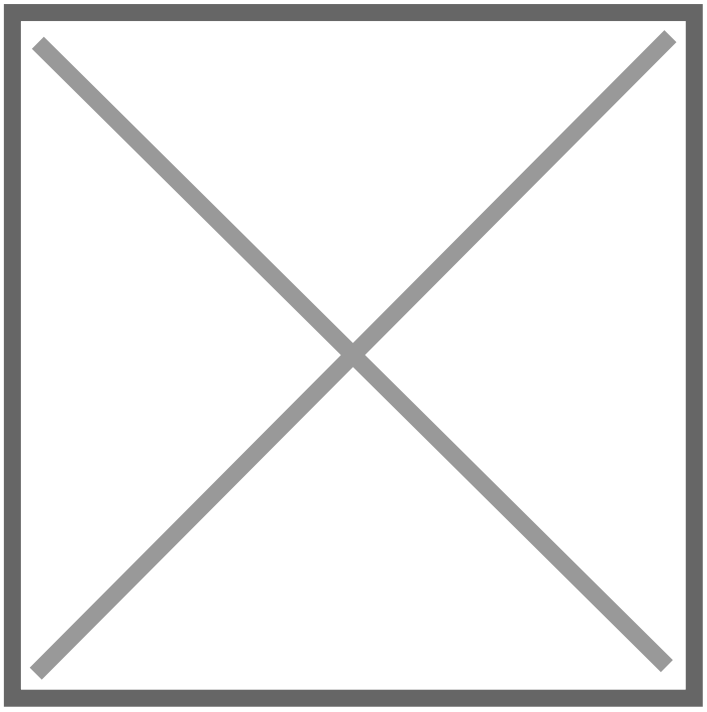
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Profiles - Imperial Life Sciences

16 July 2012 | News



9theimperiallifesciencesceosatishkguptaandneerajguptadirectorsalesandmarketing

Increased alliances, more products

Imperial Life Sciences is exploring untapped opportunities in the areas such as third generation sequencing and molecular diagnostics

Maintaining its consistent performance, Imperial Life Sciences (ILS) has grown by 13 percent in FY 2011-12. The company clocked revenues of 152.70 crore from sale of its bioscience products.

Being an exclusive representative of leading global players in India, ILS provides complete solutions in instrumentation, reagents, bioinformatics, consumables, genomics, proteomics, cell culture, drug discovery and bioproduction.

In 2011, ILS forged several new relationships to expand its business. It tied up with Affymetrix for microarray systems and arrays; New England Biolabs (NEB) for its extensive range of molecular biology reagents including restriction enzymes; and (GMI) for its state-of-the-art PET/SPECT/CT.

The company also partnered with Miltenyi Biotec for MACS Quant flow cytometers, AutoMACSPro cell seperators, and an extensive portfolio of cell biology reagents.

ILS made a strategic move to bring third generation sequencing solutions by entering into a partnership with Pacific Biosciences.

The company is also looking at consolidating its advanced molecular diagnostics business.

According to ILS the range of products from NEB to Affymetrix have been significant business drivers, while Caliper and Miltenyi Biotec have been significant revenue generators.

The consumables business for ILS today accounts for 40 percent share of its total business. The company also made a notable growth in the microarrays segment

ILS has doubled its employee strength to increase its penetration in the Indian market. It not only increased its product portfolio, but has also diversified its business by creating individual business groups viz: genomics division; cell biology and imaging division; and consumables and reagents division.

According to Neeraj Gupta, director, sales and marketing, Imperial Life Sciences, Ã¢â?¬Å?We believe in providing quality products to our clients and, therefore, continue to maintain close association with all our key clients. We will try our best to continue growth in current business segments. The establishing of a new division of advanced molecular imaging providing state-of-the-art technologies for Indian customers is also on our cards.Ã¢â?¬?

Business:Supplier of products used in biotechnology and molecular biology research
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Revenue: 152.7 crore
Start-up year:1992
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