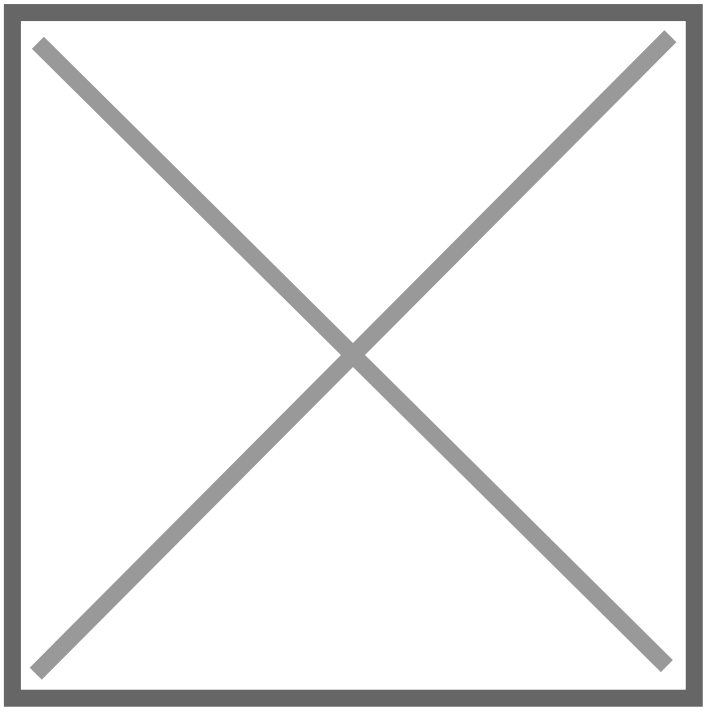
BioSpectrum
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www.biospectrumindia.co

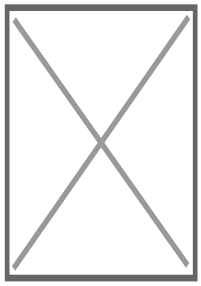
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B I Biotech India



Head: **Vinaya K Dubey (CEO)**

Life Sciences Revenue:

Rs 14.04 crore

Business: Distributor of research reagents and instruments

Start-up Year: 1984

Address: 325, 3 Floor, Ansal Chambers, Bhikaji Cama Place, New Delhi-110066

Tel: +91-11-2610271

Fax: +91-11-2610273

Website: www.biotechindia.com

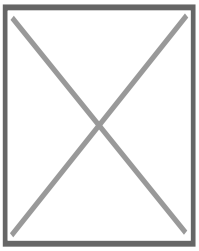
Maintains consistency in growth

BI Biotech India has established itself as a major distributor of research reagents, consumables and equipments for proteomics, genomics, cell biology, immunology, health care and drug development. Its mission is to deliver superior research management solutions through an excellent customer service and prompt technical support. With substantial increase in revenue every year, the company has maintained its growth consistently. In FY 2009-10, the company grossed the revenue of Rs 14.04 crore over the revenue of Rs 11.60 crore in the last fiscal.

The company represents some of the US-based companies like Anaspec, Bellco Glass, GlobalStem, R & D Systems, RayBiotech, Santa Cruz, SABiosciences Corporation, and USA Scientific. Besides these, it also distributes products from; Abnova Corporation, Taiwan; Bachem AG, Switzerland; Cedarlane Laboratories, Canada; Major Science, Taiwan; and IKA, Germany. With a comprehensive range of products under its product portfolio, BI Biotech is fully-equipped to meet scientists/ researchers growing demand.

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Trident Equipments



Head: **V Kamraj (MD)**

Life Sciences Revenue:

Rs 13.50 crore

Business: Supplier of scientific instruments

Start-up Year: 1998

Address: 409/410 Kailas Industrial Complex, Park Site, Vikhroli(W), Mumbai-400079, Maharashtra

Tel: +91-22-25181706

Fax: +91-22-25185463

Website: www.tridentequipments.com

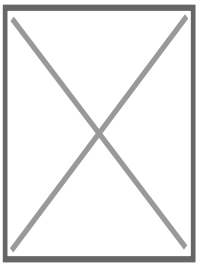
Impressive clients list

Trident Equipments is engaged in the distribution of analytical, process and life sciences instrumentation. It represents companies in the field of electrochemistry, spectroscopy, color analysis, drug discovery, process analysis, biotechnology and microbiology. Trident's clients list include big names such as UNICEF, NTPC, BARC, Reliance Energy, Ranbaxy, Dr Reddy's Labs, AstraZeneca, Novartis, USV, NCL, IIT, ICAR and CSIR Labs, Ciba, Colorchem, Bayer, Colgate Palmolive, HLL, Emerson, and Yokogawa.

In drug discovery, Trident's product line include automated liquid handling platforms, pKa, LoGP and solubility determination, permeability measurement systems, and high throughput UV spectroscopy for DNA/RNA measurements. For biotech labs/industry, the products offered by Trident include CO2 incubator, deep freezers, shakers, water baths, fermenters, and roller bottle systems. For microbiology labs/industry, the company offers air samplers and rapid identification systems. Lastly, in electrochemistry, it offers pH meters, conductivity, dissolved oxygen and ion meters.

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Lonza India



Head: **Dr Harry Rathore (CEO)**

Life Sciences Revenue:

Rs 12.20 crore

Business: Production and suppliers of APIs both chemically as well as biotechnologically

Start-up Year: 2007

Address: LBS Marg, Bhandup (West), Corpora, Mumbai-400078, Maharashtra

Tel: +91-22-43424000, 67257464

Fax: +91-22-43424050

Website: www.www.lonza.com

Targets nutrition ingredients

Mumbai-based Lonza India clocked an annual sales of Rs 12.20 crore in fiscal 2009-10. The company currently focuses on sales of the intermediates for the production of APIs used in the ARVs (anti-retrovirals) formulations for access-to-medicines markets under PEPFAR.

Indian companies such as Aurobindo, Hetero, and Astrix are customers of Lonza's ARV intermediates. Lonza India has services and products offerings in the areas of cell discovery and molecular biology followed by sales and business development of disinfectant formulations for hospitals and pharma clean rooms under the Lonzaguard brand. Lonza is building the external-manufacturing-network of Indian companies to outsource production of small molecules to complement internal capacities of Lonza's API plants worldwide.

Nutrition ingredients is the other major area where the company will be working upon and is currently exploring marketing opportunities in India. Lonza, which is headquartered in Basel, Switzerland is a major player offering products and services spanning its customers' needs from research to final product manufacture.