

## Leveraging on biotech consumables, reagents

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### RANK 6

Having acquired the Applied Biosystem agency business from LabIndia Instruments, Invitrogen has better access to a robust line of products

**Revenue** ₹180 crore

**Invitrogen Bioservices India**

**MD:** Mr Devashish Ohri

**Business:** Manufacturer and supplier of biotech consumables and instruments

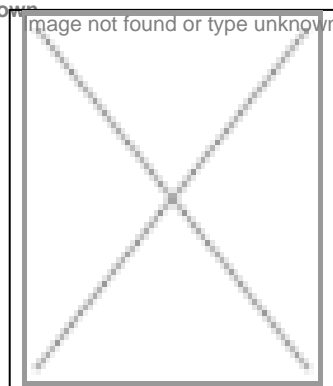
**Start-up Year:** 2005

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Life Technologies Corporation, headquartered in California, US, operates in India as Invitrogen Bioservices India, specializing in biotech consumables and benchtop instruments. Invitrogen India commenced operations in 2005 from Bangalore. Having acquired the Applied Biosystems agency business from LabIndia Instruments, Invitrogen has better access to a robust line of products that provide end-to-end solutions, as well as customer and

Invitrogen BioServices offers its products and solutions through three key functional divisions: Co-located state-of-the-art facility housing commercial, research and support functions, technology driven, and global customer service division.

According to BioSpectrum estimates, company has clocked life sciences sales revenue of ₹180 crore in 2010-11 as against ₹140 crore in 2009-10 from its India operations.

In September 2010, Life Technologies signed cell line license agreements with a number of companies from across the world including Indian Immunologicals of Hyderabad to provide rights to its proprietary

CHO (Chinese hamster ovary) cell lines for the production of recombinant proteins used as therapeutic agents and vaccines.

In August 2010, Life Technologies launched its Applied Biosystems 3500 Dx Series Genetic Analyzers, the first CE IVD-marked capillary electrophoresis system for nucleic acid analysis, across Asia Pacific including India.

Mr Devashish Ohri, managing director, Life Technologies South Asia says, “Invitrogen consumables along with Applied Biosystems instruments provide a wide spectrum of solutions to meet customer needs and align with their growth strategy.

The next wave of growth will now come in applied markets relating to biofuels, diagnostics, forensics, agriculture, which according to ABLE could be 25 percent of the total biotech market size.”