

CALWINE

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

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

559-9 Spain, Utiel-Requena, sustainability certified (B)

Distribution:	304 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-10-30
Deadline tender sample:	2025-12-02
Style and taste profile:	We are looking for a red wine with hints of red and dark berries and herbs. The wine may have hints of oak, but it is not a requirement.

Product requirements:

Price to consumer (SEK):	99 - 109
Country of origin:	Spain
EU product category:	Wine from EU with protected origin denomination
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g
Vintage:	2023 or younger
Available volume (liters):	40 000
Grape composition:	Single variety wine from bobal or a grape blend with at least 80% bobal and the remaining part from syrah.
Designation of origin:	DO Utiel-Requena
Method of aging:	Must be stated
Other requirements:	The product must meet existing criteria for organic wine according to current EU legislation, and/or be certified by Fair'n Green, and/or be certified by Wineries for Climate protection. 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.

EXW finished product:	Up to 3,00 EUR / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 99 SEK			RSP 109 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,50	EUR	63%	3,00	EUR	66%
Logistics inbound	Europa	0,22	EUR	6%	0,22	EUR	5%
Logistics SE		0,63	EUR	16%	0,63	EUR	14%
Marketing		0,20	EUR	5%	0,23	EUR	5%
Contributive margin		0,39	EUR	10%	0,45	EUR	10%
Price to Systembolaget		3,91	EUR		4,52	EUR	
Systembolaget margin		1,04	EUR		1,13	EUR	
Alk Tax + VAT		3,65	EUR		3,82	EUR	
RSP		8,61	EUR		9,48	EUR	

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