

CALWINE

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

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

559-21 Croatia, Graševina (B)

Distribution: 80 stores
Launch date: 2026-06-01
Deadline tender answer: 2025-10-23
Deadline tender sample: 2025-11-25
Style and taste profile: We are looking for a dry, fresh and youthful wine with hints of apple, citrus and white flowers. The wine may have hints of oak but this is not a requirement

Product requirements:

Price to consumer (SEK): Max 119
Country of origin: Croatia
EU product category: Wine from EU with protected origin denomination
Type of product: White wine
Volume: 750 ml
Packaging: Lightweight bottle max 420 g or PET-bottle
Vintage: 2025
Available volume (liters): 10 000
Grape composition: 100 % graševina
Residual sugar (g/l): Max 4
Designation of origin: Must be stated
Method of aging: Must be stated
Other requirements: Please observe that only one product per producer can be offered.

EXW finished product: Up to 2,90 EUR / PCS

EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,45	EUR	54%	2,90	EUR	56%
Logistics inbound	Europa	0,22	EUR	5%	0,22	EUR	4%
Logistics SE		0,63	EUR	14%	0,63	EUR	12%
Marketing		0,32	EUR	7%	0,36	EUR	7%
Contributive margin		0,90	EUR	20%	1,03	EUR	20%
Price to Systembolaget		4,52	EUR		5,13	EUR	
Systembolaget margin		1,13	EUR		1,22	EUR	
Alk Tax + VAT		3,82	EUR		4,00	EUR	
RSP		9,48	EUR		10,35	EUR	

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