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28 February 2025 | Interviews

With a five-year vision to establish Shah Brothers as the most trusted and innovative partner for single-use technologies in India, the company is making aggressive investments in expanding its manufacturing footprint, enhancing customer engagement, and building a world-class team. Shah Brothers is focused on scaling operations, driving localisation, and delivering globally competitive, high-performance bioprocess solutions that empower the future of Indian biopharma. Nishant Shah, Director, Shah Brothers reveals, in conversation, about how the company is ensuring sustained growth and market leadership.



How is the company empowering the Indian biopharma sector with single-use solutions? What are the unique and novel aspects being added by your products?

At Shah Brothers, our mission is to provide the Indian biopharma sector with Future-Ready single-use solutions that enhance process efficiency, ensure sterility, and are aligned with compliance. We bridge the gap between global advancements and local industry needs by offering customised, regulatory-compliant single use assemblies & fluid handling solutions tailored for bioprocessing through our ISO Class 7 cleanroom facility which we are enhancing by 5 times of the size of our existing facility to ensure supply chain reliability. Our decades-old partnerships with global leaders bring best-in-class components such as sterile connectors, tubing and manifolds, ensuring seamless and secure fluid transfer workflows. By leveraging open-architecture design, advanced materials, and process optimization, we drive next-generation innovation in single-use technology (SUT) , empowering Indian biomanufacturers with flexible, scalable, and cost-effective bioprocessing solutions.

Are you planning to launch new products in 2025? Please share details.

Yes, 2025 is going to be a game-changing year for Shah Brothers. We are expanding our single-use solutions portfolio with next-gen innovations that directly address industry needs. We're bringing advanced sampling systems for closed-loop processing, moulded assemblies with enhanced sterility, real-time monitoring solutions for critical bioprocess parameters, and modular process equipment for greater flexibility. Our strong focus on R&D and engineering ensures that we deliver cutting-edge, high-performance technologies that enhance efficiency, compliance, and scalability for biomanufacturers. At Shah Brothers, we are committed to driving the future of single-use bioprocessing with solutions that truly make a difference.

How are you addressing the challenges facing SUTs in India?

Despite the growing adoption of SUTs in India, regulatory clarity and validation concerns pose a challenge. Many companies still require stronger regulatory guidance for seamless SUT adoption. The perception that SUTs have higher costs compared to traditional systems is another challenge. Further, some manufacturers are still transitioning from stainless steel to SUTs. To address these barriers, we are conducting on-site roadshows, technical training, and hands-on workshops to drive industry awareness. We are also optimising supply chain efficiencies and offering localised assembly, making single-use solutions more cost-effective.

What trends do you foresee for strengthening your presence in the market?

The Indian biopharma industry is at an inflection point, and we see tremendous opportunities for progress. For instance, there is the rise of personalized medicine and advanced biologics: This demands flexible, scalable bioprocessing solutions, where SUTs play a critical role. Then there is increased local manufacturing of biosimilars & vaccines. We are aligning with industry leaders to support capacity expansion with single-use assemblies. For integration of smart bioprocessing, we foresee that real-time monitoring solutions using single-use sensors will drive efficiency and compliance. As regulatory clarity improves, we expect wider adoption of SUT in GMP environments. Also, government initiatives like ‘Make in India’, PLI schemes, and biomanufacturing incentives are accelerating the localization of high-end bioprocessing. Our focus is clear- Deliver Future-ready Solutions, strengthen industry collaboration, and support India’s journey toward biomanufacturing excellence.