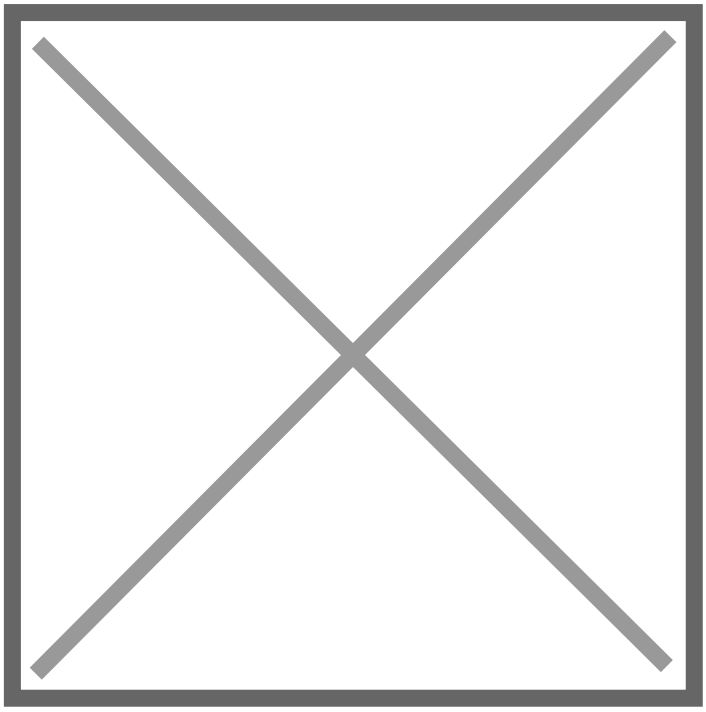
BioSpect
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

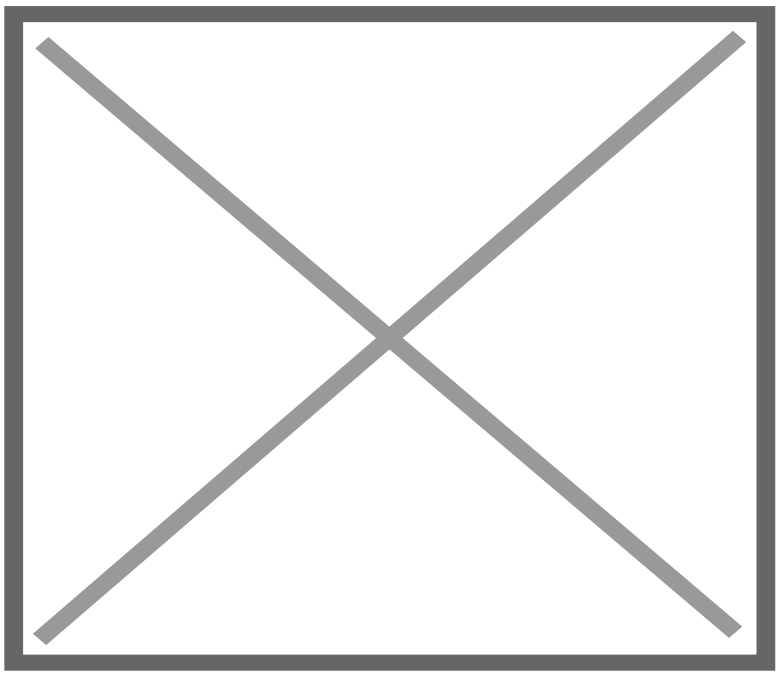
Spectral Ambitions

07 July 2007 | News



Spectral Ambitions

Labindia continues to grow strongly in mass spectrometry. It plans to enter into marketing of medical equipment and also foray into the molecular diagnostics business.



CEO: VS Upadhye

Revenue: Rs 216.70 crore

Start-up Year: 1982

Address: 372, Udyog Vihar, Phase 2, Gurgaon-122 016

Tel.: 91-124-2843000

Fax: 91-124-2843399

Website: www.labindia.com

Labindia is engaged in marketing and manufacturing various analytical instruments, accessories and other products required in the field of chemicals, pharmaceuticals, petrochemicals, nanotechnology and basic research. The company has maintained its solid growth despite PerkinElmer moving out on its own. Its biotech revenue increased to Rs 216 crore, up from Rs 163 crore the previous year, registering a straight 33 percent increase. The total turnover posted by the company for the same period is Rs 252 crore, up from 213 crore the previous year.

The company continues to grow strongly in mass spectrometry because of continued requirement for LCMSMS from CRO and pharma Industry. It registered 40 percent growth for DNA sequencers in which the company has close to a 90 percent market share. It also registered a growth of 45 percent in Real time PCR as compared to 50 percent last year due to more players in the field.

Labindia has established a well-equipped and full fledged application support laboratory at Gurgaon. The laboratory has latest technologies like fast PCR, real time PCR, automated DNA sequencer, low density array amongst others. The company has a total of 12 offices all over India with head offices at Gurgaon and Thane. It has a workforce of around 300, with 160 people working for Applied Biosystems division.

Labindia represents around 25 foreign principals in India including Leica, New Brunswick Scientific, Renishaw, Koehler Instruments, and Cannon Instruments. It is the exclusive partner in India for Applied Biosystems, responsible for the sales, service and support for their entire range of products.

In the near future, Labindia plans to enter into marketing of medical equipment sensing the growing hospital business. It also has plans to enter the molecular diagnostics business. Labindia has started a company in Dubai called LabGulf, which will focus on export of instruments and services. The company is keen on starting its operations in North America to expand its software testing and CRO segment.