

CALWINE

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

497-24 Chile, sauvignon blanc, paper packaging, sustainability certified (B)

Distribution: 370 Stores
Launch date: 2025-12-01
Deadline tender answer: 2025-03-27
Deadline tender sample: 2025-04-29
Style and taste profile: We are looking for a fresh and grape typicity white wine.

Product requirements:

Price to consumer (SEK): Max 99
Country of origin: Chile
EU product category: Wine from third country or Wine from third country with geographical denomination.
Type of product: White wine
Volume: 1 000 ml
Packaging: Paper packaging
Vintage: 2024
Available volume (liters): 48 000
Grape composition (%): 100 % sauvignon blanc
Designation of origin: Must be stated
Other requirements: The offered product must meet Systembolaget's requirements for "Our most sustainable beverages", formerly Sustainable choice (environmental certification, packaging with a lower climate footprint, documented traceability and social responsibility). The third-party certification label must be clearly stated on the packaging.

EXW finished product: Up to 2,20 EUR / PCS
EXW bulk: Up to 1,20 EUR per liter

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 1000 ml	1,70	EUR	62%	2,20	EUR	67%
Logistics inbound	Overseas	0,26	EUR	9%	0,26	EUR	8%
Logistics SE		0,36	EUR	13%	0,36	EUR	11%
Marketing		0,14	EUR	5%	0,17	EUR	5%
Contributive margin		0,27	EUR	10%	0,34	EUR	10%
Price to Systembolaget		2,75	EUR		3,35	EUR	
Systembolaget margin		0,87	EUR		0,96	EUR	
Alk Tax + VAT		4,12	EUR		4,29	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.