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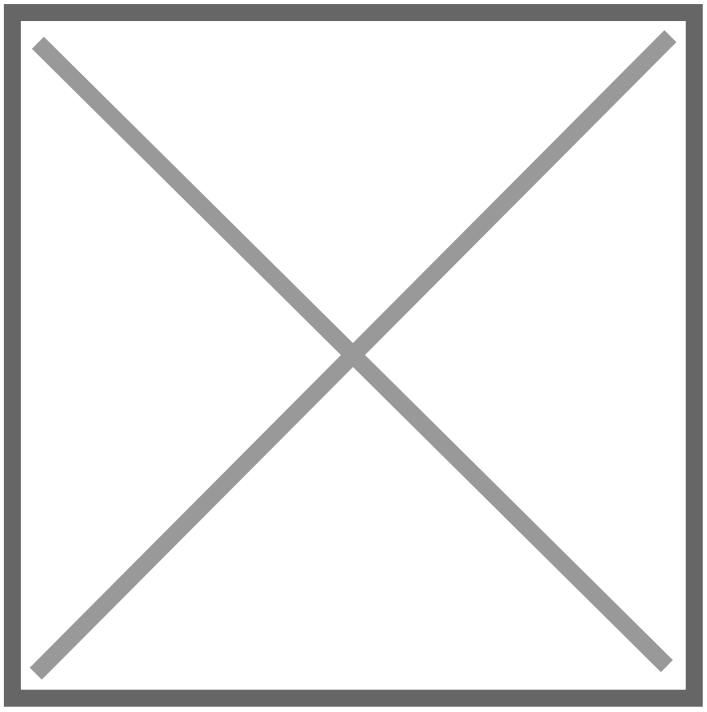
Profiles - Sartorius India

16 July 2012 | News



Amitchatterjeemanagingdirectorsartoriusstedimindia

Tailor-made and reliable solutions

Growing at a rate higher than the industry average of over 15%, Sartorius is now focusing on integrating its single use systems in the Indian biopharma industry

Sartorius reaped rich dividends from its bioprocess division last year. The company registered ₹195 crore in bioscience revenue in FY 2011-12.

In an effort to attract long-term growth and earnings potential, Sartorius refocused and rechristened its existing divisions to align with the market requirements. Currently it has divided its operations into three key divisions: bioprocess solutions, lab products and services, and industrial weighing.

The bioprocess solutions division that grew by over 18 percent, proved to be the major driver for growth. It will continue to focus on the biopharma market. Its thrust areas are filtration, cell cultivation and purification, fluid management, fermentation and production processes.

The lab products and services segment primarily manufactures laboratory instruments and consumables. Considered to be its strong domain, industrial weighing spreads across not just the biotech and pharma industries, but also encompasses weighing and control applications in the manufacturing processes of the food and chemicals. Both these divisions exhibited a double digit growth in the last financial year.

Additionally, Sartorius focused on promoting its line of single-use solutions, and this proved to be the key factor behind its growth story. Sartorius has an extensive portfolio of single-use technologies in the sector and also offers integrated single-use systems. Sartorius has also expanded its integrated solutions business unit to enable it to focus more strongly on identifying projects suitable for large-scale deployment of single-use products which has been received favorably in Asian countries.

The year was also marked by a number of new product launches including a new crossflow filtration system for purifying vaccines and other biologics, and a salt-tolerant membrane adsorber to purify target proteins without diluting the biopharmaceutical medium. The consumables product launches included single-use bags, plastic tubing and connectors.

One of Sartorius' differentiating qualities is said to be the design of solutions specifically to the requirements of individual applications and the comprehensive technical consulting. In India, this is demonstrated by the

augmentation of its validation lab facility to handle cytotoxic products for product specific validation studies.

Business: Bioprocess solutions and lab products and services
MD: Amit Chatterjee
Revenue: 195 crore
Start-up year:1992
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