



# COMPENDIUM

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## Vitafoods India 2025 set to propel nutraceutical industry growth and sustainability

OUR BUREAU, MUMBAI

INDIA'S leading B2B events organiser, Informa Markets in India, is set to host the third edition of Vitafoods India from 5th to 7th February 2025 at Pavilion 1-2, Jio World Convention Center, Mumbai. The event will bring together leaders, influencers, and decision-makers from the nutraceutical, functional food, and dietary

supplement industries, showcasing a dynamic representation of the sector.

With India's nutraceutical market projected to grow from USD 4 billion in 2020 to USD 18 billion by 2025, with a CAGR of 13.6% expected from 2025 to 2030, the event will serve as a hub for distributors, procurement managers, product development experts, regulatory affairs professionals, and R&D specialists.

This year, Vitafoods India will host 136 domestic and 23 international exhibitors, along with over 19 educational sessions with more than 35 expert speakers who will share insights into the industry's future. The event is expected to attract over 8,000 visitors, reinforcing its role as a premier networking and knowledge-sharing platform for the nutraceutical ecosystem.

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Tel. : +91 22 48822900 | Email : info@phytoextractskp.com

Regd. Office : Mumbai, India | Mfg. Facility : Bhilad, Gujarat

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# Alkomex GBN Pharma strengthening its presence in nutraceutical, functional foods segment in India to drive growth: Alex Meneses Vega

Please tell us about Alkomex and its business model.

**Alex Meneses Vega:** Established in Chile in July 2007 Alkomex Pharma is a rising leader in the global pharmaceutical and healthcare industry. Headquarters in Rockland, New York, the firm has been progressively growing over several continents.

It has two divisions-- pharma division and the industrial division. The company aims to advance global health solutions by combining Indian and international research, commercializing products through contract research organizations, and manufacturing in pharmaceuticals, health products, and cosmetics.

We collaborate with various manufacturing sites worldwide to identify the most suitable site for a specific product and client after receiving an enquiry. Site selection is crucial for customer experience, influenced by factors like certification, dossier size, batch size, and available capacities, and the best may not always be the right choice. Our multi-disciplinary team revalidates sites for technical and commercial feasibility, ensuring clients' products receive professional attention despite being thousands of miles away.

The manufacturing site prepares dossiers for the client, which are reviewed by our regulatory team. We coordinate with the CRO for BE study requirements. We focus on the quality of packing materials and ensure zero-defect products. Once the product is registered and commercial terms are agreed, we engage with manufacturing sites to schedule production. We also ensure the product's safe and prompt delivery to the client's warehouse.

Alkomex CEO **ALEX MENESES VEGA**, in an interview with **LAXMI YADAV**, PharmaClick, discusses the company's business strategy, research and development initiatives, and expansion plans in the Indian nutraceutical market.



**What are your thoughts on the Indian nutraceutical market? Could you provide details about your R&D efforts and expansion plans in the Indian nutraceutical market?**

**Alex Meneses Vega:** The global nutraceutical market is currently estimated at around \$400 billion, blending the fields of food, pharmaceuticals, and biotechnology. India stands out as a key player, supported by its rich heritage of traditional knowledge, especially in Ayurveda, and a unique ecosystem that fosters growth in this sector.

Key advantages for India in the nutraceutical industry include: A long-standing history in health science, especially Ayurveda, offering unique traditional knowledge; Presence of 52 agroclimatic zones, making India ideal for cultivating medicinal plants; A robust hub of over 1,700 medicinal plants, including globally recognized curcumin, bacopa and ashwagandha, awaiting modern scientific validation; Expertise in pharmaceutical formulation, influencing high-quality nutraceutical standards; A thriving startup ecosystem and a growing number of successful nutraceutical companies are catalyzing sectoral growth.

The nutraceutical market in India

is growing rapidly and is expected to reach \$18 billion by 2025. To propel our expansion in the Indian market, we aim to capitalize on the nutraceutical and functional food sectors. Our goal is to significantly boost our revenue in India by leveraging the functional food and nutraceutical markets. To grow our business in the nation, we want to introduce cutting-edge products supported by local research.

We are working to expand our research and development endeavors in India. Dr. Sanjay Agrawal, a nutraceutical expert, was brought on board to lead R&D initiatives in the country. He was designated Alkomex GBN's Scientific Advisor. As we keep growing our presence in the functional food and nutraceutical industries, his leadership will be crucial to our success. He will oversee R&D activities for the company and incorporate Indian research into Alkomex's international activities.

The partnership is expected to significantly strengthen Alkomex GBN's capabilities in developing scientifically-backed nutraceuticals and functional food products designed to enhance global health and wellness.

**Could you shed light on your presence in the Indian pharma market?**

**Alex Meneses Vega:** We initially entered the Indian market in 2013 to provide packaging solutions, and a year later, in 2014, we started exporting to India. The business now collaborates with major Indian companies to offer a variety of products to the Indian market, such as probiotics, multivitamins and nutritional supplements, dermatological products, and ophthalmic solutions. To provide the country with high-quality healthcare products, we partnered with businesses such as Danone Group. To keep up with the increasing demand for these products, we also leverage contract manufacturing. India would play an important role in working out cost-efficient ways of developing new drugs.

Good Manufacturing Practices (GMP) are well received in the Indian pharmaceutical industry, and we have established a strong supply chain with partners like Vinco Laboratories. In addition to the Indian market, we also reach the US and Germany, where we are marketing cancer products.

**Could you elaborate on strategy for worldwide growth?**

**Alex Meneses Vega:** We have a dual-division strategy, focusing on expanding our footprint in Asia and other international markets. Under the strategy, our pharmaceutical division would drive advancements in ophthalmic, dermatological, and healthcare solutions, and the industrial division would provide innovative packaging and industrial materials.

Apart from its activities in India, we have set up quality control labs and logistical facilities in Chile. We have a strong export connection to nations like Peru and are growing our footprint in Southeast Asia.

To increase exports and improve supply chain resilience, we have established a pharmaceutical expert group. We are dedicated to fostering strong ties throughout the regions we serve, and this committee will assist us in promoting the expansion of global health solutions.

Alkomex Pharma provides cutting-edge healthcare solutions that transcend borders and enhance patient outcomes everywhere as it pursues its global expansion. With a strong supply chain, an ever-growing network of partners, and an emphasis on innovative research, the business is well-positioned for long-term success in the cutthroat global pharmaceutical market.

