

internal

BUSINESS PLAN NYF COMEX 2025



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1. WHO WE ARE – OUR STORY

We are leaders in connecting boutique wines from small and medium-sized Argentine wineries with international markets seeking exclusivity and quality. We specialize in the export of Argentine wines, bringing the best of our land to consumers around the world. With an agile, safe and responsible vision, we work with passion to guarantee exceptional service to each of our clients. Our commitment is to boost your business, bringing the unique flavors of Argentina closer so that you can market them successfully.





Experience

Rebuffo & CIA SC (15 Years)
Finance Business Manager
Key Account Manager

NYF COMEX SRL (Founded in 2016)
Founding Majority Partner
General Manager



1. WHO WE ARE - BACKGROUND

Matías Nastasi

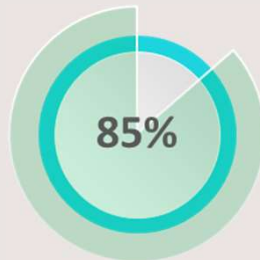
I had the great opportunity to develop from the beginning of my professional career in a leading Customs Firm in the field of Foreign Trade and actively interact with large national and multinational companies, mainly in the electronics industry, consumer products, machinery and technology, with great experience in the entire international and local logistics chain.



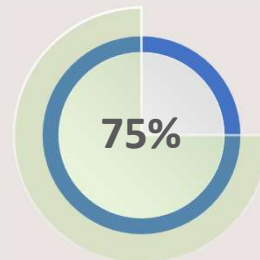
Know How Logistics
Local/Internacional



Customs
Standardization
and Regulations



Business
Acumen



Strategic
Planning



Experience

- DSM - Firmenich: (5 Years)**
Global Customer Experience Sr. Director
- Mars Inc: (7 Years)**
Regional Supply Chain Director Southern Cone
Logistics Manager Southern Cone
Manufacture & Engineering Manager Southern Cone
- Unilever: (3 Years)**
Plant Manager
Project Engineer



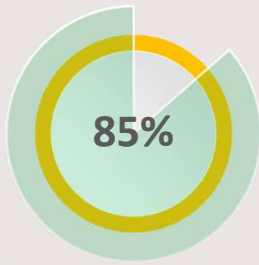
1. WHO WE ARE - BACKGROUND

Tomás Mühlich

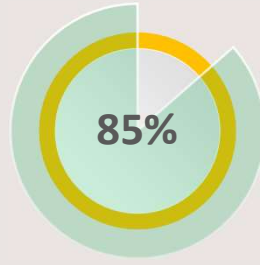
I had the greatest opportunity to develop from the beginning, in large companies, mainly in the Food and Technology industry, with great experiences throughout the Supply Chain. I define myself as a responsible, committed, proactive and passionate person about what I do. Additionally, I have very good interpersonal management skills, which has allowed me to develop strong leadership skills.



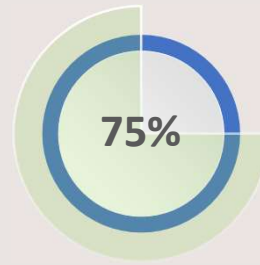
E2E Supply Chain



Project Management



Food & Beverages Industries



Business Acumen



2. VISION & MISION

Vision

To be the global reference company in the marketing of Argentine boutique wines, standing out for our ability to manage the entire value chain, from production to international distribution. Our goal is to promote the recognition of Argentine viticulture worldwide, offering an efficient logistics service that allows our wines to reach the most demanding markets quickly, safely and with the highest quality standard.

Mision

Connecting the world with the best of Argentine boutique wine, offering a comprehensive end-to-end marketing service. We specialize in selecting, distributing and managing the logistics of high-quality wines, guaranteeing an agile and efficient experience for both producers and our international clients. Through our experience in foreign trade and logistics chain, we seek to simplify and optimize the process of bringing Argentine wine to new markets.

