

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)

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

Product requirements:

Price to consumer (SEK):	Max 99
Country of origin:	France
EU product category:	Sparkling wine from EU or Quality sparkling wine from EU.
Type of product:	Sparkling wine
Volume:	750 ml
Packaging:	Bottle max 580 g
Vintage:	2024 or 2025
Available volume (liters):	180 000
Type of closure:	Mushroom stopper (Champagne cork)
Grape composition:	Blend with at least 50% Chardonnay or at least 50% Chenin Blanc. Other grape varieties may be included in the blend.
Residual sugar (g/l):	Max 12
Designation of origin:	Vin de France or AOP of any Crémant free of choice
Method of aging:	The wine must have been fully or partially on its lees for at least 4 months.
Other requirements:	<p>The wine must have undergone a second, carbonating, fermentation in tank or must have undergone a second, carbonating, fermentation in bottle.</p> <p>The term Brut must be clearly stated on the front label of the product.</p> <p>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.</p>

EXW finished product: Up to 2,75 EUR / PCS

EXW bulk: 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.