

CALWINE

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

561-20 South Africa, chenin blanc, B-i-B, sustainability certified, PCF (A)

| | |
|--------------------------|---|
| Range: | Fixed range 353 stores |
| Launch date: (YYMMDD) | 2026-12-01 |
| Deadline tender answer: | 2026-06-21 |
| Deadline tender sample: | 2026-06-24 |
| Style and taste profile: | We are looking for a medium-bodied, fresh and fruity white wine with hints of pear, stone fruit, herbs, nuts and citrus. The wine may have hints of oak, but this is not a requirement. |

Product requirements:

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|---|--|
| Price to consumer (SEK): | Max 269 |
| Country of origin: | South Africa |
| EU product category: | Wine from third country with geographical denomination |
| Type of product: | White wine |
| Volume: | 3 000 ml |
| Packaging: | Bag-in-Box |
| Vintage: | 2026 |
| Available volume (liters): | 240 000 |
| Grape composition: | Minimum 85 % chenin blanc |
| Designation of origin: (as stated on packaging): | Coastal Region or to the underlying region/district. |
| Other requirements: | Offered product must either be ethically certified according to Fairtrade or Fair for Life, alternatively certified organic or IPW <i>in combination</i> with Wiet A or SMETA 4 pillar. The tender winner must report PCF – Product Carbon Footprint. Please observe that only one product per producer can be offered. |

EXW finished product: Up to 6,40 EUR / PCS

EXW bulk: Up to 1,40 EUR / Liter

PnL

| Gross margin SE buildup PCS | RSP 239 SEK | | RSP 269 SEK | |
|-----------------------------|---------------|------|-------------|--------------|
| FOB oversea / FCA Europe | PCS / 3000 ml | 4,85 | EUR 64% | 6,40 EUR 68% |
| Logistics inbound | Europa | 0,53 | EUR 7% | 0,53 EUR 6% |
| Logistics SE | | 0,93 | EUR 12% | 0,93 EUR 10% |
| Marketing | | 0,38 | EUR 5% | 0,48 EUR 5% |
| Contributive margin | | 0,91 | EUR 12% | 1,14 EUR 12% |
| Price to Systembolaget | 7,61 | EUR | 9,51 | EUR |
| Systembolaget margin | 1,70 | EUR | 1,99 | EUR |
| Alk Tax + VAT | 12,41 | EUR | 12,96 | EUR |
| RSP | 21,73 | EUR | 24,45 | EUR |

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