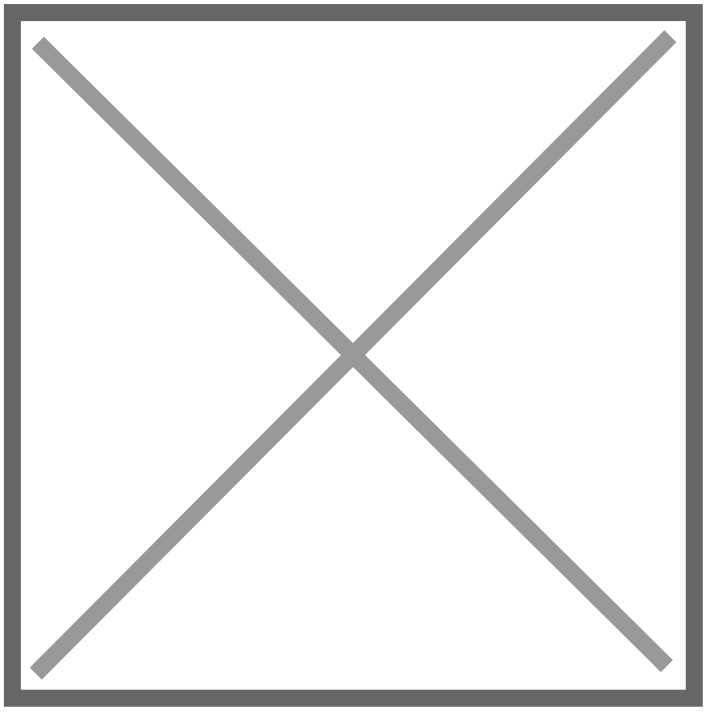
BioSpect
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

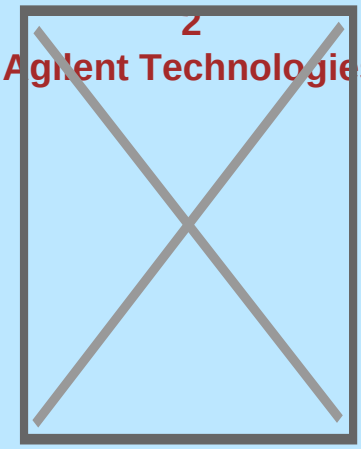
Cashing-in on chromatography biz

07 July 2010 | News



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Agilent Technologies

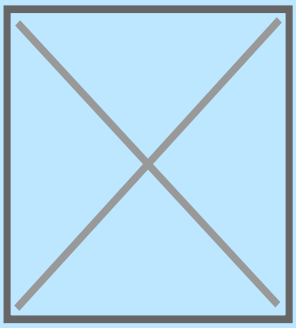


Head: **Parmeet Ahuja (President and Country General Manager)**
Business: Lab equipments and research products
Start-up Year:1989
Address: Agilent Technologies India, Plot No. 10, Udyog Vihar, Phase IV, Gurgaon-122016, Haryana
Tel: +91-124-4727000
Fax: +91-124-4727102
Website: www.agilent.com

Life Sciences Business (in Rs Crore)

Rs 255* Crore

** BioSpectrum estimates*



With improvisations product portfolio, Agilent is clearly on its way to consolidate its position in the Indian market

Agilent has consolidated its chromatography and mass spectrometry businesses to maintain lead in the market

The life sciences sector has been one of the key growth areas for Agilent India. The growing awareness and requirements from the regulatory stand point, both in the pharma and non-pharma segments, have been the strong driving forces behind the company's rapid growth. The company's strong global presence and reliability as a solution provider have made an increasing number of Indian customers look upon Agilent as their reliable partners in the growth path.

According to *BioSpectrum* estimates, Agilent Technologies' life sciences business, in FY 2009-10, stood at Rs 255 crore. A major share of the revenue comes from the pharma sector which has been a large contributor to the Agilent's Life Sciences and Chemical Analysis (LSCA) business.

Agilent's core strength has been its chromatography business. Agilent also introduced its next generation Agilent 7100 Capillary Electrophoresis (CE) system, providing at least 10 times more sensitivity than any other commercial CE instrument. Its industry-benchmarked 1200 series HPLC and 7890 GC have been its biggest revenue generators. Agilent's Rapid Resolution LC (RRLC), a fast LC, has been a big success in the pharma segment. Agilent also launched 1120 Compact LC, a product for the mid range market segment and the product received a positive feedback and the orders for the same are on the rise.

In 2009, Agilent Technologies signed a definitive MoU with the Indian Institute of Science, Bangalore and the Society for Innovation & Development to form Agilent Measurement Science Center (AMSC). The center would focus on scientific research, technology and equipment development and training activities to explore new frontiers in measurement science.

Over the years, Agilent's mass spectrometry (LCMS and GCMS) products have also seen a big jump in revenues. Today, Agilent is one of the few players, which has a total portfolio of mass spectrometry techniques that span the various application needs of the industry. With the instrumentation needs growing, its portfolio of lab informatics solutions, like the enterprise content management, OpenLAB and Electronic Lab Notebook, has also showed high double digit growths.