

# CALWINE

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

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

## 560-14 South Africa, Stellenbosch, red wine, grape blend (B)

|                                 |                                                                                                                                                       |
|---------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Distribution:</b>            | 314 stores                                                                                                                                            |
| <b>Launch date:</b>             | 2026-09-01                                                                                                                                            |
| <b>Deadline tender answer:</b>  | 2026-02-19                                                                                                                                            |
| <b>Deadline tender sample:</b>  | 2026-03-24                                                                                                                                            |
| <b>Style and taste profile:</b> | We are looking for a nuanced, fruity and full-flavored wine with oak character and hints of dark and red berries, plums, spices, chocolate and herbs. |

### Product requirements:

|                                   |                                                                                                                                                                                                                                                                             |
|-----------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Price to consumer (SEK):</b>   | Max 149                                                                                                                                                                                                                                                                     |
| <b>Country of origin:</b>         | South Africa                                                                                                                                                                                                                                                                |
| <b>Type of product:</b>           | Red wine                                                                                                                                                                                                                                                                    |
| <b>Volume:</b>                    | 750 ml                                                                                                                                                                                                                                                                      |
| <b>Packaging:</b>                 | Bottle max 550 gr                                                                                                                                                                                                                                                           |
| <b>Vintage:</b>                   | 2024 or 2025                                                                                                                                                                                                                                                                |
| <b>Available volume (liters):</b> | 48 000                                                                                                                                                                                                                                                                      |
| <b>Grape composition:</b>         | A blend of at least three grape varieties, with cabernet sauvignon making up the majority, but not to more than 80%. Other permitted grape varieties are cinsault, shiraz/syrah, cabernet franc, merlot, petit verdot and malbec. No other grape varieties may be included. |
| <b>Designation of origin:</b>     | Stellenbosch                                                                                                                                                                                                                                                                |
| <b>Method of aging:</b>           | The wine must have been fully or partially aged in oak barrels (not chips/staves) with a volume of maximum 500 liters for at least 9 months.                                                                                                                                |
| <b>Other requirements:</b>        | On the packaging as well as in the offer stated producer must be a producer located in offered origin.<br>Please observe that only one product per producer can be offered.                                                                                                 |

|                              |                      |
|------------------------------|----------------------|
| <b>EXW finished product:</b> | Up to 4,35 EUR / PCS |
| <b>EXW bulk:</b>             | N/A                  |

### PnL

| Gross margin SE buildup PCS   |              | RSP 129 SEK  |            |     |  | RSP 149 SEK  |            |     |  |
|-------------------------------|--------------|--------------|------------|-----|--|--------------|------------|-----|--|
| FOB oversea / FCA Europe      | PCS / 750 ml | 3,40         | EUR        | 59% |  | 4,35         | EUR        | 62% |  |
| Logistics inbound             | Overseas     | 0,43         | EUR        | 8%  |  | 0,43         | EUR        | 6%  |  |
| Logistics SE                  |              | 0,64         | EUR        | 11% |  | 0,64         | EUR        | 9%  |  |
| Marketing                     |              | 0,40         | EUR        | 7%  |  | 0,49         | EUR        | 7%  |  |
| Contributive margin           |              | 0,86         | EUR        | 15% |  | 1,04         | EUR        | 15% |  |
| <b>Price to Systembolaget</b> |              | <b>5,73</b>  | <b>EUR</b> |     |  | <b>6,95</b>  | <b>EUR</b> |     |  |
| Systembolaget margin          |              | 1,31         | EUR        |     |  | 1,49         | EUR        |     |  |
| Alk Tax + VAT                 |              | 4,17         | EUR        |     |  | 4,52         | EUR        |     |  |
| <b>RSP</b>                    |              | <b>11,22</b> | <b>EUR</b> |     |  | <b>12,96</b> | <b>EUR</b> |     |  |

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