

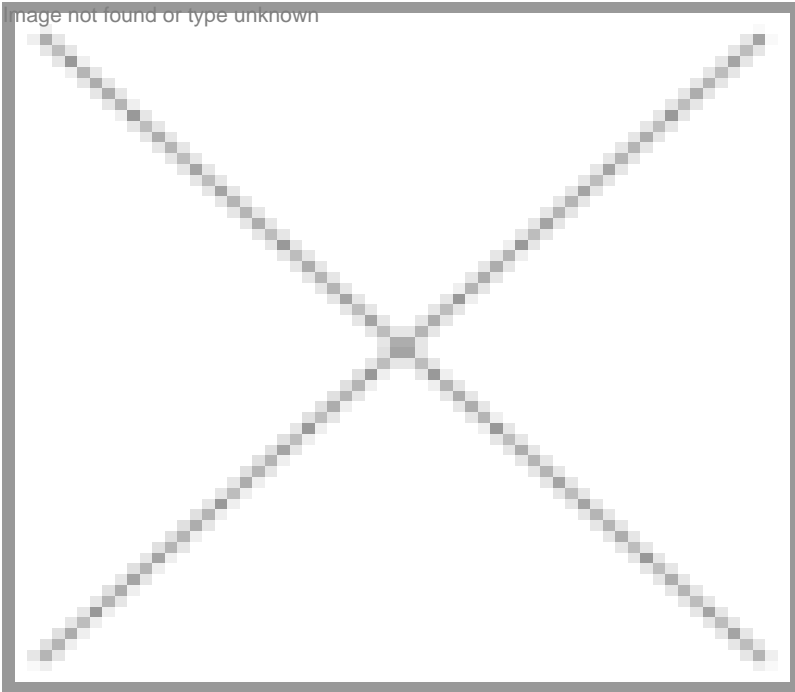
Molecular Networking

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Genetix represents world leaders for supply of kits, reagents, laboratory plasticware and filterware. It has the largest distribution network of branch offices and over 30 distributors across India and in South East Asia.



CEO: Arun Prakash
Revenue: Rs 51 crore
Start-up Year: 1991
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Genetix Biotech Asia provides some of the global brands for molecular cell biology kits, reagents, tissue and cell culture serum/media, plasticware, chromatography media/columns, and sophisticated instruments. It initially started as an indenting company for marketing and providing technical support to Indian customers for all the products in its portfolio. In 1996, Genetix took advantage of growing market in private sector and reduction in custom tariffs to import, for 'stock and sell', products from Nalgene, Nunc, Clontech, Qiagen, Hyclone, Pierce, Amresco, SantaCruz and others.

The company registered an approximate growth of 30 percent in the FY 2006-2007 up from Rs 40.1 crore last year to close at Rs 51 crore this year. The main growth drivers were work on several international projects, the prestigious one being with Oxford University, UK on genotypic studies. The company services two key segments of the market, the research segment and the industry, specifically the biopharma industry, both for R&D and production. It is also one of the key suppliers to almost all vaccine and recombinant protein manufacturing companies which have been responsible for most of the sales this year.

Genetix Biotech stocks and sells over 15,000 lines of products for some of the best manufacturers such as Qiagen GmbH, Fermentas Life Sciences, Ambion, Operon Biotechnologies GmbH, Amaxa GmbH, Whatman Biometra GmbH, Nalge Nunc International, Nunc A/s, Tosoh Bioscience GmbH, Santacruz Biotechnologies and many others. It recently set up a full-fledged molecular biology and cell culture laboratory for in-house training, customer demonstration/training and quality control backup. This facility in future is to be utilized for running PCR courses for private diagnostic laboratories, develop molecular diagnostic products for infectious diseases and take up contract research.

The company plans to launch a whole range of bioseparation products which includes filtration, chromatography, ultrafiltration under the Genetix brand, rather than other company products. It is also looking at functioning of the contract research laboratory for clinical research.