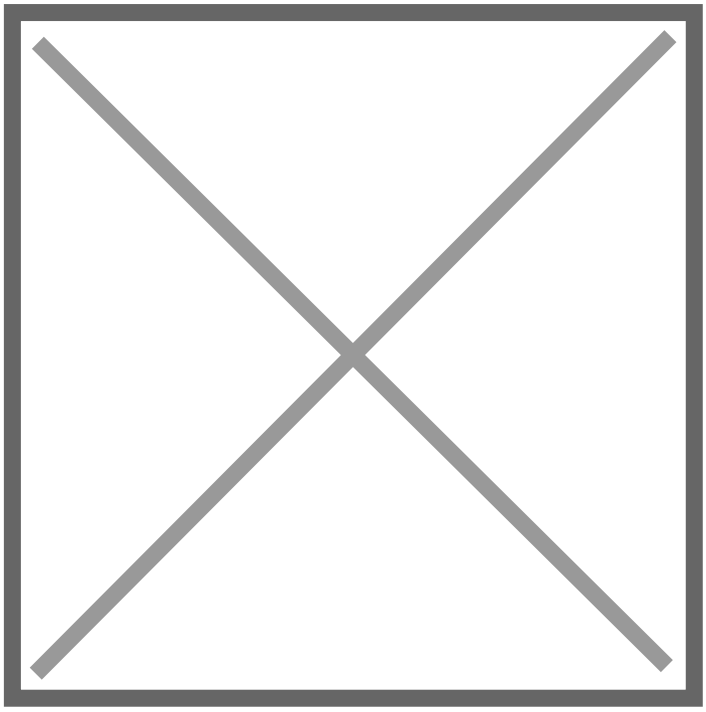
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Beckman Coulter expands product portfolio

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Beckman Coulter expands product portfolio

Since its inception, Beckman Coulter India's growth in India has moved ahead to make its life sciences business triple this year.



Beckman Coulter India is a wholly-owned direct subsidiary of Beckman Coulter, USA. Beckman Coulter is a leading manufacturer of biomedical testing instrument systems, tests and supplies that simplify and automate laboratory processes.

Spanning the biomedical testing continuumÂ¯from pioneering medical research and clinical trials to laboratory diagnostics and point-of-care testingÂ¯Beckman Coulter's 200,000 installed systems provide essential biomedical information to enhance health care around the world. Globally, the parent company is a consequence of a merger between Beckman Instruments and Coulter Corporation in 1998. Prior to establishing a direct subsidiary in India, for 16 years, the company was represented in India through a reputed distribution channel.

In India, in the past fiscal, the company garnered a total turnover of

Rs 48 crore as against Rs 24 crore in fiscal 2007-08. Commenting on its growth, Dr Chandrasekhar, managing director, Beckman Coulter India, said, "Last year in particular was a landmark year for our life sciences business. We tripled our business here and overall our business is two-and-a-half times from what we were in the first year. We did have some major breakthroughs in centrifugation. The year 2009-10 will be the year of flow cytometery. We launched some exciting products some of which are pretty unique be it in the field of centrifugation and some cancer markers some of the most advanced flow cytometery analytical systems and the most advanced cell sorting systems."

For Beckman Coulter India, the diagnostic and life science research portfolios have been major growth contributors in this subsidiary's total sales revenue. In life sciences, the company has a product portfolio ranging from centrifugation, research flow cytometry, automation, proteomics, genomics and analytical instruments. The company mainly caters to the Indian diagnostic industry (hematology, immunochemistry and biochemistry), biopharmaceuticals (R&D/quality control), discovery research and government funded research institutes, pharmaceuticals and allied industries. Amongst its portfolio of products this year, Gallios analyzer , a new flow cytometry has been added to its kitty of products. It is the first in a series of key flow cytometry instruments and software reagents to be announced throughout the year.

"Overall all our businesses within the life sciences space have done well. Centrifugation has been doing well and around 80 percent of our business comes from this portion and it has had a modest growth of over 24 percent compared to other businesses," said

Dr Chandrasekhar.