUR		1,16	EUR	
Alk Tax + VAT		3,64	EUR		3,82	EUR	
RSP	8,09	EUR		9,00	EUR		

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