

# CALWINE

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

## 558-3 Chile, cabernet sauvignon, pouch, sustainability certified (A)

<b>Range:</b>	Fixed range
<b>Distribution:</b>	Stores 447
<b>Launch date:</b>	2026-03-02
<b>Deadline tender answer:</b>	2025-08-10
<b>Deadline tender sample:</b>	2025-08-13
<b>Style and taste profile:</b>	We are looking for a fruity, full-flavored and grape typicality red wine with hints of blackcurrant, herbs and a balanced oak character.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 99 / liter
<b>Country of origin:</b>	Chile
<b>EU product category:</b>	Wine from third country or Wine from third country with geographical denomination.
<b>Type of product:</b>	Red wine
<b>Volume:</b>	1 500 ml or 2 000 ml
<b>Packaging:</b>	Pouch
<b>Vintage:</b>	2025
<b>Available volume (liters):</b>	48 000
<b>Grape composition:</b>	Minimum 85 % cabernet sauvignon
<b>Designation of origin:</b>	Must be stated.
<b>Method of aging:</b>	The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
<b>Other requirements:</b>	Offered product must meet all criteria for "Our most sustainable beverages", formerly Sustainable Choice (environmental certification, packaging with a lower climate footprint, documented traceability and social responsibility).
<b>EXW finished product:</b>	Up to 5,75 USD / PCS
<b>EXW bulk:</b>	Up to 1,40 USD / Liter

### PnL

Gross margin SE buildup PCS		RSP 159 SEK		RSP 199 SEK	
FOB oversea / FCA Europe	PCS / 2000 ml	3,50	USD 68%	5,75	USD 74%
Logistics inbound	Overseas	0,32	USD 6%	0,32	USD 4%
Logistics SE		0,53	USD 10%	0,53	USD 7%
Marketing		0,26	USD 5%	0,39	USD 5%
Contributive margin		0,52	USD 10%	0,78	USD 10%
<b>Price to Systembolaget</b>		<b>5,15</b>	<b>USD</b>	<b>7,78</b>	<b>USD</b>
Systembolaget margin		1,27	USD	1,65	USD
Alk Tax + VAT		8,58	USD	9,34	USD
<b>RSP</b>		<b>15,00</b>	<b>USD</b>	<b>18,77</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.