

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

559-24 Italy, Garda, sparkling wine (B)

Distribution:	373 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-12-11
Deadline tender sample:	2026-01-13
Style and taste profile:	We are looking for a dry, fresh and fruity sparkling white wine with hints of green pear, apple and citrus.

Product requirements:

Price to consumer (SEK):	Max 99
Country of origin:	Italy
Type of product:	Sparkling wine
Volume:	750 ml
Packaging:	Lighter glass bottle max 580 g
Available volume (liters):	140 000
Type of closure:	Mushroom stopper (Champagne cork)
Grape composition:	Must be stated
Residual sugar (g/l):	Max 12
Designation of origin:	Garda DOC

Other requirements: The producer must meet existing criteria for Equalitas, VIVA or SQNPI.

On the packaging as well as in the offer stated producer must be a producer located in the offered origin.

Please observe that only one product per producer can be offered.

EXW finished product: Up to 2,70 EUR / PCS

EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,20	EUR	66%	2,70	EUR	68%
Logistics inbound	Europa	0,22	EUR	7%	0,22	EUR	6%
Logistics SE		0,63	EUR	19%	0,63	EUR	16%
Marketing		0,10	EUR	3%	0,12	EUR	3%
Contributive margin		0,17	EUR	5%	0,27	EUR	7%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

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