

## Explores next generation sequencing market

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### RANK 8

flow cytometers and imaging flow cytometers

Revenue **135.10**

#### Imperial Life Sciences

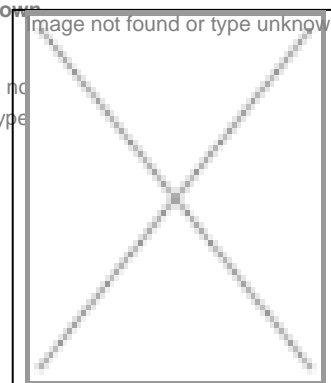
CEO: **Mr Suresh Kumar Gupta**

**Business:** Supplier of products used in biotechnology and molecular biology research

**Start-up Year:** 1992

**Address:** Plot No. 463,  
Sector 37-II, Pace City II,  
Gurgaon-122001  
Tel: +91-124-4559800 / 99  
Fax: +91-124-4559801  
Website: [www.imperialls.com](http://www.imperialls.com)

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Imperial Life Sciences (ILS) has been able to maintain a consistent growth rate of 19.7 percent this year too. The company registered revenue of 135.10 crore in the FY 2010-11 as against 112.85 crore in the last fiscal. In continuation with last year's trend, 70 percent of the revenue has been generated from the instrumentation business and the rest 30 percent from the reagents

ILS has been an exclusive representative of many leading global players in India. The company provides complete solutions in instrumentation, reagents, bioinformatics and consumables. Besides that it has the entire range of products for labs working in drug discovery and bioproduction.

The company has collaborated with many key players from different segments of the business like Affymetrix, a market leader in microarrays; NEB, a key player in restriction enzymes; Miltenyi Biotech, a market leader in magnetic cell separations and Biometra which provides thermal cyclers. With a strong focus on existing and emerging markets, ILS has expanded its focus on genomics and cell biology instrumentation and consumables. Now it is exploring the

possibilities of expanding into the Next Generation sequencing market in collaboration with existing and new principal partners.

According to Mr Neeraj Gupta, director, Sales and Marketing, "The major business drivers this year were microarrays, automated electrophoresis units, flow cytometers, imaging flow cytometers and in vivo imaging systems with multiple units sold throughout the country."

The ILS has also started Custom Bonded Warehouse for the long term benefit of its customers. Talking about this focus of the company, Mr Suresh Kumar Gupta, CEO, ILS, says, "With the availability of a Warehouse, the customers can purchase products in Indian currency with same custom duty benefit pricing and faster deliveries across India. This has helped the company to simplify delivery and ordering process."