Trust and Integrity
Proactivity
Flexibility
Agility



3. BUSINESS PLAN

Building a network with select Argentine wine producers towards New Commercial Exploitation Markets. Facilitate the trade of Argentine products through our network in China, USA (California), Spain and Germany, where we have top-level Winemakers to facilitate the introduction of the product to the market. We act as Brokers, Facilitators and/or Buyers





5. WINE PORTFOLIO

General Portfolio insights



Northwest

Specifically in the provinces of Salta, Catamarca and La Rioja, unique and high-quality grape varieties are grown. Some of the most outstanding varieties in the region are **Torrontés, Malbec, Cabernet Sauvignon, Tannat and Syrah**. These grapes are characterized by their intense Flavour and fruity aromas.

Cuyo:

It includes the provinces of Mendoza, San Juan and San Luis, where a wide variety of grapes are grown that are recognized worldwide for the quality of the wines they produce. Some of the most outstanding varieties from this region are **Malbec, Cabernet Sauvignon, Merlot, Syrah and Bonarda**. These grapes are characterized by their intensity of Flavour, their fruity aromas and their ability to express the terroir of the region.

Patagonia:

The Patagonia region, particularly Neuquén, Río Negro and Chubut, is noted for its production of high-quality wines due to its cool climate and diverse soils. The most important varietal grapes grown in this region include **Pinot Noir, Merlot, Cabernet Sauvignon and Malbec**. Pinot Noir as a pioneer is characterized by its elegance, freshness and notes of red fruits and spices.



5. WINE PORTFOLIO

Region – Northwest (Recommended)

GRAN VINO – CABERNET SAUVIGNON



Aged in French oak barrels for 12 months. High concentration of green peppers, cinnamon and mint. Deep red in colour. The vanilla sensation and round tannins complete a complex and elegant wine.



Red



Cabernet Sauvignon



Valle del Chañarmuyo, La Rioja, Argentina

GRAN VINO – MALBEC



Aged in French oak barrels for 12 months. Its time in wood combines the presence of fruits such as ripe cherries and plums with smoked, roasted and a hint of coffee. Intense and with soft tannins.



Red



Malbec



Valle del Chañarmuyo, La Rioja, Argentina



92 Points James Suckling
90 Points Tim Aktin





5. WINE PORTFOLIO

Region – Northwest (Recommended)

GRAN VINO – TANNAT



Aged in French oak barrels for 12 months. Black fruits and quince stand out. Its ageing in oak and its varietal typicality make it one of the best Tannat from Argentina. Well-present and balanced tannins.



Red



Tannat



Valle del Chañarmuyo, La Rioja, Argentina

GRAN VINO – CABERNET FRANC



Aged in French oak barrels for 12 months. Deep red in colour and great varietal typicality. Presence of black pepper, a spicy and mentholated touch. Dedicated tannins complete a great wine.



Red



Cabernet Franc



Valle del Chañarmuyo, La Rioja, Argentina



91 Points James Suckling
93 Points Tim Aktin





5. WINE PORTFOLIO

Region – Northwest

CLASICO - MALBEC



Aged in French oak barrels for 8 months. Ruby red in colour, with soft aromas of red fruits. Floral with notes of violets and mint.



Red



Malbec



Valle del Chañarmuyo, La Rioja, Argentina

CLASICO - CABERNET FRANC/SAUVIGNON



30% aged in French oak barrels. Perfectly blends the characteristics of the two varieties. Soft sensation of red peppers and pepper.



Red



Cabernet Franc/Cabernet Sauvignon



Valle del Chañarmuyo, La Rioja, Argentina



91 Points James Suckling
90 Points Tim Aktin





5. WINE PORTFOLIO

Region – Northwest

CLASICO – CHARDONNAY



Pale yellow with greenish hues. Good acidity and balanced. Clear presence of tropical fruits and predominance of citrus notes. Notes of tropical fruits such as pineapple, banana and green apple.



White



Chardonnay



Valle del Chañarmuyo, La Rioja, Argentina



Screw cap

CLASICO – ROSADO



Light, pale pink in colour. With an elegant bouquet of red and white fruits. Good balance and complexity.



Rosé



Syrah/Viognier



Valle del Chañarmuyo, La Rioja, Argentina



Screw cap





5. WINE PORTFOLIO

Region – Northwest

VIÑA PROVIDENCIA – MALBEC



Aged in French oak barrels for 18 months. Marked minerality, floral aromas, fruity, with personality and a persistent finish. Very good acidity.



