


## Axygen Scientific looks beyond instrumentation

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*While retaining its leadership in instrumentation, Axygen Scientific is now strengthening its presence in molecular biology reagents and liquid handling systems amongst others.*

 Axygen India is an offshoot of Axygen, USA, and has set many milestones in the biotech supplies. The company has been growing at an enviable pace of around 40-50 percent in India annually. The year 2008-09 saw revenues of Rs 29.5 crore with a growth of 33 percent as against the Rs 22.50 in fiscal 2007-08 with instrumentation being the major contributor for the growth.

Axygen has established itself as one of the top companies in India supplying plastic disposables used in high-tech research and then started diversifying into instrumentation and other areas in 2004-05. Labnet International was the first company which gave Axygen a foothold in the instrumentation market. It is a US-based company that operates in 55 countries globally.

This was followed by a series of tie-ups with instrumentation companies like Nuve from Turkey, Poly Science from USA, Sci-Plas from UK and Hoefer from USA.

The company's presence in the instrumentation field can be easily accessed by the number of installations (between 1200-1400) in various parts of the country. Axygen is perhaps one of the strongest players in electrophoresis in Indian market comprising horizontal, vertical electrophoresis, electro blotting systems and manual DNA sequences and has now set its goals on 2D electrophoresis systems and already completed some of the installations in this area.

Axygen is a leader in the high throughput areas in India having a market share of around 60 percent. In line with its mission to be one-stop-shop, Axygen entered into molecular biology reagents through its collaboration with Serva of Germany which contributed to more than one crore rupees in the company revenues in 2008-09. Another collaboration was with Flourotechnic, an Australian company specializing in vital fluorescent dyes and The Gel Company which is having a strong presence in the world market in capillary regeneration.

Axygen India has also tied up with Wellpro, the company dealing in liquid handlers, and got its first installation in Mumbai through a WHO funded project. The machine has now installed in Enterovirus Research Center, Mumbai; an ICMR institute. The company has also focused on outsourcing of certain business such as sequencing and oligos. In order to strengthen its market share in the molecular biology reagents, Axygen launched innovative range of taq polymerase, hot start taq, DNTPs, PCR master mixes and Q PCR master mixes. Talking about the plans for the future Navneet Trehan, CEO, Axygen, said, "We have plans to introduce new products in this range in the next two-three months. The company plans to strengthen its presence in molecular biology reagents, robotics and genomics."