

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%
Price to Systembolaget		7,33	EUR	8,59	EUR		
Systembolaget margin		1,66	EUR		1,85	EUR	
Alk Tax + VAT		7,29	EUR		7,65	EUR	
RSP		16,27	EUR	18,09	EUR		

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