Red



Malbec



Valle del Chañarmuyo, La Rioja, Argentina



90 Points Tim Aktin

VIÑA PROVIDENCIA – RED BLEND



14 months in French oak barrels of first, second and third use. A complex wine that expresses itself in an interesting way, with a complex, spicy nose, sweet and silky tannins with some saline characteristics. Well-marked, pleasant pyrazine. Quince and black fruits.



Red



Cabernet Sauvignon/Malbec/Petit Verdot



Valle del Chañarmuyo, La Rioja, Argentina





5. WINE PORTFOLIO

Region – Northwest

5 HILERAS



Aged in French oak barrels for 24 months. Ripe red fruit stands out with round and persistent tannins. Aromas of vanilla, chocolate and toasted notes thanks to its aging.



Red



Malbec/Tannat/Petit Verdot



Valle del Chañarmuyo, La Rioja, Argentina





5. WINE PORTFOLIO

Region – Northwest

ESTATE



Young wine, bright red in colour with violet reflections. Aroma of red and black fruits such as blackberries and cherries. Good entry into the mouth with aromas of red fruits.



Tinto



Malbec



Valle del Chañarmuyo, La Rioja, Argentina





5. WINE PORTFOLIO

Region – Cuyo (Recommended)

FANGIO LEGEND



Wine with an intense colour, with a ruby red colour and mauve flashes. On the nose, great aromatic complexity, contributed by the diversity of varieties, highlighting fruity aromas of plums and blackberries, and when it opens, it accentuates aromas of vanilla, almonds and coffee.



Red



Malbec/C.Sauvignon/ P. Noir/Merlot/Corbeau



San Rafael, Mendoza, Argentina

PRESTIGE RED BLEND RESERVA



Blend of 75% Merlot and 25% Malbec. Ruby red colour with high concentration and intensity. Captivating and complex aromas, where blackberries, cassis and ripe blueberries in jam are perceived, repeating this sensation in the mouth, perfectly integrated sweetness, acidity and alcohol. Ripe and very fine tannins, with excellent persistence.



Red



Merlot/Malbec



San Rafael, Mendoza, Argentina



5. WINE PORTFOLIO

Region – Cuyo (Recommended)

RS MASTER BLEND



Colour, body, kindness and complex finish on the palate, capable of pairing with the most complex preparations.



Red



Malbec/Merlot/Cabernet



San Rafael, Mendoza, Argentina

NUMERADO – MALBEC



Intense violet red colour, with significant concentration. Voluptuous aromas of plums and very ripe blueberries in jam. Very sweet entry in the mouth, fleshy, with very fine tannins. Excellent varietal typicity, with notable presence and very pleasant aftertaste.



Red



Malbec



San Rafael, Mendoza, Argentina



3er Malbec (World Association Wine)





5. WINE PORTFOLIO

Region – Cuyo

I.G – MERLOT ROBLE



Aged for 6 months in French oak barrels A violet-red wine with great chromatic vivacity. Notes of ripe red fruits and a subtle fruity peppery note. It is on the palate where it captivates us with its balance of acidity, alcohol and tannic charge.



Red



Merlot



San Rafael, Mendoza, Argentina

I.G – MALBEC ROBLE



Aged for 4 months in French oak barrels. A deep violet red wine with elegant chromatic aspects of great vivacity. On the nose it is clean, frank and varietal, highlighting notes of plums, jams and some chocolate with coffee caramel as a result of its aging. On the palate it has a sweet-acid entrance.



Red



Malbec



San Rafael, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Cuyo

I.G – CORBEAU



Aging: 30% was aged in new French oak barrels Intense garnet red colour, with violet reflections, on the nose it is clean, frank and varietal, highlighting notes of blackberries, plum jams and an elegant fumé, then on the palate it has a sweet entrance, with good tannic balance, acidity and alcohol and an intense finish.



Red



Corbeau



San Rafael, Mendoza, Argentina

I.G – CABERNET SAUVIGNON



40% of the wine in French oak barrels. Deep red wine with typical aromas on the nose, reminiscent of ripe red fruits, such as blackcurrants and currants, and some pepper, fused in an exquisite smoke provided by its time in French oak barrels.



