

## Sets sight on mass spectrometer products

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### RANK 5

Shimadzu Analytical's (India) overall revenue

Revenue **186 crore**

**Shimadzu Analytical (India)**

**MD:** Mr Senya Imamichi

**Business:** Analytical and Scientific Instrumentation

**Start-up Year:** 2006

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Life sciences, with 70 percent revenue share, continues to be a major contributor

Shimadzu Analytical (India), a subsidiary of Shimadzu Corporation, focuses on offering technologies in the field of analytical and scientific instrumentation, process control

For fiscal 2010-11, the company clocked revenue of 186 crore as against 141 crore in 2009-10. The growth has primarily been due to the recovery of the India life sciences

The Indian subsidiary completed five years of direct operations in India in April 2011. Started in 2006, in India, Shimadzu presently has five marketing partners namely

Spinco Biotech, Toshvin Analytical, Swan Environmental, Saksham Analytical Instruments and Amkette Analytics. Shimadzu has been operating in the India life sciences space for the past 40 years through these distributors.

Life sciences, with 70 percent revenue share, continues to be a major contributor to the subsidiary's overall revenue. Over the past one year, the pharma companies, have been making considerable investments in

high-end research activities. This is due to the gradual shift of India from a drug development to a drug discovery destination.

This in turn has had a positive affect on Shimadzu India's overall life sciences revenue. "Indian companies are now looking at NCE research, which requires high-end technology. Moreover, many pharma companies are particular about quality control. This has proved to be an advantage for Shimadzu India," says Mr Senya Imamichi, managing director, Shimadzu Analytical (India).

In the coming years, Shimadzu India will focus on its mass spectrometer product, as pharma companies are stepping-up focus on high-end NCE research.

The company has also invested in expansion of its infrastructure, customer service and training activities. Says Mr Imamichi, "Since 2006, we have doubled our infrastructure space and also doubled investments in customer services."