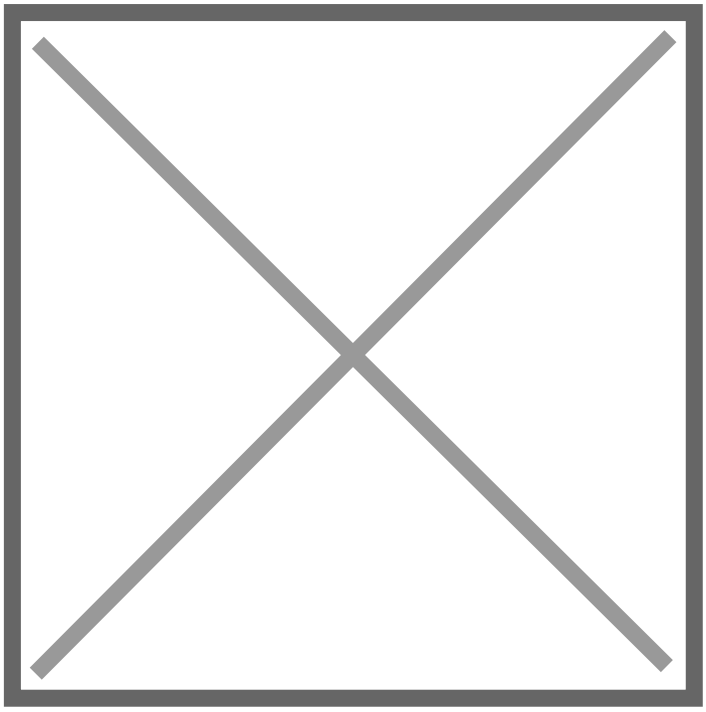
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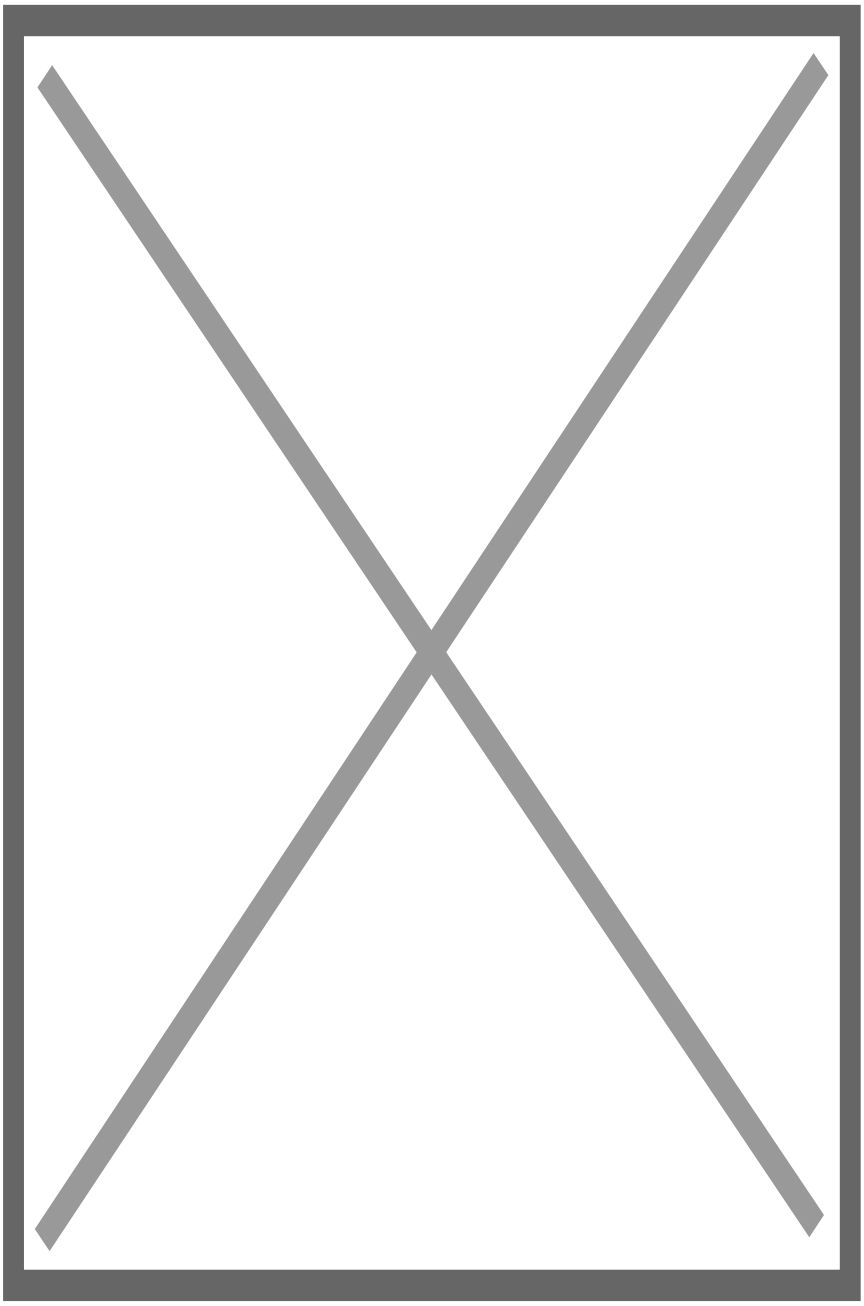
Performance unrivaled

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Rank 11

Performance unrivaled



Imperial Life-Sciences, with a diverse portfolio of products and solutions, has outperformed rivals on growth.

Established in 1992, Imperial Life-Sciences Pvt Ltd (ILS), is in the business of instrumentation, reagents, software and other consumables, providing complete solutions for laboratories working in genomics, proteomics, drug discovery and bio-production process. It is the exclusive representative for several leading global players in India like Agilent Technologies, Invitrogen Corporation (Gibco, Molecular Probes, Dynal, Caltag, Biosource, Zymed), Caliper Life Sciences, Xenogen, Biotage, IDT, CBS Scientific, Amresco, Fitzgerald and various others companies.

The company registered nearly 126 percent growth in its revenue, clocking Rs 88.73 crore in FY2007-08 as against Rs 39.25 crore in 2006-07. It was the fastest growing Top 20 BioSupplier in 2007-08. The company was able to place 50-60 bioanalyzer systems from Agilent in major research institutes and has aggressive plans to place these systems in the Indian market in the coming months. The company sold four systems from Xenogen to major research institutes like IICB, Kolkata and Indian Institute of Science Bangalore. The company has sold six in vivo imaging systems from Caliper last year and plans to sell 10-12 in the coming financial year. The company grew strongly in QPCR and custom oligos and also in the Nucleic acid Purification and isolation business. Molecular biology segment from Invitrogen and custom media and services also contributed significantly to the growth. Liquid handling systems from Caliper were a new product segment and it sold five of

them in 2007-08.

The company, according Neeraj Gupta, managing director, ILS also became the top supplier of foetal bovine serum in India. The company sold 12 microarray systems in the last financial year and was able to successfully introduce the concept of Genome wide work stations. ILS also set up ILS-USA cooperation to provide product support in January last year. It doubled its sales force and technical support manpower during the year. The company is looking forward to setting up bigger facilities in Calcutta and Pune. It will be consolidating its product portfolio too, as some its key principals like Invitrogen have announced major acquisitions in 2007-08. The company is also looking at setting up a Bioservices division to train people in high end technical instruments for the industry.