

Patricio Jaras

Nutra Bien



“ I saw an opportunity to bring a homemade feel to mass-produced baked goods. ”

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| COUNTRY | Chile |
| INDUSTRY | Consumer |
| EMPLOYEES | 204 |
| YEAR SELECTED | 2001 |
| PARTNER | Isabella Jaras |
| WEBSITE | www.nutrabien.cl |

COMPANY SNAPSHOT

In 1984 Patricio's sister Isabella started selling baked goods and sandwiches to MIT students as a means of supporting her husband while he was getting his Master's degree. The homemade brownies were the inspiration for Nutrabien, a business they founded together which produces, sells and distributes snacks such as brownies, muffins, cookies, and cakes. Although its products are mass-produced, they are as close to homemade as possible; none of the products contain artificial preservatives or sweeteners.

Since selection by Endeavor, the number of jobs has grown by 221%.

ENDEAVOR AND NUTRA BIEN

Endeavor helped Nutrabien pursue venture capital investment and negotiate the partial sale of the company. In addition to local corporate governance and financing support, and the Pathways to Prosperity program, the Entrepreneurs benefited from the Global eMBA program (which produced a valuation model), workshops, and Immersion Tour.

Patricio and Isabella have demonstrated commitment by speaking at Endeavor events and mentoring fellow Entrepreneurs.