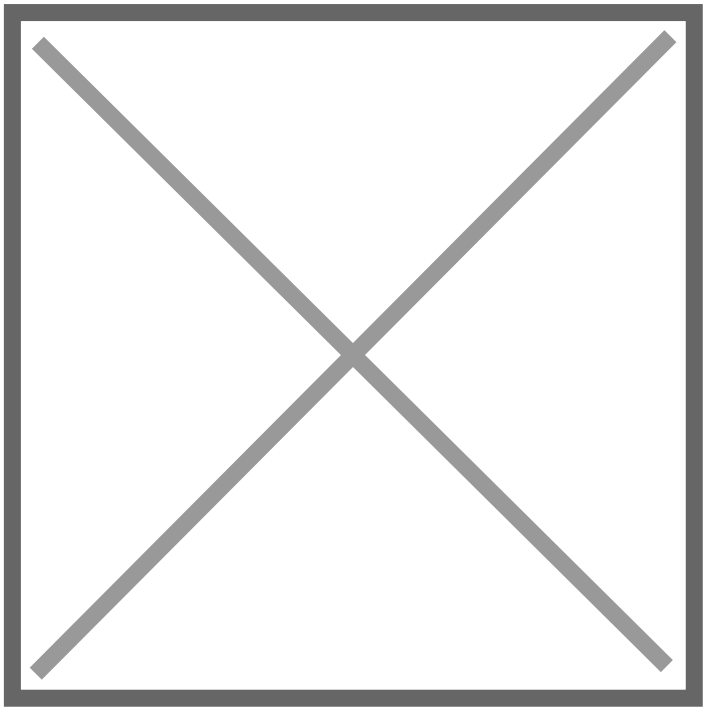
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The fastest growing Waters subsidiary

11 July 2011 | News



RANK 2

Revenue ₹456.58

Waters India

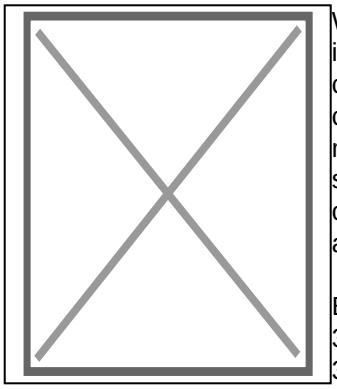
President: Mr K V Venugopalan

Business: Manufacturer and supplier of analytical instruments and solutions

Start-up Year: 1988

Address: 36A, II Phase,
Peenya Industrial Area,
Bangalore- 560058
Tel: +91-80-28371900-04
Fax: +91-80-28392157
Website: www.waters.com

Riding on complementary analytical technologies, Waters India is also one of the largest analytical companies in India



Waters India, a subsidiary of Waters Corp., headquartered in Massachusetts, holds worldwide leading position in complementary analytical technologies — liquid chromatography, mass spectrometry, rheometry and microcalorimetry. Waters designs, manufactures, sells and services UPLC, HPLC, chromatography columns and chemistry products, mass spectrometry systems, thermal analysis and rheometry instruments.

Bangalore-based Waters India has recorded revenue of ₹ 362.52 crore in 2010, registering a significant growth of 38.26 percent over last year's revenue of ₹262.2 crore. Large chunk of this came from the sale of mass spectrometers and liquid chromatography systems.

This achievement and growth can be attributed to Waters network across the country and a strong base of 15 stockists. Waters India has achieved the rare distinction of being one of the fastest growing Waters subsidiaries in the world and has become one of the largest analytical companies in India.

During the year, Waters introduced new Acquity UPLC and HPLC columns that offer scientists additional selectivity choices and improved chromatographic performance for separations using acidic, low ionic strength mobile phases. It also introduced the first-of-its-kind Waters Acquity UPLC H-Class Bio System, expanding the scientific and business benefits of UPLC technology for macromolecule analysis. Besides, Waters introduced the new Ostro Sample Preparation Plate, representing a novel approach for the removal of phospholipids from biological samples. While Waters offers a broad array of technologies, it still maintains platform products in four key areas: instruments, chemistries, software, and services.

Sharing his thoughts on the achievement of the company, Mr K V Venugopalan, president, Waters India, says, "A 40 percent growth during the year proves that the measures that we have taken during the economic slowdown in 2009 have yielded excellent results not only in increasing employee morale and loyalty but also our business."