

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

561-57 New Zealand, Marlborough, sparkling wine, sustainability certified (B)

Range: Fixed range 451 stores
Launch date: (YYMMDD) 2026-12-01
Deadline tender answer: 2026-01-15
Deadline tender sample: 2026-02-17
Style and taste profile: We are looking for a fresh, fruity & aromatic white sparkling wine with hints of gooseberries, pears, stone fruit, herbs and citrus.

Product requirements:

Price to consumer (SEK): Max 139
Country of origin: New Zealand
EU product category: Quality sparkling wine from third country.
Type of product: Sparkling wine
Volume: 750 ml
Packaging: Bottle (max 625 gram)
Vintage: 2025
Available volume (liters): 100 000
 It is possible to offer 50 000 liters of the 2025 vintage provided that there will be at least 70 000 liters of the following vintage.
Grape composition: Minimum 85 % sauvignon blanc
Designation of origin: Marlborough
Other requirements: The product must meet existing criteria for organic wine according to current EU legislation, alternatively be certified in accordance with the Sustainable Winegrowing New Zealand certification program (SWNZ). The wine must be made according to the charmat/tank method/cuve close.
 On the packaging as well as in the offer stated producer must be a property located in the offered origin.
 Please observe that only one product per producer can be offered.

EXW finished product: Up to 4,20 EUR / PCS

EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 139 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,65	EUR	61%	4,20	EUR	63%
Logistics inbound	Overseas	0,45	EUR	8%	0,45	EUR	7%
Logistics SE		0,66	EUR	11%	0,66	EUR	10%
Marketing		0,30	EUR	5%	0,33	EUR	5%
Contributive margin		0,89	EUR	15%	0,98	EUR	15%
Price to Systembolaget		5,92	EUR		6,55	EUR	
Systembolaget margin		1,45	EUR		1,54	EUR	
Alk Tax + VAT		4,36	EUR		4,54	EUR	
RSP		11,73	EUR		12,64	EUR	

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