

CALWINE

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

494-25 Chile, Elquí Valley, sparkling, muscat (B)

Launch date:	2025-03-01
Deadline tender answer:	2024-08-01
Deadline tender sample:	2024-09-03
Style and taste profile:	We are looking for a fresh and fruity sparkling white wine with hints of peach, red apples and white flowers.
Other:	Please note that when tender samples are requested, three (3) bottles must be handed in for sparkling wine.

Product requirements:

Price to consumer (SEK):	Max 119
Country of origin:	Chile
EU product category:	Sparkling wine with added carbon dioxide from a third country, Sparkling wine from a third country or Quality sparkling wine from a third country.
Type of product:	Sparkling wine
Volume:	750 ml
Packaging:	Bottle
Vintage:	NV
Available volume (liters):	96 000
Type of closure:	Mushroom stopper (Champagne cork)
Grape composition (%):	Minimum 85 % muscat
Residual sugar (g/l):	Max 12
Designation of origin	DO Elqui Valley
EXW finished product:	Up to 3,80 USD / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,25	USD	66%	3,80	USD	67%
Logistics inbound	Overseas	0,27	USD	5%	0,27	USD	5%
Logistics SE		0,35	USD	7%	0,35	USD	6%
Marketing		0,35	USD	7%	0,39	USD	7%
Contributive margin		0,74	USD	15%	0,84	USD	15%
Price to Systembolaget		4,95	USD		5,61	USD	
Systembolaget margin		1,24	USD		1,34	USD	
Alk Tax + VAT		4,19	USD		4,38	USD	
RSP		10,38	USD		11,33	USD	

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