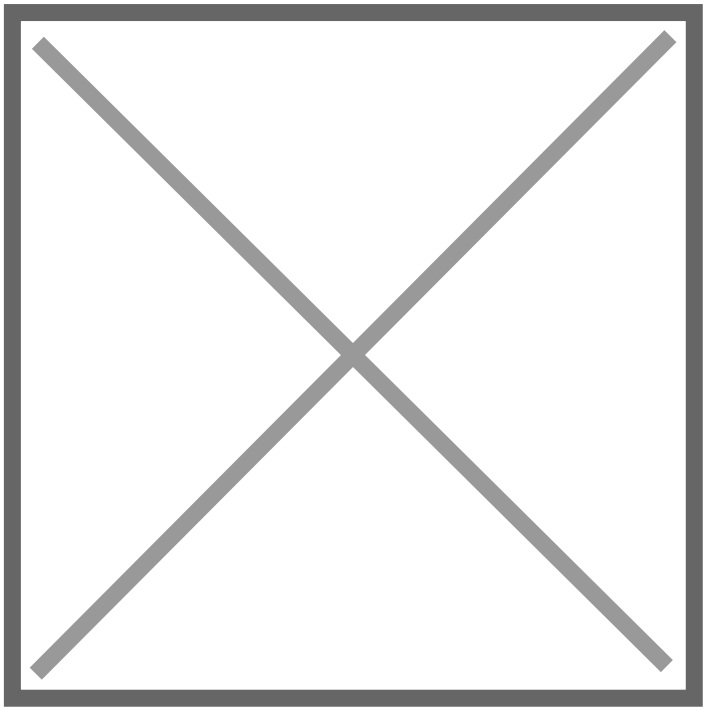
BioSpect
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

Profiles - Towa Optics

16 July 2012 | News



16rakeshbatraceotowaop

Towa registers marginal growth

Inspite of the lesser revenue generated in current fiscal, Towa Optics continues to be an influential supplier in providing latest quality microscopy solutions

After performing impressively in the past, Towa Optics has comparatively not shown much growth in this fiscal year. As compared to 73.68 crore revenue generated in FY 2010-11, the performance in FY 2011-12 stood at 74.29 crore. The company's major strength has been its after sales support which it provided through its network of 10 branches spread all over India.

During the year, Towa received 25 orders of Nikon polarizing microscope from Geological Survey of India, Kolkata and another order from International Centre for Genetic Engineering and Biotechnology, New Delhi for Nikon super resolution imaging system model N-SIM with Nikon A1 plus confocal microscope.

The new product launches by the company include Cellular and Tissue Analysis (CABU) molecular probes for labeling and detection, antibodies, fluorescence dyes and prepared slides, signal enhancer, antifade agents, cell counter, Floid imaging station and image cytometer.

From basic clinical microscope to the advanced motorized microscope for research and diagnostic users, Towa Optics offers a wide range of sophisticated microscopes for different categories of users. Looking at the positive response from the market, Towa expanded its activities and ventured into biomedical and biotechnology research market.

Towa is the authorized distributor of many leading international players such as Nikon, Genikon, Andor Technology, Bitplane, and Linkam. The company also supplies Nikon's new BioStation incubator imaging systems that take live cell imaging to new levels of sophistication by providing consistent environmental control of temperature, humidity and gas concentration when managing, observing and recording cell growth, morphology, and protein expression in culture.

Over 50 percent of the company's revenue comes from the microscopy division. The internationally acclaimed advanced confocal microscope, Model A1 from Nikon has been widely accepted and received very well by the Indian researchers. This product has been one of the growth drivers for Towa.

The company was honoured with Ã¢â?¬Å?Top Annual Sales AwardÃ¢â?¬? for the year 2011-12 in

recognition of achievements and dedication in biological microscope sales for leading distributor for Asia Oceania, Middle East and CIS.

Business: Distributor of life sciences' equipment
MD: Rakesh Batra
Revenue: ₹74.29 crore
Start-up year:1963
Address:223, Okhla Industrial Estate, New Delhi - 110 020
Tel: +91-11-47161000/ 26833426
Website: www.towaoptics.com