

Case Study



Sigachi Industries Private Limited

The Competencies behind the Performance of Sigachi Industries

At Corporate Level

- **Brand:** Sigachi currently has ten brands under various chapters, which are either registered or trademarked. Of all the brands, the HiCel™ and AceCel™ brands command good brand recall in the formulation industry. Technical Papers have been published under these brands. Sigachi has created a brand identity in all markets across the globe.
- **Intellectual Resources:** With a strong team of more than 400 people, Sigachi has the capability and wherewithal to churn out the best products in the market, as per the needs and requirements of the global pharmaceutical industry. Sigachi currently employs more than 25 staffers, who are qualified Masters or Doctorate in their respective fields.
- **Recognition:** The company's manufacturing units as well as the R&D Lab are globally recognized and certified compliant with stringent statutory and regulatory norms.
- **Strong Alliance:** With approx. 70% of our order book comprising of repeat orders, the company enjoyed long enduring relationships with domestic and global formulations companies.

At Product and Service levels

- **Diverse Portfolio:** Sigachi has the most diverse Microcrystalline Cellulose portfolio across the globe, having more than 35 grades of MCC. Additionally, due to QBD concept coming into play, Sigachi has a diverse portfolio of various co-processed excipients

too. Sigachi currently has more than six co-processed excipients in its range.

- **Cost Effective:** Sigachi, with its enhanced quality and manufacturing methodologies, identified alternative processes and confirmed raw material sources emerges as one of the low cost producers of this product.
- **Value Chain:** Over a period of time, Sigachi has mastered the art of getting to the root cause of customer requirement and developing products suitable to exact need, right from concept stage till the final application trials.

At Global Levels

- **Export Oriented:** More than 50% of the company's sales come from exports.
- **Globally Compliant:** Over the years, Sigachi has invested in business strengthening certifications like DMF, EDQM – CEP, WHO-GMP. In addition, the company has also been certified with ISO 9001:2015, FSSC 22000, Halal and Kosher.
- **Global Presence:** Sigachi has wide presence in the global market,

including high growth markets like US, Europe, Australia and Latin America. It also has strong presence in emerging markets like India, Brazil and Russia.

At the Research Level

- **Govt. of India Approved R & D Centre:** Sigachi has a state of the art R&D centre, which is currently being used for development of new product pipeline, viz. Chlorinated Synthetic Resin. Additionally, the second R & D centre is under advanced stages of approval from the GOI. Both these centre's contribute immensely to the broader objective of coming out with new products as per need of the industry
- **Superior Infrastructure on Research & Manufacturing:** The very fact that a significant percentage of the revenues are going in as R & D investments brings out the point that infrastructure in this segment ought to be great. Additionally, by keeping three units separate, to cater to different segments of market, the facility is just tailor-made for the market it serves.

