

# CALWINE

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

## 407-25 Chile, chardonnay, BiB, sustainability certification (A)

**Launch date:** 2024-12-02  
**Deadline tender answer:** 2024-05-12  
**Deadline tender sample:** 2024-05-15  
**Style and taste profile:** We are looking for a tasty and fruity white wine with clear barrel character.

### Product requirements:

**Price to consumer (SEK):** Max 269  
**EXW:** Up to 7,40 USD/PCS  
**EXW bulk:** Up to 1,60 USD per liter.  
**Country of origin:** Chile  
**EU product category:** Wine from a third country or Wine from a third country with a geographical indication.  
**Type of product:** White wine  
**Volume:** 3000 ml  
**Packaging:** Bag-in-Box  
**Vintage:** 2023  
**Available volume (liters):** 216 000. At least 72,000 liters can be offered provided that there will be at least 144,000 liters of the following vintage.  
**Grape composition (%):** Minimum 85% chardonnay  
**Designation of origin:** Must be stated.  
**Storage method:** **The wine must have been fully or partially stored in oak barrels or in contact with oak chips/sticks.**  
**Other requirements:** The product must meet existing criteria for organic wine according to current EU legislation. The control body and that the wine is organic must be clearly stated on the label/packaging.  
And/or the product must be certified by Fairtrade or IMO-Fair for life as fair trade, which means that the wine must have a valid Fairtrade certificate or a valid certificate for Fair for life from IMO. A label for fair trade must clearly appear on the packaging.  
And/or the producer indicated on the label and in the quote must be certified in all areas (red, green and orange) according to Certified Sustainable Wine of Chile ( [www.sustentavid.org](http://www.sustentavid.org)).

### PnL

Gross margin SE buildup PCS		RSP 249 SEK			RSP 269 SEK		
FOB oversea / FCA Europe	PCS / 3000 ml	6,26	USD	70%	7,41	USD	72%
Logistics inbound	Overseas	0,50	USD	6%	0,50	USD	5%
Logistics SE		0,80	USD	9%	0,80	USD	8%
Marketing		0,44	USD	5%	0,51	USD	5%
Contributive margin		0,89	USD	10%	1,02	USD	10%
<b>Price to Systembolaget</b>		<b>8,89</b>	<b>USD</b>		<b>10,25</b>	<b>USD</b>	
Systembolaget margin		1,83	USD		2,03	USD	
Alk Tax + VAT		13,45	USD		13,84	USD	
<b>RSP</b>		<b>24,17</b>	<b>USD</b>		<b>26,12</b>	<b>USD</b>	

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