

Retains lead in supplier market

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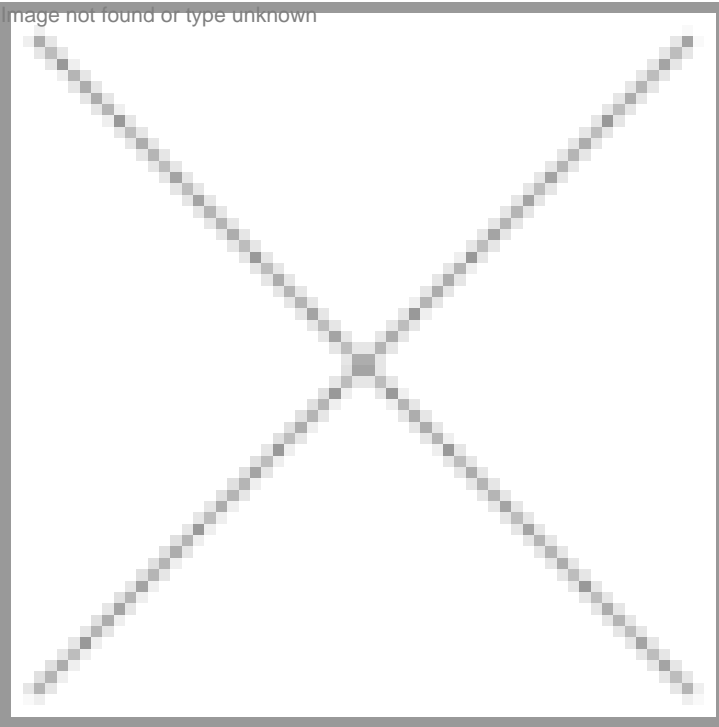
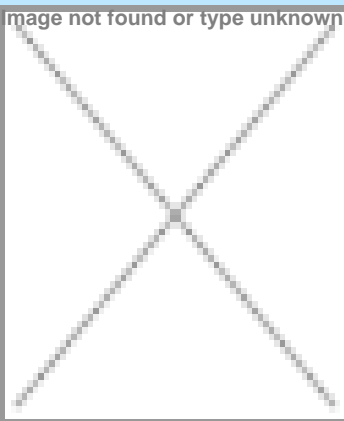


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Head: KV Venugopalan (President)

Business: Manufacturer and supplier of analytical instruments and solutions

Start-up Year:1988

Address: 36A, II Phase, Peenya Industrial Area, Bangalore-560058,

Karnataka

Tel: +91-80-28371900

Fax: +91-80-28392157

Website: www.waters.com

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

Rs 262.2 Crore

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In spite of difficult external market and economic conditions, Waters business in India continues to enjoy the confidence and support of majority of its customers

With a sales turnover of Rs 262.20 cr, Waters India has retained its No.1 position for the

Bangalore-based Waters India has recorded revenue of Rs 262.20 crore in fiscal 2009-10 as against Rs 333.70 crore in fiscal 2008-09. In spite of difficult external market and economic conditions, Waters business in India continues to enjoy the confidence and support of majority of its customers, which made it rise to the number one position in the BioSpectrum-ABLE Industry Survey 2010. Even though the company's business declined by close to 20 per cent in 2009 as compared to 2008, Waters enjoyed a major

Even in a difficult year like 2009, when most companies in the sector initiated cost-cutting measures such as salary cuts and employee reduction, Waters not only provided excellent salary increases but also continues to recruit persons to prepare itself for the

KV Venugopalan, president of Waters India, says, "Our results so far in 2010 prove beyond doubt that the measures we have taken have yielded excellent results not only in alty, but also our business."

He shares, "Initial indications from the market and our results so far says that the Indian economy is recovering faster than expected and our customers particularly those in the pharma sector have started large scale investments to clear their entire capital expenditure backlog to regain lost time and accelerate their growth process. As a result, in high double digits for the year 2010."

Waters India is the Indian subsidiary of Waters Corporation headquartered in Massachusetts, US. It is a member of the Standard and Poors 500 Index. The company employs more than 4,500 with manufacturing facilities located in Milford, Massachusetts, Ireland, Singapore and Manchester, England.

Pioneering a combined portfolio of separations science, laboratory information management, mass spectrometry and thermal analysis, Waters technology breakthroughs and laboratory solutions provide an enduring platform for its customer

While the company offers a broad array of technologies, it still maintains platform instruments, chemistries, software, and services.