

# CALWINE

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

## 560-21 France, Bordeaux, B-i-B (A)

**Range:** Fixed range 379 stores  
**Launch date:** 2026-09-01  
**Deadline tender answer:** 2026-02-15  
**Deadline tender sample:** 2026-02-18  
**Style and taste profile:** We are looking for a dry, very fresh and nuanced wine with hints of blackcurrant leaves, gooseberries, citrus, nuts, herbs and a distinct oak character.

### Product requirements:

**Price to consumer (SEK):** Max 199  
**Country of origin:** France  
**EU product category:** Wine from EU with protected origin denomination  
**Type of product:** White wine  
**Volume:** 1 500 ml  
**Packaging:** Bag-in-Box  
**Vintage:** 2024 or 2025  
**Available volume (liters):** 72 000  
**Grape composition:** Single variety wine made from sauvignon blanc or a blend of sauvignon blanc and semillon  
**Designation of origin:** AOP Bordeaux blanc  
**Method of aging:** The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves/oak chips.  
**Other requirements:** On the packaging as well as in the offer stated producer must be a producer located in the offered origin.  
Please observe that only one product per producer can be offered, even if the stated producer is fully or partially listed as a subcontractor in another submitted offer by the same supplier.

**EXW finished product:** Up to 4,60 EUR / PCS

**EXW bulk:** Up to 1,75 EUR / Liter

### PnL

Gross margin SE buildup PCS		RSP 179 SEK			RSP 199 SEK		
FOB oversea / FCA Europe	PCS / 1500 ml	3,80	EUR	52%	4,60	EUR	54%
Logistics inbound	Europa	0,53	EUR	7%	0,53	EUR	6%
Logistics SE		0,67	EUR	9%	0,67	EUR	8%
Marketing		0,51	EUR	7%	0,60	EUR	7%
Contributive margin		1,83	EUR	25%	2,15	EUR	25%
<b>Price to Systembolaget</b>		<b>7,33</b>	<b>EUR</b>		<b>8,59</b>	<b>EUR</b>	
Systembolaget margin		1,66	EUR		1,85	EUR	
Alk Tax + VAT		7,29	EUR		7,65	EUR	
<b>RSP</b>		<b>16,27</b>	<b>EUR</b>		<b>18,09</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.