

レポート

サミ/サビンスグループ インド・バンガロールを訪ねて



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インタビュー サミ/サビンスグループ 創業者のインタビュー



創業者のインタビュー。サミ/サビンスグループの創業者、ムハムマド・マジェード博士。

ムハムマド・マジェード博士。サミ/サビンスグループの創業者。

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Interviewing the founder of Sami/Sabinsa Group, Dr. Muhammed Majeed

Sami/Sabinsa group is going to complete 30 years from its foundation in 2018. We asked Dr Muhammed Majeed, the founder of the group, about the activities and expectations on the Japanese market.

"Our company has started in 1988, at the United States. In 2000, we inaugurated the Sabinsa Japan Corporation as the Japanese office, and currently we have offices all around the globe, for example in Europe, China, Australia, and others. The main products marketed in those countries are standardized extracts from Indian herbs, natural cosmetic ingredients, probiotics/enzyme products, flavor/fragrance ingredients, and others.

In 2010, we started a new business to distribute final products of cosmetics and supplements in MLM channel, business which is expanded now to Malaysia, Bangladesh, the UAE, Thailand, Vietnam, Philippines and Indonesia.

Our company has investing in research and development since its start, and many branded ingredients, such as "Curcumin C3 Complex" (referred as "C3" hereinafter), "Forstlean" (Coleus forskohlii extract), "BioPerine" (Black pepper extract) and others are in our portfolio, and we have more than 130 patents all over the world.

Currently, we have plans to expand "C3" furthermore in the global market. The large amount of studies done with this ingredient, as well as its high bioavailability and natural origin are differential factors among competition.

In the American market, the sales have increased due to the demand for joint care, based on the anti-inflammatory properties of "C3", and also for anticancer purposes. In the Japanese market, however, the demand has been for liver

protection. As we have a large amount of data for other functions of "C3", we expect to expand the demand in the Japanese market to other benefits as well."

Right: Report of visit to Sami/Sabinsa group Visiting Bangalore, India

Sami/Sabinsa Group, which includes Sabinsa Japan Corporation (Toshima-ku, Tokyo: 03-5979-7240) has a large portfolio on standardized extracts from Indian traditional herbs, which includes the turmeric extract "Curcumin C3 Complex". These products are marketed globally in diverse countries in the world.

This time, we had the opportunity to visit the Headquarters of Sami Labs in Bangalore, India. Sami Labs is the central company in the Group, controlling the activities, such as research and development, as well as production. We could visit the R&D center, production factory and fields of Turmeric and Coleus forskohlii, and at the end, we were able to have an interview with the group founder, Dr. Muhammed Majeed, about the activities which are to complete 30 years in 2018.

Bangalore, known as "Indian Silicon Valley"

Bangalore, where the Sami Labs HQ is located, is the capital of Karnataka State, in South India. The altitude is 920m, which provides a "mild" weather through the year, against the hot image Japanese people has on India. Also, Bangalore is known as "Indian Silicon Valley" as the center of the advanced IT companies inside India. The population in the urban zone in 2016 exceeded 10 million, and the area is known to be the 4th biggest capital in India, with the number of Japanese residents being behind the capital Delhi only.

Sami Labs, where 120

scientists work

The R&D center is located in the Sami Labs' HQ, and under the control of the main researcher, Dr. Majeed himself, more than 120 scientists work for the improvement of quality, research and development, analysis, etc. In addition to the latest HPLC devices, the R&D center also has a wide range of analytical equipments for pharmaceutical and biopharmaceutical analysis, evaluation of heavy metals, microbial analysis, stability, residual solvents and others, with the objective to ensure the quality of the products. Also, as an analytical support for R&D, the biological and analytical departments have both ISO 17025 certifications.

Not only the mentioned ones, but other developments are going on as well. For example, botanists grow Coleus forskohlii young trees from its seeds, to be used in the cultivation of the same plant. Also, resources are spent for the development of new products and technologies.

Sami Labs has, in addition to the supplement and cosmetic ingredients sold by Sabinsa, new businesses as selling proper branded final products, such as cosmetics and supplements, in Dubai (UAE) and other countries. The development of new ingredients / formulations done at Sami is can reach 10 to 50 items per year.

Kunnigal factory and Nelamangala factory

As manufacturing facilities for its products, Sami/Sabinsa Group has 5 factories in India and one factory in the USA. Among them, the Kunnigal factory is the biggest one, inaugurated in 1996 and with more than 300 employees working there, 365 days in the year. The factory, certified for GMP, ISO22000 has also strict control for the quality of the products manufactured there, and is said that "it can satisfy the rigorous

Japanese regulations regarding quality"

More than 170 products are manufactured here, which includes "Curcumin C3 Complex" and "BioPerine", and the factory is responsible for the major part of plant extracts marketed by Sabinsa. Main products, such as "Curcumin C3 Complex", are manufactured in exclusive floors, as to avoid any possibility of contamination. Blackouts happen in India with some frequency, but Kunnigal factory has its own power generation equipments. Also, many signboards were seen in the site with messages to pray for the health of employees and their families.

In Nelamangala factory, there are two main buildings: Biotechnology building and SCFE (Super Critical Fluid Extraction) building. The Biotechnology building is certified for FDA cGMP, and the production of "Lacto Spore" and "Digezyme" is done at this place. Some precautions regarding jewelry within the facility can be seen in the entrance.

The SCFE building was inaugurated in 2000, and was the first SCFE plant in India. Automated monitoring is done in the plant, and products, such as ginger, saw palmetto, tulsii, and others are manufactured here.

Visiting turmeric farmers

Sami/Sabinsa is considered as one of the top manufacturers of curcumin ingredients, and the major part of the curcumin ingredients in the US market is "C3" in the United States, the same ingredient is used in many products for joint care, due to its high anti-inflammatory properties, and more than 40 tons of the product are sold every month. In the Japanese market, the same ingredient is supported and used for liver protection by customers, which gives high priority to product quality.

About 200km east from

Bangalore, there are numerous farms where Sami/Sabinsa does contract cultivation, and we had the opportunity to see the fields of turmeric, Coleus forskohlii, Tulsii and others. Also, we could taste some wild coconut and moringa, which are grown around the cultivation areas.

The Sami/Sabinsa group makes contracts with conscious farmers to support them on the planting, careful collection, enhancement of cultivation techniques and others. Also, support is extended for farmers regarding clean technology and environment-friendly measures, and purchase-warranty contracts are also implemented to support the farmers and local communities.

Sami/Sabinsa group is going to complete 30 years foundation in 2018. The founder, Dr. Majeed, is still keen on growing up further, as a responsible and reliable company.