

Adopts strategy of value-addition

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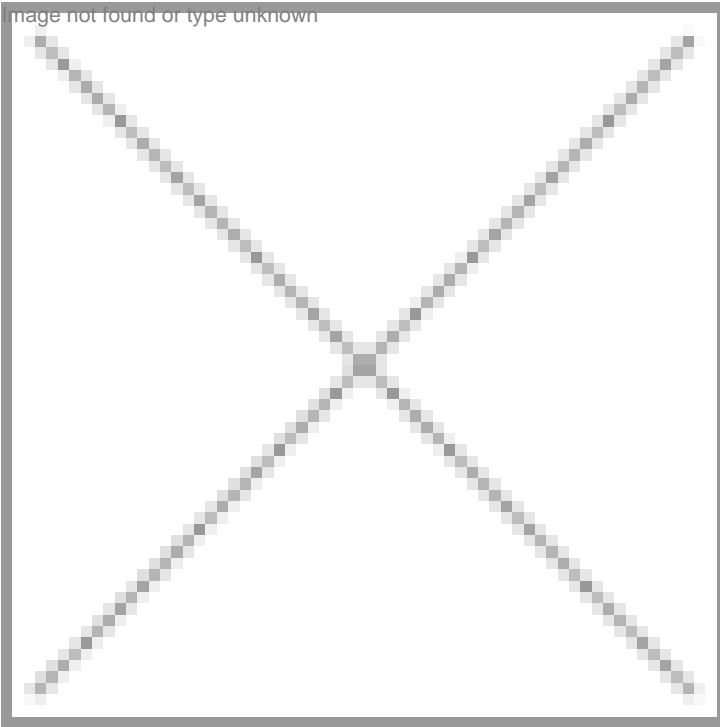


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Head: Sushil Mehta (MD)

Business: Manufactures and markets fine chemicals and lab kits

Start-up Year:2005

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**Life Sciences Business
(in Rs Crore)**

Rs 93.23 Crore

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RFCL is aggressively building its business with the support of R&D, product development and manufacturing to offer value-added products and services to the customers

With the surge of investments, RFCL looks forward to grow at a CAGR of 23 percent in

RFCL Limited, owned by ICICI Venture Funds Management Company and managed by a group of professionals, focuses on two strategic business units – Rankem Scientific Laboratory Solutions and Diagnova. These two business segments cover a range of customer segments including pharma, biotech, R&D labs, food processing, in vitro hospitals, and nursing homes.

RFCL has recorded a CAGR of over 25 percent in sales revenue for the last four years. However, for the fiscal 2009-10, the company's revenue stood at Rs 93.23 crore as compared to Rs 92.21 crore last year, when the company had achieved a phenomenal cal 2007-08.

Driven by its vision of “Leveraging science to provide solutions for a better life”, RFCL is aggressively building both its businesses backed by R&D, product development and manufacturing to offer value added products and services to its target customers. The company has recently unveiled its new mid-term plan, Sprint 2014, which will enable ent for the next four years.

In micro-life portfolio (dehydrated culture media), Rankem has added 64 products, which application areas.

In molecular biology segment, the addition of 47 products will be completing the basket of fermentation area, where the purity and accuracy is now defined at upstream process. According to new practices in fermentation technology, now more emphasis is given to product cost and to increase efficiency of the drug.

RFCL also entered into a strategic partnership with Integrated DNA Technologies (IDT), ic acids to the Indian researchers.

The company has plans to invest on building in-house manufacturing for diagnostic products and laboratory chemicals. The company has already commissioned a agnostics in Dehradun.

In addition, a new lab chemical manufacturing plant is currently under erection stages at Panoli, Gujarat.