

# CALWINE

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

## 560-9 Italy, Chianti, sustainability certified (B)

<b>Range:</b>	Fixed range 205 stores
<b>Distribution:</b>	Standard 2CD 3CD, Premium 4CDE 5CDE (MT 78%, AB 205)
<b>Launch date: (YYMMDD)</b>	2026-09-01
<b>Deadline tender answer:</b>	2026-02-19
<b>Deadline tender sample:</b>	2026-03-24
<b>Style and taste profile:</b>	We are looking for a nuanced and fruity red wine with hints of dark cherries, raspberries, spices and herbs. The wine can have a balanced touch of oak, but this is not a requirement.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 159
<b>Country of origin:</b>	Italy
<b>EU product category:</b>	Wine from EU with protected origin denomination
<b>Type of product:</b>	Red wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Lightweight bottle max 420 g
<b>Vintage:</b>	2024 or younger
<b>Available volume (liters):</b>	30 000
<b>Residual sugar (g/l):</b>	Max 5
<b>Designation of origin:</b>	Chianti DOCG or Chianti Classico DOCG
<b>Other requirements:</b>	The product must meet the existing criteria for organic wine according to current EU legislation. The product must meet existing criteria for Equalitas or VIVA. Please observe that only one product per producer can be offered.
<b>EXW finished product:</b>	Up to 5,40 EUR / PCS
<b>EXW bulk:</b>	Up to N/A EUR / Liter

### PnL

<b>Gross margin SE buildup PCS</b>		<b>RSP 139 SEK</b>			<b>RSP 159 SEK</b>		
FOB oversea / FCA Europe	PCS / 750 ml	4,40	EUR	66%	5,40	EUR	69%
Logistics inbound	Europa	0,23	EUR	3%	0,23	EUR	3%
Logistics SE		0,66	EUR	10%	0,66	EUR	8%
Marketing		0,33	EUR	5%	0,39	EUR	5%
Contributive margin		0,98	EUR	15%	1,17	EUR	15%
<b>Price to Systembolaget</b>		<b>6,55</b>	<b>EUR</b>		<b>7,82</b>	<b>EUR</b>	
Systembolaget margin		1,54	EUR		1,73	EUR	
Alk Tax + VAT		4,54	EUR		4,91	EUR	
<b>RSP</b>		<b>12,64</b>	<b>EUR</b>		<b>14,45</b>	<b>EUR</b>	

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