

CALWINE

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

497-29 Spain, sparkling (B)

Range:	Fixed range
Distribution:	Stores AB 447
Launch date:	2025-12-01
Deadline tender answer:	2025-07-10
Deadline tender sample:	2025-08-12
Style and taste profile:	We are looking for a fresh and fruity sparkling wine

Product requirements:

Price to consumer (SEK):	Max 99
Alcohol level %	8,5 – 9,5
Country of origin:	Spain
EU product category:	Quality sparkling wine from EU
Type of product:	Sparkling wine
Volume:	750 ml
Packaging:	Glass bottle max 580 g
Vintage:	Must be stated, or NV,
Available volume (liters):	200 000
Type of closure:	Mushroom stopper (Champagne cork)
Grape composition:	The following grape varieties may be included in the sparkling wine: macabeo, parellada, xarel-lo, chardonnay and pinot noir.
Residual sugar (g/l):	Max 25
Designation of origin (as stated on packaging):	Must be stated
Other requirements:	The base wine can not be diluted with water. Please observe that only one product per producer can be offered.
EXW finished product:	Up to 2,80 EUR / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,30	EUR	68%	2,80	EUR	71%
Logistics inbound	Europa	0,19	EUR	6%	0,19	EUR	5%
Logistics SE		0,36	EUR	11%	0,36	EUR	9%
Marketing		0,17	EUR	5%	0,20	EUR	5%
Contributive margin		0,33	EUR	10%	0,39	EUR	10%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

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