

Iván Báez

EMAN



“ I saw an opportunity to export high-quality cream liqueur bases and dairy proteins. ”

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|----------------------|----------------------------------------------|
| COUNTRY | Chile |
| INDUSTRY | Consumer |
| EMPLOYEES | 16 |
| YEAR SELECTED | 2009 |
| WEBSITE | www.eman.cl |

COMPANY SNAPSHOT

An agrarian and scientist, Iván founded EMAN to produce cream liqueur bases for a Latin American market that previously relied on expensive, imported products. Its principal product, Goshua, is made in EMAN's factory in Loncoche and then shipped to client liqueur companies, who can mix it with more alcohol and other ingredients to make finished products like Baileys Irish Cream. Iván is using local know-how to turn Chile from an importer of dairy products to an exporter.

ENDEAVOR AND EMAN

Iván has benefited from such services as an Entrepreneur Summit, Globalization MBA program, and needs assessment.

He participates frequently in Endeavor events.