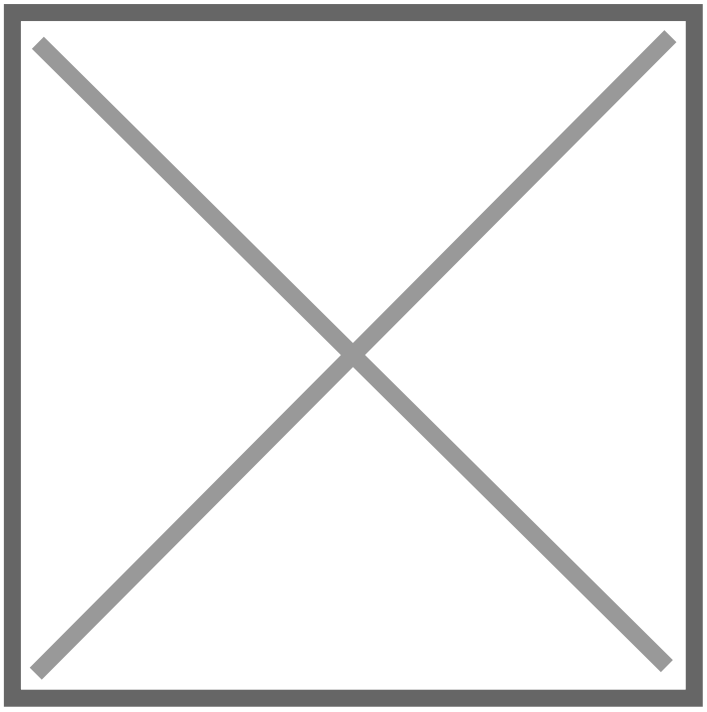
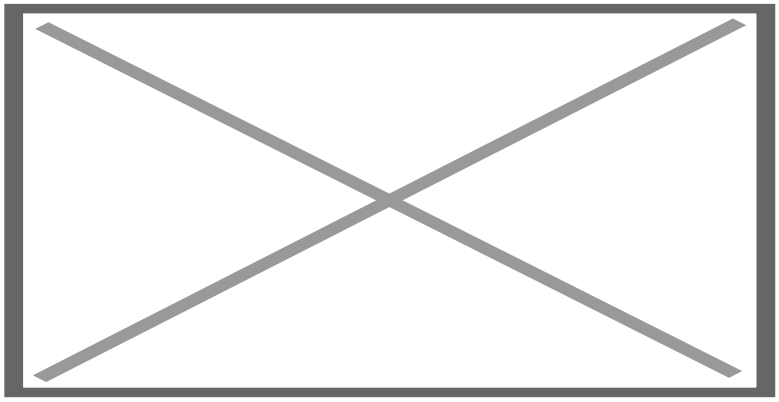
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Consistent Growth

14 July 2006 | News





Consistent Growth

Imperial has grown by leaps and bounds since inception in 1992 and the growth has been consistent and well defined through these years.

Imperial Life-Sciences (P) Ltd, formerly known as Imperial Bio-Medics (P) Ltd, markets a wide range of biological research products. This includes sophisticated genomics platforms, molecular biology reagents, kits, biochemicals, immunological reagents, clinical diagnostic kits, laboratory consumable products among others.

During 2005-06, the company's revenue was Rs 26.88 crore, up from Rs 19.38 crore in the previous year, registering a healthy 38.7 percent growth.

Earlier operating from Chandigarh, Imperial Life-Sciences shifted base to its new 15,000 sft facility in Gurgaon in December last. Its new set-up is equipped with latest communication equipment and storage facilities. The company has also set up a well-equipped and full-fledged "Application Support Laboratory" at this facility. The lab has latest technologies such as Fast PCR, Real Time QPCR, Automated DNA Sequencer and other laboratory equipment and plans to add micro array scanner and spotter to this facility soon.

Imperial has been doing good business. The company received the "Best Distributor of the Year" award consecutively in 2004 and 2005 from Stratagene Inc., one of its key principals. Presently, it has a marketing alliance with about 45 international companies including Stratagene, Matrix, Analytic Jena, Fisher Scientific, Ameresco among many others. To streamline and efficiently reach its customers, the company has established two separate divisions- Instrumentation and Bioinformatics; Specialty Reagents and Consumables. Supply of bioinformatics software and tools is a new segment which it has added to its

portfolio. Currently it represents Iobion Labs, a division of Stratagene and Premier Biosoft, Inc, USA. During the FY 2006, the company did business worth Rs 1.45 crore in this segment.

The company provides complete solutions for Real Time QPCR techniques, microarray products from spotters to scanners, micro array consumables, custom assays and reagents, automated liquid handling systems, protein crystallography systems, electrophoresis equipment and supplies, complete range of PCR consumable, enzymes, biochemicals, custom probes and primer services, molecular biology kits, antibodies, cell biology products, tissue culture products, liquid handling systems, filtration and dialysis products, scientific equipment and a wide range of laboratory disposable plasticware products.

At its recently set up application support laboratory in Gurgaon, Imperial provides complete technical training and application support to its customers in designing and optimization of various QPCR assays, product validations and trouble shooting for researchers working on QPCR, microarray and other techniques.

In order to provide the best possible products and services to its customers in India, Imperial Life Sciences has built a complete distribution network from the ground up, with subdivisions, branch offices, and sales executives in all major cities and regions. It covers the entire market of India through an established network of its own stock, sales and service centers in cities of India such as Mumbai, Bangalore, Hyderabad, Chandigarh, Lucknow and Kolkata. The company has over 10,000 satisfied customers in research institutes, biotech, biopharma companies, universities, hospitals and diagnostic centers.

Its key customers include companies in the biopharma, biotech, agriculture, veterinary sciences segment along with universities, medical colleges, drug discovery labs, clinical trial and contract research facilities and research institutes.