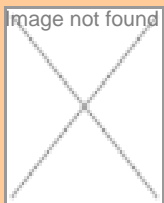


31-35

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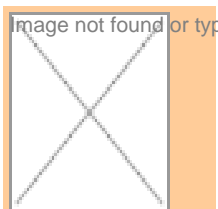


| | | |
|---|--|-------------------|
| 31 |  | BI Biotech |
| | MD Mr Vinaya K Dubey | |
| | Business: Distributor of research reagents and instruments | |
| | Start-up Year: 1984 | |
| Address: 325, 3rd Floor, Ansal Chambers, Bhikaji Cama Place, New Delhi-110066. Tel: +91-11-2610271 Fax: +91-11-2610273 Website: www.biotechindia.com | | |

Maintains consistent growth

As a distributor of research reagents, consumables and equipments for proteomics, genomics, cell biology, immunology, healthcare and drug development, BI Biotech India has developed a niche space for itself in the supplier segment. The company registered sales revenue worth 16.71 crore in 2010-11 as compared to the previous year's revenue of 14.04 crore. The company represents several US-based companies like Anaspec, Bellco Glass, GlobalStem, R&D Systems, RayBiotech, Santa Cruz, SABiosciences Corporation and USA Scientific. Besides these, it also distributes products from Abnova Corporation, Taiwan; Bachem AG, Switzerland; Cedarlane Laboratories Limited, Canada; Major Science, Taiwan and IKA, Germany. One of the factors behind its success is the firm's focus on providing good warehousing for perishable reagents like ELISA kits, recombinant proteins and antibodies among others.

Revenue:  16.71 crore



Sisco Research Laboratories

Chairman and MD

Mr SK Agarwal

Business: Manufacturing and processing of Molecular Biology Reagents

Start-up Year: 1975

32

Address: Gala No.26, Navketan Indl. Premises, Shanti Nagar, Opp. Onida House, Mahakali Caves Road, Andheri (E), Mumbai-400 093



Tel: +91-22-42685800

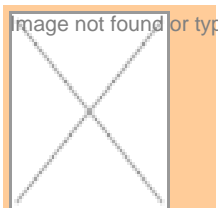
Fax: +91-22-42685801

Website: www.srlchem.com

Revenue:  15 crore

Specializes in pure chemicals

Sisco Research Laboratories (SRL) is a manufacturer and supplier of highly pure specialty chemicals for the biotechnology and research industry in India. The company increased its revenue from  5.3 crore in 2009-10 to  15 crore in 2010-11. This significant rise in the revenue is mainly attributed to the addition of several high value products of special research needs, such as nanotechnology powders and carbon nanotubes. Furthermore, it has tied up with five leading specialty chemical manufacturers from Europe and the US and also introduced another arm to the company. As of last year, around 70 percent of Sisco's revenue was obtained from the public sector, mainly the ICMR R&D institutes and the remaining 30 percent was contributed by the private pharma sector. Last year, the company also entered the nanotechnology field by producing carbon nanotubes and nanobiochemicals, the only company in India to attain such a feat.



Saksham Technologies

Director

Mr Sameer Maheshwari

Business: Distribution of refrigeration, clean room equipments, clean air systems and pressure vessels

Start-up Year: 1992

33

Address: 01 - 102, Sita Nivas, Plot no 94, RD- 1, Liberty Garden, Malad (West), Mumbai-400 064

Tel: +91-22-40730202, 28893535 / 3636

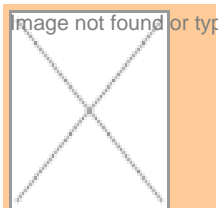
Fax: +91-22-022-28893636, 28803738

Website: www.saksham.co.in

Revenue:  14 crore

Focuses on after-sales support

Saksham Technologies clocked revenue worth  14 crore for FY 2010-11 as compared to  10 crore in 2009-10 thereby growing at 40 percent. The company until date, has distribution alliances with Scigenics for their fermentors, process vessels, downstream process equipments; Scanvac for their freeze dryers and speed vaccum concentrators; Esco Micro for their bio-safety cabinets, PCR cabinets, vertical and horizontal laminar air flow cabinets, IVF cabinets and CO2 incubators. Other alliances include Kaltis, Taiwan; Hermle LaborTechnik, Germany; Tuttanauer, Israel; Jeiotech, Korea; Gram Bioline, Denmark; Optika, Italy; and Kern and Sohn GnmBh, Germany. Saksham also signed an MoU with Steris, USA, to promote their products in India.



Trident Equipments


MD

Mr V Kamaraj

Business: Supplier of scientific instruments

34

Reports flat growth

Trident Equipments clocked an annual turnover of  13.50 crore in FY 2010-2011, which is the same as last year. The company is distributors for firms like Thermo Scientific, GEAI, Grant Scientific, Sirus Analytical, Cybio, Analytik JenaKALTIS, Pion and Belloglass. In drug discovery, Trident's product line includes automated liquid handling platforms, pKa, LoGP and solubility determination and permeability measurement (Pampa) systems; in microbiology it offers air samplers, rapid identification systems; and in electrochemistry it offers pH meters, conductivity, dissolved oxygen and ion meters. The company during the FY, installed around eight to 10 automated platform

Start-up Year:

1999

Address: f409/410 Kailas Industrial Complex, Park Site, Vikhroli (W), Mumbai-400079**Tel:** +91-22-25181706**Fax:** +91-22-25185463**Website:** www.tridentequipments.com**Revenue:** 13.50 crore

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**Esco Biotech****Director**

Mr Sameer Maheshwari

Business: Joint Venture with Esco Micro, Singapore**Start-up Year:** 2005**35****Address:** 01 - 102, Sita Nivas, Plot no 94, RD- 1, Liberty Garden, Malad (West), Mumbai-400 064**Tel:** +91-22-40730202, 28803636, 32933535**Fax:** + 91-22-28803738, 28893636**Website:** www.escoglobal.com**Revenue:** 13.40 crore**Supplies to prestigious R&D centers**

Esco Biotech, is a supplier of laboratory equipments to the biotech and pharmaceutical sector with emphasis on after-sales service. During the fiscal, it clocked revenue worth 13.40 crore as compared to 10.70 crore in 2009-2010.

Esco's product range includes laminar air flow cabinets, biological safety cabinets, CO2 incubators, deep freezers, laboratory fume hoods, hospital pharmacy isolators and modular clean room construction components among others. Biocon, Intas Pharmaceuticals, Piramal Healthcare, Shreya Life Sciences, Advanced Centre For Treatment, Research In Cancer (ACTREC), Serum Institute of India, National Institute For Research In Reproductive Health, Indian Institute of Immunohaematology, National Institute of Oceanography, Gujarat Cancer Research Institute, Central Institute of Cotton Research Center, Bhabha Atomic Research Center and National Center for Antarctic and Ocean Research are some of the clients.