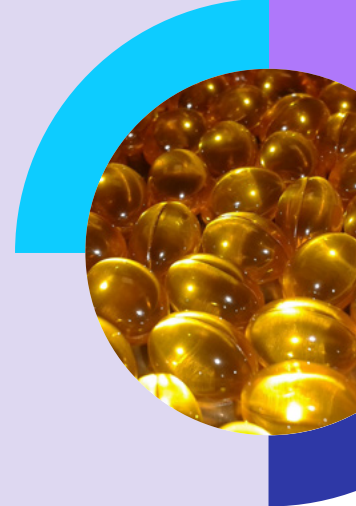


# From Challenge to Breakthrough: How Soft Gel Technologies, Inc. Partnered with Roquette and LYCAGEL® Flex to Develop Plant-Based Softgels



## Customer Introduction and Challenge

Established in 1994, Soft Gel Technologies, Inc. (SGTI)® is a full-service contract manufacturer of premium-quality soft gelatin capsules exclusively for the dietary supplement industry. The corporate headquarters of SGTI is located in Los Angeles, California, where state-of-the-art equipment, highly trained personnel, and exceptional customer service deliver superior products.

Expanding into plant-based softgels has long been a strategic priority for SGTI. However, the significant capital expenditure (CAPEX) typically required for new resources and equipment posed a barrier. At the same time, the market was shifting rapidly. Consumer demand for vegan, vegetarian, allergen-free, GMO-free, and clean-label products continued to rise, accelerating the move away from animal-derived gelatin toward innovative plant-based alternatives.

To remain competitive, SGTI needed a flexible solution that could support diverse product formats, integrate smoothly with existing processes, and keep operating costs low. After evaluating multiple excipient suppliers, finding a material that met both operational requirements and SGTI's high quality standards proved challenging.

## The Approach

Roquette partnered closely with SGTI to understand their needs and vision for plant-based innovation. After aligning on requirements, Roquette introduced LYCAGEL® Flex hydroxypropyl pea starch—a plant-based, plasticizer-free premix designed for high-performance softgel capsules.

Key Benefits of LYCAGEL® Flex hydroxypropyl pea starch:

- Enables manufacturers to choose the optimal plasticizer for various formulations and fill types.
- Integrates easily with existing equipment and processes.
- Provides a high-quality vegetarian alternative to gelatin.
- Compliant with EP and USP standards.

To validate performance, SGTI supplied Roquette with a range of challenging fills, including oil-based, aqueous, and molten formulations. The technical team at Roquette conducted lab testing, produced prototypes, and collaborated closely until results met SGTI's rigorous standards for quality, stability, and performance.

Beyond product development, technical experts at Roquette supported process optimization and equipment adjustments for both gel mass preparation and softgel production—ensuring smooth integration of LYCAGEL® Flex hydroxypropyl pea starch without costly new investments, while reducing overall operating expenses.



## The Solution

Through its collaboration with Roquette, SGTI successfully launched plant-based softgels, expanding its portfolio to meet growing consumer demand for clean-label, environmentally friendly products. By adopting LYCAGEL® Flex hydroxypropyl pea starch, SGTI minimized capital investment while gaining a scalable, cost-effective, and future-ready solution. This partnership positions SGTI as a leader in the rapidly growing plant-based capsule market, delivering greater value to customers and reinforcing its reputation for innovation and premium quality.



### SGTI customer observation #1:

*"We noticed an immediate improvement in appearance upon receiving our first batch of softgels. The SGTI product (on the right) displayed a uniform, well-blended fill, indicating better mixing before encapsulation. In contrast, previous products (on the left) showed visible separation, leading to inconsistent color and potentially uneven dosing. This visual difference reflects improved formulation consistency and suggests a higher level of quality control in SGTI's process. At this time, we're satisfied with the appearance and quality of the SGTI softgels and appreciate the attention to detail in SGTI's manufacturing."*

~ Natural Products Industry (Dietary Supplements) customer since 2009.

### SGTI customer observation #2:

*"We switched to Soft Gel Technologies, Inc. to achieve better product consistency and improved delivery timelines, and they delivered on both fronts. We're thrilled to offer customers vegetarian solutions that meet the highest product quality standards."*

~ Natural Products Industry (Dietary Supplements) new customer 2025.

### Soft Gel Technologies, Inc.

6982 Bandini Blvd., Los Angeles, CA 90040

Toll-Free: (800) 360-SGTI • Phone: (323) 726-0700

sales@soft-gel.com • [www.soft-gel.com](http://www.soft-gel.com)

### Roquette

Pharmaceutical Innovation Center – Lower Gwynedd, PA

[www.roquette.com](http://www.roquette.com)

Please visit our Pharma Virtual Lab at [www.roquette.com/innovation-hub/pharma](http://www.roquette.com/innovation-hub/pharma)