

CALWINE

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

494-27 France, Champagne, sustainability certification

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|---------------------------------|--|
| Range: | Fixed assortment |
| Launch date: | 2025-03-01 |
| Deadline tender answer: | 2024-09-19 |
| Deadline tender sample: | 2024-10-22 |
| Style and taste profile: | We are looking for a dry, tasty and very fresh wine with element of roasted bread, citrus, mineral and nougat. |
| Other: | The term Brut or Extra-Brut must appear on the product's front or back label. The product must meet existing criteria for either organic wine according to current EU legislation or for the certification Haute Valeur Environnementale (HVE) level 3, Vignerons Engagés (VE) or Terra Vitis (TV). The control body and that the wine is organic or certified as above must be clearly stated on the label/packaging. |

Product requirements:

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|-----------------------------------|------------------------|
| Price to consumer (SEK): | Max 499 |
| Country of origin: | France |
| Type of product: | Sparkling wine |
| Volume: | 750 ml |
| Packaging: | Champagne bottle |
| Type of closure: | Mushroom stopper |
| Vintage: | NV or optional vintage |
| Available volume (liters): | 15 000 |
| Grape composition (%): | Must be specified |
| Storage method: | Must be specified. |
| Designation of origin: | AOP Champagne |
| EXW finished product: | Up to 21,40 EUR / PCS |

PnL

| Gross margin SE buildup PCS | | RSP 399 SEK | | | RSP 499 SEK | | |
|-------------------------------|--------------|--------------|------------|-----|--------------|------------|-----|
| FOB oversea / FCA Europe | PCS / 750 ml | 16,70 | EUR | 75% | 21,40 | EUR | 76% |
| Logistics inbound | Europa | 0,19 | EUR | 1% | 0,19 | EUR | 1% |
| Logistics SE | | 0,36 | EUR | 2% | 0,36 | EUR | 1% |
| Marketing | | 1,55 | EUR | 7% | 1,97 | EUR | 7% |
| Contributive margin | | 3,32 | EUR | 15% | 4,23 | EUR | 15% |
| Price to Systembolaget | | 22,11 | EUR | | 28,17 | EUR | |
| Systembolaget margin | | 3,72 | EUR | | 4,61 | EUR | |
| Alk Tax + VAT | | 8,87 | EUR | | 10,61 | EUR | |
| RSP | | 34,70 | EUR | | 43,39 | EUR | |

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