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Waters wins the BioSupplier race

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Waters creates business advantages for laboratory-dependent organizations by delivering practical and sustainable scientific innovation to enable significant advancement in healthcare delivery, environmental management, food safety, and water quality. For the FY 2013-14, the company recorded revenue of Rs 564 crore, which is an increase by Rs 60 crore compared to FY 2012-13.

Waters division products are used by pharmaceutical, life science, biochemical, industrial, academic and government organizations working in research and development, quality assurance and other laboratory applications.

The company's exports account for nearly two-thirds of sales while the company's largest single market is the pharmaceutical industry. The year 2014 marks Waters Corporation's 56th year of analytical instrument industry innovation.

While the company offers a broad array of technologies, it still maintains platform products in four key areas: instruments, chemistries, software, and services.

Its best known brands are ACQUITY UPLC Systems, ACQUITY UPLC BEH, XBridge, Sunfire, Symmetry, Atlantis, XTerra and Cortecs and columns for analytical - to preparative-scale chromatography and eLab Notebook Software.
The biopharma business for Waters India is consistently growing. In India the LC instrumentation business contributed to the major chunk of its business, while mass spectrometry uptake also witnessed a jump in the sales.

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Analytical instruments industry faced very challenging market conditions due to combination of many factors, including, but not limited to global and Indian economic conditions, high inflation and depreciation of currency in India. But the future looks

brighter, particularly for the pharmaceutical and life sciences market. Pharmaceutical industry has registered close to 15 percent growth so far in this financial year.
Due to regulatory, legal and administrative hurdles, the clinical research market has slowed down significantly in the past two years. Progress has been made by issuing robust regulatory guidelines with compensation mechanisms but the sector is expected to emerge once again in the forefront of global scene as the advantages of doing clinical trials in India continues to attract global players.

To address the growing need for greater efficiencies and throughput that can be obtained with the automation of routine clinical laboratory assays, Waters and Tecan Group entered into an agreement to combine Tecan's Freedom EVO liquid handling platform with Waters ACQUITY TQD liquid chromatograph/mass spectrometer (LC/MS/MS) to automate sample preparation.

The company will combine both the technologies into a single, fully-supported analytical system solution that helps laboratories increase assay throughput and efficiency, improve profitability, and drive down overall assay costs.

Waters was awarded the prestigious Pittcon Editors' Gold Award for the new Waters ACQUITY UPC (2) System, as the 'best new product' at Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy. Also, its Waters ACQUITY QDa Detector was named 'Top Innovation for 2013' by The Analytical Scientist magazine.
For Waters, biopharmaceuticals in general is a focus area for Waters world-wide and more so in India.
Waters launched many products including SYNAPT G2-Si, ACQUITY QDa Detector, ACQUITY UPLC M-Class System and CORTECS 2.7 Micron Columns.

There has been some slowing down in the CRO market due to various regulatory issues. Now that such issues are being addressed, Waters expects business to catch up in those sectors.
Bio-supplies, clinical, food safety and environmental market is fast growing in India with mega investments planned by the Government of India through Food Safety and Standards Authority of India (FSSAI). Thus, Waters expect a fair share of that opportunity to come in its favor.

For Waters, among the markets, its focus will be on life sciences, clinical, food and environment. However in India, its main focus will continue to be in the life sciences market.

The company said that it will make additional investments based on the business needs as the economy and business grow in the future.

The market is now strongly driven by the increasing health consciousness, rising disposable incomes, increasing number of people being affected by lifestyle diseases, resulting in healthcare spending, and the shifting age structure of the Indian population, like higher median age.

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