

INTERVIEW

Sigachi has successfully navigated evolving pharma and nutra industries by prioritising innovation, collaboration, and customer focus

Amit Raj Sinha, MD & CEO, Sigachi Industries, discusses the company's strategies for staying competitive and innovative in the pharma and nutra industries. He shares Sigachi's plans for R&D, global expansion and strategic partnerships and details its vision for the future

The pharma and nutra industries have evolved significantly in recent years. How does Sigachi adapt to these changes and stay at the forefront of industry trends and innovations?

Sigachi has successfully navigated the evolving pharma and nutra industries by prioritising innovation, collaboration, and customer focus. The company's commitment to continuous research and development, strategic partnerships, and active engagement with industry trends has enabled it to stay at the forefront of new product development and regulatory compliance.

Additionally, Sigachi's customer-centric approach, compliance to quality, and focus on sustainability have cemented its position as a leading provider of pharma excipients. By embracing digitalisation and fostering a culture of continuous improvement, Sigachi is poised for continued growth and success in the dynamic pharma and nutra industries.

How has the pharma and nutra excipient market evolved over the years, and what are the factors driving its growth and innovation?

The evolution of the pharma and nutra excipient market has been driven by a convergence of factors that have reshaped the industry landscape. These factors include the growing demand for safe and effective drug



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formulations, technological advancements in drug delivery thereby necessitating the development of co-processed multifunctional excipients, stringent regulatory requirements, a focus on patient-centric formulations, the rising demand for nutraceuticals, the globalisation of the pharma industry, sustainability considerations, the growing adoption of personalised medicine and data-driven decision-making. These factors have collectively driven significant growth and innovation in the pharma and nutra excipient market, with excipient manufacturers continuously developing new and improved excipients to meet the evolving needs of the pharma and nutra industries.

What are the prospects for the pharma excipient market in the coming years, and how is Sigachi positioned to capitalise on these opportunities?

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Sigachi is well-placed to capitalise on these opportunities by leveraging its innovation prowess, global presence, quality focus,

customer-centric approach, and sustainability commitment. The company's strong track record of innovation and investment in R&D will enable it to develop new and improved excipients that meet evolving industry needs.

Historically Sigachi has been investing a lower single-digit percentage of revenue into our R&D which over the next couple of years we intend to take it to a mid-single-digit percentage of revenue. The global reach of Sigachi will allow it to tap into growth opportunities in both developed and emerging markets. Sigachi's unwavering commitment to quality and regulatory compliance will make it an attractive supplier to pharmaceutical companies requiring consistent high-quality excipients.

Can you share some strategies or key factors that have contributed to Sigachi's growth, especially in expanding your presence across continents?

Sigachi believes in always walking the last mile and serving the customers at their doorsteps. Sigachi US was born out of this thought way back in 2017. Exports as a percentage of total revenue have consistently been higher than two-thirds of the total revenue over the last decade. Sigachi MENA, Dubai is helping in strengthening our business and tapping into opportunities in the Middle

East and African region. Sigachi MENA has very recently entered into a JV partnership with Saudi National Projects Investment, signifying Sigachi's entry Saudi pharma food and nutrition market.

In today's rapidly changing business landscape, what is Sigachi's long-term vision, and how does it plan to stay ahead in the pharma excipients, nutra, and food ingredients sectors?

We are progressively diversifying our product mix for pharma, food, and nutrition as we transform to

become a vertically integrated pharma player. Our strategic priorities are defined to enable "Experience Excellence" for all our stakeholders. These include promoting a company-wide financial template for sustained growth, diversification and de-risking, multilevel transformation of the business, as well as maintaining and strengthening the Sigachi culture of excellence.

Could you provide insights into Sigachi's research and development efforts and the role of innovation in

maintaining a competitive edge in the market?

Sigachi's dedication to innovation and customer satisfaction propelled its transformation from a mere supplier to a valued solution provider. The establishment of a cutting-edge excipient R&D lab (2014) and food application lab (2018), coupled with consistent investments over the years, has cemented Sigachi's reputation as a leader in excipient development and food industry solutions. This unwavering commitment to excellence has earned Sigachi recognition from the

Government of India's Department of Science and Technology and established it as a sought-after partner for pharma and food manufacturers worldwide.

Could you discuss any recent partnerships or collaborations that Sigachi has engaged in, and how these initiatives have contributed to the company's growth and product development?

In a strategic move to expand our global presence, Sigachi MENA FZCO, a subsidiary of Sigachi Industries Limited, has partnered with Saudi

National Projects Investment (SNP) to form a joint venture named Sigachi Arabia. This venture aims to establish a strong foothold in the rapidly growing Saudi Arabian market, catering to the pharmaceutical, food, and nutrition industries. With plans to set up a manufacturing facility in Riyadh within three years, Sigachi Arabia is poised to serve the local market and eventually expand its reach to the entire GCC region.