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# Genaxy rides on molecular biology reagents

11 July 2011 | News

# RANK 20

**Revenue ₹32.50 Crore**

**Genaxy Scientific**

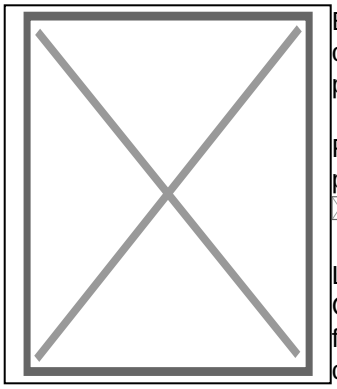
**CEO:** Mr Navneet Trehan

**Business:** Biotechnology research products

**Start-up Year:** 1966

**Address:** 55-156, C-Block, Community Center, Plot No. 32 to57, Behind Janak Cinema, Janakpuri, New Delhi-110058
**Tel:** +91-11-47619999
**Fax:** +91-11-25534163
**Website:** www.genaxy.com

**To strengthen its market share in molbio reagents, the company introduced a complete range of genomic kits from Axygen Biosciences**



Besides consolidating its existing range of product offerings, Genaxy Scientific is all set to move into proteomics, lab automation and heavy instruments.

For the FY 2010-11, the company registered growth of 3.17 percent with revenue of ₹32.50 crore when compared with ₹31.50 crore in the previous fiscal.

Labnet International was the first company that helped Genaxy establish a foothold in the instrumentation market, followed by a series of tie-ups with instrumentation companies like Nuve, Turkey; Poly Science, US; Scie-Plas, UK and Hoefer, US. The company is also the exclusive distributor of Axygen Scientific, US.

In order to strengthen its market share in the molecular biology reagents, the company has now introduced a complete range of genomic kits from Axygen Biosciences including, ambient temperature stable PCR reagents and solutions for 2D electrophoresis from SERVA Electrophoresis, Germany.

The company has pitched in with a peculiar product line from qARTA•BIO, US, which provides PCR related research products that are uniquely stable at ambient temperature for almost one month.

Genaxy also launched an innovative range of taq polymerase, hot start taq, DNTPs, PCR master mixes and Q PCR master mixes. It has entered the chromatography area, following a tie-up with the US company, Atiji, to market their range of solid phase extraction (SPE) columns in India.
Another collaboration was with Flourotechnic, an Australian company specializing in vital fluorescent dyes. In line with its mission to be a one-stop-shop, It entered into molecular biology reagents through its collaboration with Serva, Germany.

The specialty of these products is that they can be customized according to the scientists' needs. The company has also ventured into the blood banking (healthcare) area by associating with many big hospitals in India. Genaxy is launching its own low cost-range of electrophoresis equipments to target colleges.