Red



Cabernet Sauvignon



San Rafael, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Cuyo

FANGIO BI-VARIETAL



This wine is striking in appearance due to its great concentration and depth of ruby red colour. Then on the nose, it delights us with its perfume of ripe raspberries and blueberries, with notes of pepper and vanilla. On the palate it gives us great pleasure due to its flavour of fruit, wood and ripe tannins.



Red



Malbec/Corbeau



San Rafael, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Cuyo

I.G – CHARDONNAY



This wine has an attractive yellow colour with golden highlights, clear and bright. Delicate nose, with notes of ripe pineapple and banana, with a slight smoothness in the mouth, agile, vital and elegant. Very pleasant finish, with notes of freshness that linger.



White



Chardonnay



San Rafael, Mendoza, Argentina

I.G – MALBEC ROSÉ



This exquisite varietal Rosé has a clear and bright red colour with purple glints. On the nose, notes of ripe blue fruits and berries stand out. On the palate, it is fresh and unctuous, repeating with great intensity the fruits perceived on the nose.



Rosé



Chardonnay/Malbec



San Rafael, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Cuyo

COSECHA TARDIA



This wine is the result of the most careful harvest management, production and aging techniques, to highlight all the attributes of the strain, which captivates us with its golden flashes, a subtle and woody nose, with an expression of volume in the mouth and kindness.



White



Chardonnay



San Rafael, Mendoza, Argentina

500 ml





5. WINE PORTFOLIO

Region – Cuyo

VARIETAL – MALBEC



The wines are characterized by their dark color with nuances embroidered with a particular aroma of violets and black fruits. Elegant with Bordeaux style.



Tinto



Malbec



Lunlunta, Mendoza, Argentina

VARIETAL - CABERNET SAUVIGNON



The wines are characterized by their dark color with nuances embroidered with a particular aroma of violets and black fruits. Elegant with Bordeaux style.



Tinto



Cabernet Sauvignon



Lunlunta, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Cuyo

SERIE LIMITADA – MALBEC



The wines are characterized by their quality of soft and fluffy tannins. Broad and enveloping, characteristic aromas reminiscent of cassis, blackberries, black berries.



Red



Malbec



Agrelo, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Cuyo

SERIE LIMITADA – PINOT NOIR ROSE



Good acidity in the grapes, for freshness and liveliness. The combination of altitude and soils allows for a slow and uniform ripening, developing complexity and intense aromas. The stony and alluvial bring a distinctive minerality to the wines, adding depth and character.



Rose



Pinot Noir/Chardonnay



La Consulta, Mendoza, Argentina

SERIE LIMITADA – CHARDONNAY



Good acidity in the grapes, for freshness and liveliness. The combination of altitude and soils allows for a slow and uniform ripening, developing complexity and intense aromas. The stony and alluvial bring a distinctive minerality to the wines, adding depth and character.



White



Chadonnay



La Consulta, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Cuyo

SERIE LIMITADA – PINOT GRIGIO



Good acidity in the grapes, for freshness and liveliness. The combination of altitude and soils allows for a slow and uniform ripening, developing complexity and intense aromas. The stony and alluvial bring a distinctive minerality to the wines, adding depth and character.



White



Pinot Grigio



La Consulta, Mendoza, Argentina





5. WINE PORTFOLIO

Region – Patagonia (Recommended)

MANTRA – PINOT NOIR



Aged in French barrels for 3 to 6 months.
Recommended pairing with smoked cheeses, white meats, mushroom-based sauces, and roast lamb.



Red



Pinot Noir



San Patricio del Chañar, Neuquén, Argentina

MANTRA – MALBEC



Aged in French and American barrels for 3 to 6 months.
Recommended for pairing with lamb in long cooking times, pastas stuffed with meat, semi-hard cheeses, casseroles and more wintry dishes.



Red



Malbec



San Patricio del Chañar, Neuquén, Argentina





5. WINE PORTFOLIO

Region – Patagonia (Recommended)

MANTRA RESERVA – PINOT NOIR



Aged in French barrels for 12 months. Recommended for pairing with grilled salmon with squid sauce, bruschetta with mushrooms and olive oil, intense soft cheeses (Brie) and nuts.



Red



Pinot Noir



San Patricio del Chañar, Neuquén, Argentina

MANTRA RESERVA – MALBEC



Aged in French and American barrels for 12 months. Recommended for pairing with lamb casserole, rosemary sauces, pork loin with plums, traditional Argentine sausages and others.



