

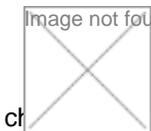
## Genetix Biotech eyes academics R&D

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*Molecular biology and cell culture have been the strength of Genetix Biotech last year, it derives majority of its revenues from the biopharma industry but is now looking at leveraging its business from academia.*



**Delhi-based Genetix Biotech Asia** represents market leaders in biotechnology/life sciences, laboratory research products such as filtration membranes and devices, molecular biology kits and reagents, biochemistry, protein assays, fine chemicals, immunology reagents, cell and tissue culture, serum and media, phy accessories and various instruments for leading multinational brands.

The company registered an approximate growth of 14 percent in the fiscal 2008-09 with revenues of Rs 80 crore up from Rs 70 crore last year. It registered a growth of 42 percent over last year. The company has been growing at an average rate of 30-40 percent for the last several years. The company derives almost 55 percent of its revenues from the biopharmaceutical industry (both R&D and production) with companies such as Reliance Life Sciences, Serum Institute of India, Indian Immunologicals and Shantha Biotech as its clients. About 45 percent of its revenues are derived from the research segment and five percent from diagnostics. Last year has been tough for the company with several factors that prompted industry players to restrain business including recession in the global market.

Talking about the growth drivers, Arun Prakash, CEO, Genetix Biotech Asia, said, "The company added three new principals to its portfolio including-Ashnon & Corbett research. Molecular and cell biology and culture business has been our strength both from industry and research point of view. Molecular biology research products from Qiagen and Fermentas have been the best selling products."

The fiscal 2007-08 saw Stratagene (microbiology) and HyClone (cell culture and bioproduction), two prominent principals return to Genetix with HyClone contributing close to around 12 crore of the total revenues. A whole range of bioseparation products including filtration, chromatography, ultrafiltration under the Genetix brand was also launched. The company is also working on a project under SIBRI worth Rs 80 lakh sanctioned by DBT in the area of developing molecular diagnostics for

two bovine diseases. It also has a full-fledged molecular biology and cell culture laboratory for in-house training, customer demonstration/training and quality control back up.

“We have changed our focus from being completely on the industry and focusing on academics R&D. We shall be also getting into manufacturing of various products as well and have plans lined up for that,” added Arun Prakash.