

CALWINE

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

497-21 France, Cotes de Gascogne, sustainability certified (A)

Range:	Fixed range
Distribution:	Stpres 447
Launch date:	2025-12-01
Deadline tender answer:	2025-06-22
Deadline tender sample:	2025-06-25
Style and taste profile:	We are looking for a dry, very fresh and slightly aromatic wine with hints of yellow stone fruit, lime, fresh herbs and oak. The wine should have a creamy structure.

Product requirements:

Price to consumer (SEK):	Max 229
Country of origin:	France
EU product category:	Wine from EU with protected geographic denomination
Type of product:	White wine
Volume:	3 000 ml
Packaging:	Bag-in-Box
Vintage:	2024
Available volume (liters):	240 000
Grape composition:	A blend of at least three grape varieties, with a minimum of 70% gros manseng. Other permitted grape varieties are colombard, petit corbu, petit manseng, ugni blanc or arrufiac. No grape variety may be included with less than 5%.
Residual sugar (g/l):	Max 5
Designation of origin:	IGP Côtes de Gascogne
Method of aging:	Must be stated.
Other requirements:	The product must meet the existing criteria for organic wine according to current EU legislation and/or for the Haute Valeur Environnementale (HVE) level 3 certification, and/or Vignerons Engagés (VE) and/or Terra Vitis (TV).
EXW finished product:	Up to 4,70 EUR / PCS
EXW bulk:	Up to 0,95 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 199 SEK		RSP 229 SEK	
FOB oversea / FCA Europe	PCS / 3000 ml	3,15	EUR 64%	4,70	EUR 69%
Logistics inbound	Europa	0,33	EUR 7%	0,33	EUR 5%
Logistics SE		0,72	EUR 15%	0,72	EUR 11%
Marketing		0,25	EUR 5%	0,34	EUR 5%
Contributive margin		0,49	EUR 10%	0,68	EUR 10%
Price to Systembolaget		4,93	EUR	6,75	EUR
Systembolaget margin		1,19	EUR	1,46	EUR
Alk Tax + VAT		11,18	EUR	11,70	EUR
RSP		17,30	EUR	19,91	EUR

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