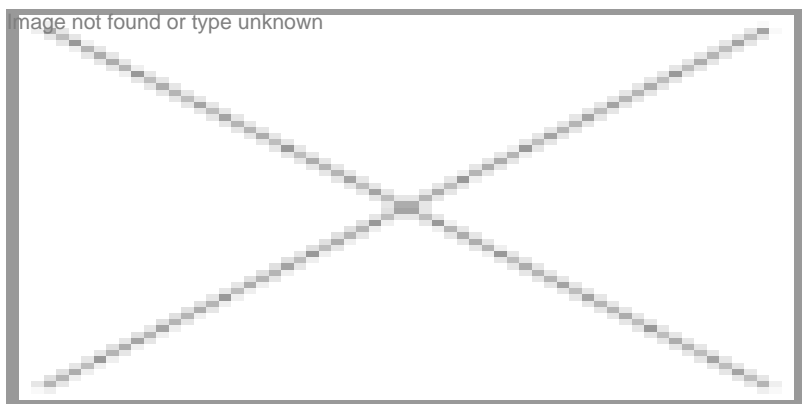


## Single Fermenter Tech Pioneer

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*Alfa Laval India was the first company to bring in single fermenter technology to India in the late 1980s.*

Alfa Laval India has its presence in India since 1937 as a sales company for Alfa Laval Group. It manufactures and supplies a wide range of key components and systems in separation, heat transfer and flow technology to life sciences companies. In 1987, it became Alfa Laval India Ltd. Subsequently in 1993, Alfa Laval India became a holding company of Alfa Laval AB Corporates, Sweden with which it has a technical collaboration. It manufactures and supplies a wide range of key

components and systems for food, chemical, biotechnology and pharmaceutical industries at its plant at Pune. Alfa Laval India started its business in life sciences with Biocon India as its first client. It has established itself as a supplier of fabricated and separation products in the biopharma applications.

Alfa Laval India is supplier of plate and spiral exchangers, centrifugal separators and decanters, flow equipment and complete projects and systems. Alfa Laval India was awarded GMU (Group Manufacturing Unit) status by Alfa Laval, Sweden, to manufacture centrifugal separators and decanter centrifuges for exports to Alfa Laval Sweden, Japan, Spain and Denmark. Alfa Laval India received ISO 900:2000 certification from Lloyds Register Quality Assurance - LRQA (UK) for its manufacturing units and after sales services. Alfa Laval offers customized and comprehensive process systems/solutions such as cell culture reactors, clean in place, formulation, separation and filtration, high purity water, media and buffer prep and waste in activation to the biotech industry.

Alfa Laval India is the first company to bring in single fermenter technology to India in late Eighties. It has entered into a tie-up with Katzen International Inc. US, to bring vapor phase molecular sieve technology. Its fuel ethanol program has been gaining prominence in Asia and South East Asia. It has installations in Vietnam, Thailand and Indonesia and India.

For the year 2005-06, its total sales from two of its business segments, which it considers as the primary segment such as equipment, process technology and other divisions, stood at Rs 591.54 crore. Its sales from life sciences division have dropped to Rs 30 crore during the year. However, its sales from life sciences division in 2004-05 touched Rs 46 crore as it received a major order from Biocon India during the year. The company feels that the rapid increase in capacity additions witnessed in the past in biotechnology will not continue for sometime though the business in biotechnology is expected to grow at a lower rate.