

## INTERVIEW

# Sigachi isn't just a supplier; we are a strategic partner

**Amit Raj Sinha**, MD and CEO, Sigachi explains that his company's strategic growth and diversification across excipients, APIs, food, nutrition, and personal care are driven by innovation, sustainability, and a customer-first approach. The company's focus on quality, regulatory compliance, and digital transformation positions it as a trusted global partner across industries

**What differentiates Sigachi from competitors?**

Sigachi stands as an industry leader with an unmatched production scale—33000 MTPA for its excipients and nutritional premix range, allowing us to fulfill complex client demands with consistent quality and reliability. Our expertise spans multiple verticals, including APIs, excipients, food and nutritional ingredients, and personal care Ingredients, ensuring clients have access to an integrated, one-stop source for high-quality ingredients.

Our commitment to growth aligns with that of our customers growing needs and is reinforced by certain strategic projects, including the upcoming greenfield facility in Dahej SEZ. The state-of-the-art facility will expand our production capacity, support innovation, and set new standards for operational excellence within the industry.

Sigachi's customer-centric approach, combined with a strong emphasis on sustainable operations—from eco-friendly sourcing to waste reduction—positions us as a responsible and sustainable, trusted partner. Additionally, our dedication to innovation is supported by continuous R&D investment, poised to grow from a lower single-digit to a mid-single-digit percentage of revenue. Our R&D facility,



recognised and approved by Department of Scientific and Industrial Research, Government of India, leads advancements in excipient development and multifunctional ingredient solutions, providing clients with cutting-edge, high-quality products.

Sigachi isn't just a supplier; we are a strategic partner, dedicated to delivering excellence, fostering sustainable growth, and supporting clients across diverse sectors with reliability and agility.

**Sigachi has expanded significantly from MCC excipients to APIs, food, nutrition, and personal care. What prompted this diversification, and how do you ensure cohesive growth across such varied sectors?** Our diversification into APIs, food, nutrition, and personal care reflects our strategic foresight and market-driven approach. By leveraging our core expertise in excipients and ingredients, we identified opportunities to expand and mitigate sector-specific risks, aligning with emerging demands for patient-centric, multifunctional products.

Sigachi's centralised planning team coordinates our objectives across sectors, while our specialised divisions ensure we meet industry standards and regulations in each field. Cross-functional

R&D collaboration is a vital strategy for us, enabling innovations like co-processed multifunctional excipients that meet the evolving needs of the Pharma, Nutra, and Food industries. This approach has been key to supporting cohesive, sustainable growth across Sigachi's varied portfolio.

**How does Sigachi maintain rigorous quality standards, and what internal processes are in place to ensure compliance across regions and product categories?**

At Sigachi, quality is non-negotiable. Our facilities maintain certifications like ISO 9001:2015, EXCiPACT GMP, SGMP, HACCP, and EDQM CEP, highlighting our alignment with global standards. Every production phase undergoes stringent checks, from raw material inspection to finished product testing, overseen by our Quality Control and Assurance teams. Additionally, Sigachi has multiple DMFs filed with USFDA for its excipients range.

Sigachi's R&D, now benefiting from increased investment, has achieved significant breakthroughs, such as the development of advanced excipients like BARETab™ PH and HiCEI™ HFS. Our focus on innovation strengthens our competitive edge while providing clients

with consistent, high-quality, and compliant products across diverse regions. This dedication to quality and regulatory excellence positions Sigachi as a reliable partner in the pharma and nutra sectors.

**Sigachi has expanded its reach across Asia, Australia, the Americas, Europe, and the Middle East. How do you navigate regulatory complexities to ensure compliance in diverse markets, and what are the primary challenges?**

Sigachi's expansion strategy is built on a robust regulatory framework. Regional teams work closely with our central compliance division to ensure adherence to local requirements across our global markets. This structure

allows us to maintain consistency while adapting to market-specific regulations.

Our recent joint venture, Sigachi Arabia, further illustrates our commitment to regional adaptation and regulatory understanding. This JV with Saudi National Projects Investment is set to strengthen our presence in the Middle East and expand into the GCC market. Our continuous training and relationships with regulatory bodies enable us to preemptively adjust to evolving standards, securing compliance and a strong foothold in all regions we serve. Our World Team Strength of more than 1450 spread across all major geographies underlines our commitment to customer needs across the globe,

furthering our purpose of "Healthier, Happier and Joyful World"

**How is Sigachi leveraging digital transformation or other technologies to optimise production, improve supply chain reliability, or enhance customer engagement?**

Digital transformation at Sigachi is central to our mission of enhancing efficiency, optimising supply chains, and deepening client engagement. Advanced ERP systems grant us real-time insights, while predictive analytics anticipate potential supply chain disruptions, ensuring reliable product delivery.

Our customer-centric digital platforms, part of our "Experience Excellence"

initiative, allow clients seamless access to product information, order tracking, and support, reinforcing our commitment to quality service. Additionally, investments in smart manufacturing and process digitalisation help us streamline production and remain responsive to client needs, further strengthening Sigachi's industry position.

**What are some emerging trends in the industries Sigachi serves, and how is the company positioning itself to leverage these trends over the next decade?**

Emerging trends like the demand for multifunctional excipients, sustainability, and digital manufacturing are redefining our industry

landscape. Sigachi's focus on innovation aligns with these trends, as we develop high-performance excipients that increase efficiency in drug delivery and nutraceutical applications.

Our increased R&D investment reflects our dedication to innovation, particularly in eco-friendly and patient-centric solutions. Sigachi Arabia, our joint venture in Saudi Arabia, marks a significant step toward local production in high-growth markets. By staying ahead of industry shifts and expanding our regional presence, Sigachi is positioned as a resilient, forward-thinking partner capable of delivering sustainable, high-quality solutions over the next decade.

## Rotary Evaporator

*Vapor Rising Type*

- Bath Temperature : RT to 180°C
- Rotation Speed Range : 20 to 300 rpm
- Cooling Surface Area : 1500 cm<sup>2</sup>

**Scientific Research Instruments Company Private Limited**

+91 9900674407

[www.srico-labworld.com](http://www.srico-labworld.com)

[info@srico-labworld.com](mailto:info@srico-labworld.com)