

CALWINE

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

561-3 Chile, cabernet sauvignon, sustainability certified, PCF (B)

Range:	Fixed range 223 Stores
Launch date: (YYMMDD)	2026-12-01
Deadline tender answer:	2026-02-12
Deadline tender sample:	2026-03-17
Style and taste profile:	We are looking for a modern, very fruity red wine with hints of blackcurrant and oak.

Product requirements:

Price to consumer (SEK):	89
Country of origin:	Chile
EU product category:	Wine from third country or Wine from third country with geographical denomination.
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g or PET bottle
Vintage:	2025
Available volume (liters):	48 000
Grape composition:	Minimum 85 % cabernet sauvignon
Designation of origin:	Must be stated
Method of aging:	The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves/oak chips.
Other requirements:	On the label as well as in the offer stated producer must be certified in all areas (red, green and orange) according to Certified Sustainable Wine of Chile (https://www.sustainable.cl). 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 1,80 EUR / PCS

EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS	RSP 84 SEK	RSP 89 SEK
FOB oversea / FCA Europe	PCS / 750 ml	1,50 EUR 49%
Logistics inbound	Overseas	0,45 EUR 15%
Logistics SE		0,66 EUR 21%
Marketing		0,15 EUR 5%
Contributive margin		0,31 EUR 10%
Price to Systembolaget	3,07 EUR	3,39 EUR
Systembolaget margin	1,02 EUR	1,07 EUR
Alk Tax + VAT	3,54 EUR	3,64 EUR
RSP	7,64 EUR	8,09 EUR

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