

**Dr. Muhammed Majeed,
PH.D. Founder & Chairman,
Sami/Sabinsa Group.**



Dr. Muhammed Majeed

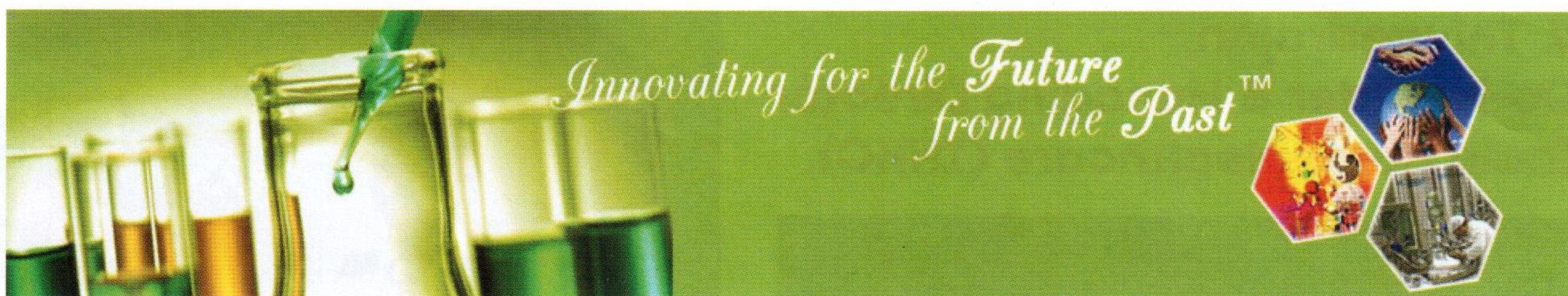
Please tell us something about your company

Sabinsa Corporation was established in 1988 at New Jersey, with an objective of importing and marketing generic drugs to the US for the drug molecules coming off patent. In a short span of time we introduced a new line of dietary supplements with ingredients from Indian herbal plants. We merged the Ayurvedic tradition with the modern research methods for the Americans and it reaped benefits.

Sami Labs Limited was formed at Bangalore in 1991, to cater to the demand for innovative application-based products. Today we focus on development of new products and market oriented research. To address the expanding demands and the global markets, we have fully owned subsidiaries in countries like US, Europe, Japan, Russia, Australia and in Asia.

Q. How do you see the growth of health care segment in India?

Over the past few years, the Indian pharmaceutical Industry has grown at nearly 12 to 15 per cent, which is a tremendous pace of growth. It is clear that the growth of the industry will continue to be in double digits. India may rank among the top five global pharma markets by 2030. Over the next decade, the Indian market will proliferate, presenting a variety of opportunities. Most leading multinational companies have set bold aspirations for their businesses in India. India has seen the largest number of merger and acquisitions in the pharmaceutical and healthcare sector. Indian Pharma companies will experience some of the fastest growth rates in the diabetes, skin care and eye care segments.



Q. What are the new opportunities for healthcare professionals and entrepreneurs who wish to invest in the healthcare segment?

Prospects continue to be bright for the healthcare segment even in challenging environments; the nutraceuticals and cosmeceuticals industry reported another good year in 2014, in terms of revenues and operating profits. The sector continues to enjoy its growth cycle — and there are no signs of a slowdown. Envisaging huge potential in the healthcare segment, it is believed that in the next few years nutraceuticals in India could grow to be half as big as the pharmaceutical business. Tapping this — new products and customers — the sector has created an environment of vibrant, long-term growth for start-ups and young professionals. Both government and manufacturers are taking steps towards regulation and standardization of dietary supplements, besides developing innovative delivery mechanisms to specific target markets.

Q. What are the challenges faced by the health care industry and professionals in India?

The recent business and customer trends are creating new challenges and opportunities for increasing profitability. The challenges faced by the Indian Pharma industry are:

- The effects of new product patents
- Price control of drugs
- Regulatory reformation
- Developments in the infrastructure
- Commitment to Quality Management concepts
- Conforming to global standards,

The other challenges include:

- Decline in production
- Reduction in Drug Approvals
- Stringent regulations
- Government regulations in price controls
- High Development costs
- Expensive research and development practices

Q. How is FDI helping the Indian health care industry?

As per the extent, FDI policy for the pharmaceuticals sector, FDI up to 100% is permitted subject to specified conditions. While FDI for green-field projects is under automatic route, brown-field projects are placed under government route. The Policy on the pharmaceutical sector covers `medical devices` since this area is not separately covered.

India today has an eminent position in the global pharma sector. But, it is not the same with the medical devices industry. India has a vast pool of scientists and engineers who are capable of taking the medical device industry to greater

heights, but our domestic capital market is incapable of providing the much needed investment for its growth.

Q. How can start-ups effectively tap the opportunities in the segment?

Witnessing the rise of the sector, young health professionals now view start-ups as a vehicle for meaningful impact. Once an entrepreneur understands the regulatory guidelines, and sees what market opportunities are underserved within that framework, they can achieve great business success providing products that positively impact human health.

Q. How do you see your company in the next 2 years? How do you see the competition in this segment?

Foreseeing huge potential in India as well as in global markets, Sami Labs will continue to draw from its R&D strength, following our track record of launching innovative nutraceutical & cosmeceutical products that are successful across the world in the coming years. Because of our impressive R&D track record, robust patent portfolio and passionate team of people, we are going to be difficult for our competitors to catch.

We will continue to expand as growth requires, and the future certainly looks bright. [SE](#)

- As told to Nikita Peer