

# CALWINE

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

## 495-2 Chile, carmenère (B)

<b>Range:</b>	Fixed range
<b>Launch date:</b>	2025-06-02
<b>Deadline tender answer:</b>	2024-11-07
<b>Deadline tender sample:</b>	2024-12-10
<b>Style and taste profile:</b>	We are looking for a grape and typical of origin red wine with integrated barrel character.
<b>Other:</b>	The product must meet existing criteria for organic wine according to current EU legislation and/or the product must be certified of Fairtrade or IMO-Fair for life as fair trade, which means that the wine must have a valid Fairtrade certificate or valid certificate for Fair for life from IMO.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 129
<b>Country of origin:</b>	Chile
<b>Type of product:</b>	Red wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Lightweight bottle max 420 g
<b>Vintage:</b>	2023 or younger
<b>Available volume (liters):</b>	48 000
<b>Grape composition (%):</b>	Min 85% carmenère.
<b>Storage method:</b>	The wine must completely or partly been stored in oak barrel
<b>Residual sugar (g/l):</b>	N/A
<b>Designation of origin (as stated on packaging):</b>	DO Maule, DO Colchagua or DO Peumo
<b>EXW finished product:</b>	Up to 4,30 USD / PCS
<b>EXW bulk:</b>	N/A

### PnL

Gross margin SE buildup PCS		RSP 119 SEK			RSP 129 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,80	USD	68%	4,30	USD	69%
Logistics inbound	Overseas	0,28	USD	5%	0,28	USD	5%
Logistics SE		0,39	USD	7%	0,39	USD	6%
Marketing		0,39	USD	7%	0,44	USD	7%
Contributive margin		0,72	USD	13%	0,81	USD	13%
<b>Price to Systembolaget</b>		<b>5,56</b>	<b>USD</b>		<b>6,22</b>	<b>USD</b>	
Systembolaget margin		1,33	USD		1,42	USD	
Alk Tax + VAT		4,34	USD		4,53	USD	
<b>RSP</b>		<b>11,23</b>	<b>USD</b>		<b>12,17</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.