Red



Malbec



San Patricio del Chañar, Neuquén, Argentina





5. WINE PORTFOLIO

Region – Patagonia

REBEL – MALBEC



It presents intense aromas of black fruits, such as plums and blackberries, along with notes of spices and a touch of oak. On the palate, it is a full-bodied wine, with soft tannins and a balanced acidity, which makes it very pleasant and versatile to pair with different dishes, especially roasted meats and cheeses.



Red



Malbec



San Patricio del Chañar, Neuquén, Argentina

REBEL – PINOT NOIR



It offers notes of red fruits, such as cherries and raspberries, along with a subtle hint of spice. Its balanced acidity and soft tannins make it ideal to accompany a variety of dishes, from roasted meats to soft cheeses.



Red



Pinot Noir



San Patricio del Chañar, Neuquén, Argentina





5. WINE PORTFOLIO

Region – Patagonia

MANTRA – MERLOT



It offers notes of ripe red fruits, such as plums and cherries, along with a subtle hint of spice and a smooth finish. It is ideal to accompany roasted meats or pasta dishes.



Red



Merlot



San Patricio del Chañar, Neuquén, Argentina





5. WINE PORTFOLIO

Region – Patagonia

REBEL – CHARDONNAY



It offers fruity and floral notes, with a balanced acidity that makes it very pleasant on the palate. It is ideal to accompany seafood, salads or simply enjoy it alone.



White



Chardonnay



San Patricio del Chañar, Neuquén, Argentina





GLOSSARY

Red Grapes

Malbec

Characteristics: Soft tannins, medium to high acidity, full body.

Aroma/Flavour: Plums, black cherries, blackberries, violets, leather, spices.

Main Regions: Mendoza, Salta, Patagonia.

**Cabernet Sauvignon**

Characteristics: Firm tannins, high acidity, full body.

Aromas/Flavour: Cassis, green pepper, tobacco, blackcurrant.

Main Regions: Mendoza, San Juan, Salta.

Bonarda/Corbeau

Characteristics: Soft tannins, medium acidity, medium body.

Aromas/Flavour: Red fruits, plums, spices, herbs.

Main Regions: Mendoza, San Juan.



GLOSSARY

Red Grapes

Syrah

Characteristics: Medium to high tannins, medium acidity, full body.

Aroma/Flavour: Blackberries, blueberries, black pepper, spices

Main Regions: San Juan, Mendoza, Patagonia.

**Merlot**

Characteristics: Soft tannins, medium acidity, medium to full body.

Aromas/Flavour: Plums, black cherry, chocolate, herbs.

Main Regions: Mendoza, Patagonia.

**Pinot Noir**

Characteristics: Low tannins, high acidity, light to medium body.

Aroma/Flavour: Strawberries, red cherries, raspberries, spices.

Main Regions: Patagonia, Mendoza.

GLOSSARY

Red Grapes

Cabernet Franc

Characteristics: Soft to medium tannins and moderate to high acidity

Aroma/Flavour: Red fruits such as raspberries, strawberries and red cherries, herbaceous notes.

Main Regions: Mendoza, Patagonia, Salta.



GLOSSARY

White Grapes

Torrontés

Characteristics: High acidity, medium body.

Aroma/Flavour: White flowers, tropical fruits, peach, jasmine.

Main Regions: Salta, La Rioja, Mendoza.

**Chardonnay**

Characteristics: Medium to high acidity, medium to full body.

Aroma/Flavour: Green apple, citrus, pineapple, butter, vanilla (if aged in oak).

Main Regions: Mendoza, San Juan, Patagonia.

Sauvignon Blanc

Characteristics: High acidity, light to medium body

Aroma/Flavour: Citrus, cut grass, tropical fruits, asparagus.

Main Regions: Mendoza, San Juan, Patagonia.



GLOSSARY

White Grapes

Semillón

Characteristics Medium acidity, medium body.
Aroma/Flavour: Apple, pear, honey, beeswax.
Main Region: Mendoza, Patagonia.



Viognier

Characteristics: Medium acidity, medium to full body.
Aroma/Flavour: Apricot, peach, white flowers, honey
Main Regions: San Juan, Mendoza.





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