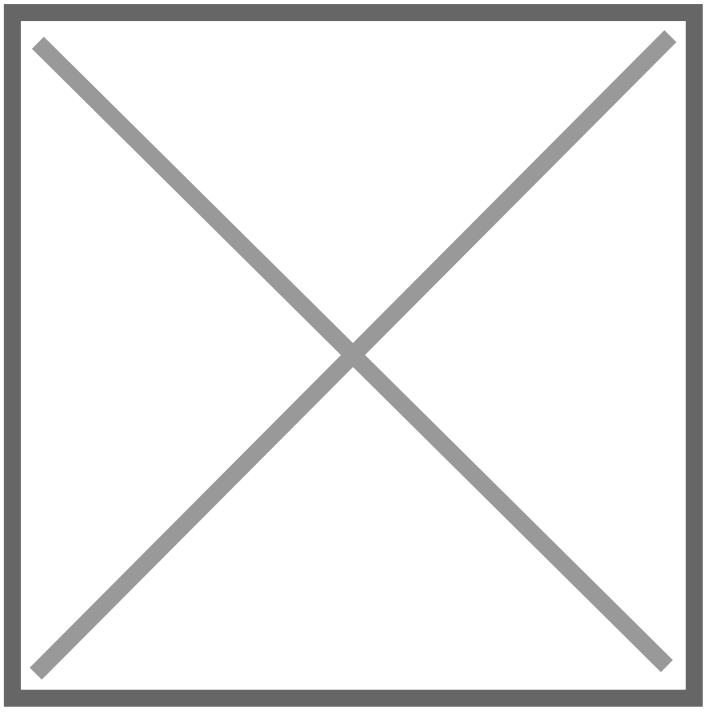
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On an acquisition spree

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Ms Anuradha Acharya
CEO, Ocimum BioSolutions



With strong understanding of the market needs and requirements, Ocimum Biosolutions went on an acquisition spree to establish its base in the global market

Ocimum Biosolutions, a leading integrated global genomics company providing GLP-compliant microarray services, comprehensive genomic reference databases, life science lab information management solutions and essential research consumables, began its operation first in the US in 2000 and a year later, set up office in India.

Besides these two markets, during its journey in the last 10 years, the company has established direct presence in other markets such as Germany, The Netherlands, the UK and Japan and has presence in many other countries through partners.

Ocimum Biosolutions, a life sciences R&D enabling company, with the main focus on three areas: bio-IT, micro-arrays and contract research services, had signed a letter of intent in 2005 to acquire MWG Biotech AG's microarray business, which is the international provider of DNA sequencing and DNA/siRNA synthesis services for academic and industrial research with production sites in Germany, the US, and India.

The acquisition was consistent with their strategy to become an integrated genomics company providing wet lab research tools, bioIT solutions and contract research services to the pharma and biotech industries.

Global Expansion
In order to become a global company, Ocimum later acquired biomolecules synthesis business of Isogen Life Science based in The Netherlands in 2006. This deal was a significant step towards becoming a global oligo player. This acquisition helped Ocimum become a more integrated genomics services provider with three delivery points in Indianapolis, IJsselstein and Hyderabad.

Continuing its acquisition spree, Ocimum Biosolutions announced the acquisition of US-based Gene Logic's genomic business for $10 million (□44.7 crore) in 2007. With this acquisition, the company has done three global acquisitions in the span of three years, a deal per year. The purchase agreement includes the Maryland-headquartered, Gene Logic's knowledge products business, which is anchored by the world's largest databases of human biology. As part of the transaction, Ocimum also acquired Gene Logic's comprehensive genomic and genetic services business that provides customers with access to a bio-repository of over 80,000 samples. Recalling the acquisition, Ms Anuradha Acharya CEO, Ocimum Biosolutions says, "The genomics business, when integrated with Ocimum's strengths in bioIT, biomolecules and bioresearch groups, forms a premiere business that can support multiple aspects of the life sciences industry. Gene Logic's

genomics customers will also benefit from Ocimum's global presence."

Currently, with a five-acre campus that has four large units of around 100,000 sq ft in each unit adding to around 400,000 sq ft of lab and office space in India; and with a 55000 sq ft state-of-the-art lab in the Gaithersburg area in Maryland (suburb of Washington DC), which is known as Gene Logic; Ocimum Biosolutions has already established a strong foothold in the global market.

"We are a global company since we began our operations in 2000 in the US and 2001 in India. Since then we have been expanding globally both through acquisitions and by opening offices and presence through partners," adds Ms Acharya.

Suchitra Pillai in Bangalore