



**Jose K Mathew**  
Managing Director  
Bioingredia Natural Pvt Ltd.

**What are some key milestones that demonstrate your company's adaptability in recent years?**

You know, adaptability has been at the heart of our journey. A few moments really stand out:

- First, we set a clear direction for innovation—organizing our development around two focused platforms. SENSES drives the creation of ingredients for flavor, aroma, and natural color. CARE centers on actives that promote wellness and natural preservation. Together, they bring structure to our pipeline, clarity to our teams, and sharper relevance to every product we build.
- Then came the digital shift—tools like real-time tracking and ERP systems turned guesswork into precision, especially in cost and quality control.
- On the ground, we got closer to farmers—building regional hubs to make our supply chain as resilient as our formulations.
- And perhaps most exciting? Speeding up R&D. With rapid



prototyping, we went from ideas to customer samples faster than ever.

- But none of this sticks without the right team. We empowered people—through training, clear metrics, and a culture that rewards agility. That's how we moved from being a supplier to a true innovation partner.

**How has your company integrated technology to enhance efficiency, streamline operations, and improve customer engagement?**

At Bioingredia, we combine technical expertise with smart technology to deliver consistent, high-quality botanical ingredients. Here's how we approach it:

- Our ERP and CRM systems handle the heavy lifting of coordination - they streamline everything from sourcing to delivery so we can focus on quality. For daily operations, BioFlo keeps teams aligned on tasks while BioLens monitors production metrics in real-time, ensuring we maintain standards for yield, potency and consistency.
- We specialize in extraction techniques that matter - multi-stage processing, crystallization and aroma preservation. This allows us to produce superior turmeric, ginger and pepper extracts that perform.
- What makes us different is how we work with customers. Rather

than offering standard products, we develop tailored solutions that meet specific requirements - whether that's regulatory compliance, application needs or sensory profiles. Our upcoming Innovation Centre will expand these capabilities with dedicated space for joint development work

**What are your company's key strategic priorities for driving sustainable growth for your customers and stakeholders?**

We focus on three priorities:

- First, building globally relevant ingredients from Indian botanicals—seen in our 2025 launches: natural vanilla, cinnamon, cocoa, cardamom, and chlorophyll for flavor and color applications; and rosemary, gingerol 40%, and ethanol-extracted curcumin and piperine for wellness and preservation. Each of these launches is part of a structured, multi-year pipeline—strategically aligned to serve evolving customer needs in flavor, wellness, and natural color.
- Second, enabling co-creation with customers and transparency with farm partners.
- Third, scaling sustainably—through our Biosphere initiative covering Miyawaki forests, solarisation, and zero-waste operations. ■