

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

559-28 Portugal, Lisboa, rosé wine, sustainability certified (B)

Distribution:	380 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-12-18
Deadline tender sample:	2026-01-20
Style and taste profile:	We are looking for a fresh, light pink rosé wine with hints of red berries, herbs and citrus.

Product requirements:

Price to consumer (SEK):	Max 99
Country of origin:	Portugal
EU product category:	Wine from EU with protected geographical denomination
Type of product:	Rosé wine
Volume:	750 ml
Packaging:	Light weight bottle max 420 g or PET-bottle
Vintage:	2025
Available volume (liters):	40 000
Grape composition (%):	Free of choice. Must be stated.
Designation of origin:	VR Lisboa

Other requirements: The product must meet the existing criteria for organic wine according to current EU legislation. And/or the product must be certified by Fair'n Green, which means that the wine must have a valid Fair'n Green certificate. And/or certified with the National Reference for Sustainability Certification in the Wine Sector.

Please observe that only one product per producer can be offered.

EXW finished product:	Up to 2,10 EUR / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	1,65	EUR	49%	2,10	EUR	53%
Logistics inbound	Europa	0,22	EUR	7%	0,22	EUR	6%
Logistics SE		0,63	EUR	19%	0,63	EUR	16%
Marketing		0,17	EUR	5%	0,20	EUR	5%
Contributive margin		0,66	EUR	20%	0,78	EUR	20%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

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