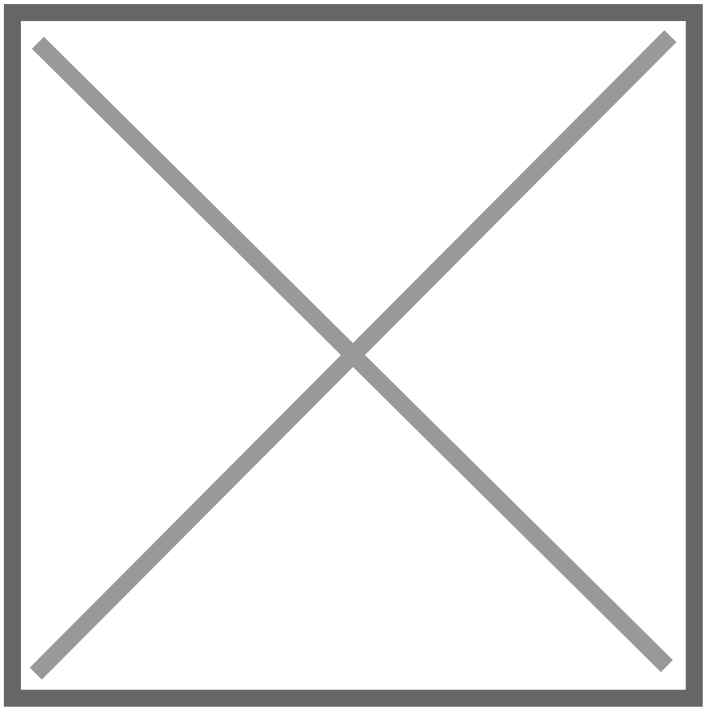
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CHROMATOGRAPHY MARKET

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Chromatography records 20% growth

The favorable market dynamics in India coupled with the technological advancements in instrumentation have propelled the growth of chromatographic separation market

The estimated ₹1,300 crore strong chromatography market continues to hold a major share of the total biosupplier market revenue. The market continues to grow at a rate of 20 percent. Dominated by high performance liquid chromatography (HPLC), the chromatography market also includes the important sub-segments such as liquid chromatography (LC), gas chromatography (GC) and ultra-high performance liquid chromatography (UHPLC). Agilent Technologies and Waters equally control around 70 percent of the market, followed by Shimadzu and Thermo Fisher, both having a staunch presence in the segment. The overall analytical instruments market which is said to be close to ₹6,000 crore, has also showed consistent growth over a period of time.

Growth drivers and market trends

The growth drivers for this market include the government investments in academics, life science applications 'Omics', growth in generics and CROs, and therapeutic conversion to new biological entities. While the life science applications in pharma biotech and environmental industries account for close to 80 percent of the market revenue, 10 percent each is shared by national laboratories and other government institutes.

The total HPLC market of India is estimated to be around ₹600 crore, witnessing a growth of over 15 percent for fiscal year 2011-12. The tremendous increase in the number of quality control, method development, research, and drug discovery laboratories has been the driving force for the HPLC market. Another sub segment has been increasing its presence substantially. This particular sub-segment, UHPLC is said to gain another 5-10 percent of the market in the next 2-3 years.

The Indian ion chromatography (IC) market is quite small as compared to the rest, but is rapidly increasing at an estimated rate of 20 percent. The same is attributed to its usage in environmental monitoring. Dionex holds the major low-end market, which is shared between Dionex and Metrohm. Gas chromatography is said have grown at the rate of six percent in 2011. The dominant player includes Chemito followed by Agilent, Perkin Elmer, Shimadzu, and Thermo Fisher. The visible trend in this segment is the gradual shift towards gas chromatography-mass spectrometry (GC-MS).

Developments and opportunities

The technological advancements with advent of systems for faster analysis have also opened up newer opportunities of growth, notably for UHPLC, monolithic columns, and hydrophilic interaction chromatography (HILIC). Monolithic columns hold great potential for very fast separations.

Despite the possible adverse economic conditions, the government funding towards R&D is still expected to increase. Therefore the chromatography segment is expected to maintain at least a minimum of 15 percent growth rate in the current financial year as well.

Highlights

Growing at an average 20% rate, HPLC constitutes a major chunk of the chromatography market

Indian pharmaceutical industry accounts for more than 65% for the HPLC market

Waters & Agilent continue to dominate the segment

UPLC is the fastest growing LC market segment dominated by Waters (60%) followed by Agilent (17%) and Shimadzu (8%)