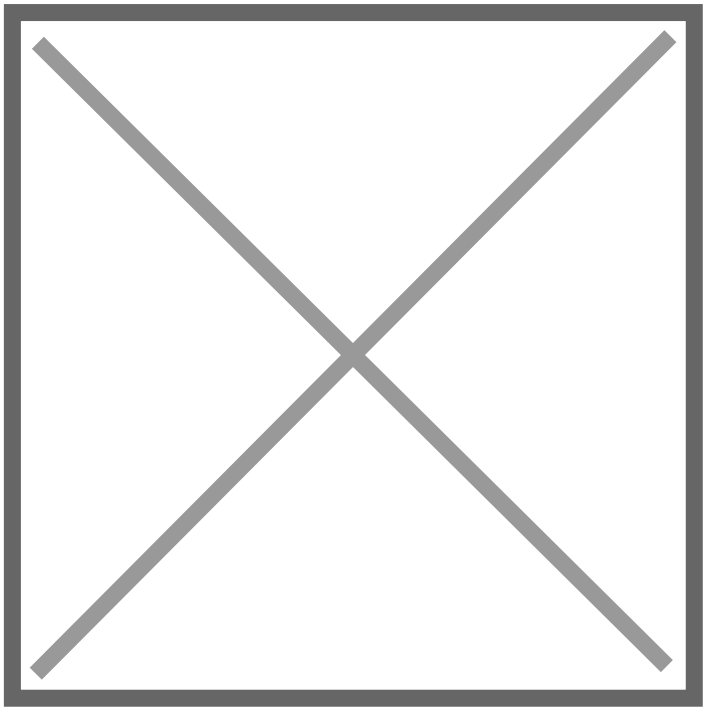
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Rides on market upswing, grows over 30 percent

11 July 2011 | News



RANK 15

Revenue ₹84.17 Crore

Towa Optics

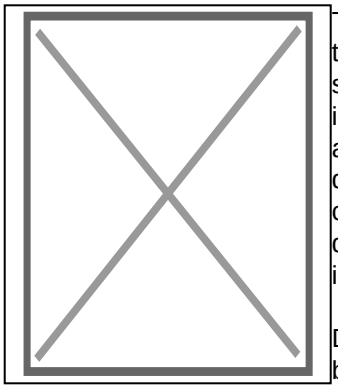
MD: Mr Rakesh Batra

Business: Distributor of life sciences' equipments

Start-up Year: 1962

Address: 223, Okhla Industrial estate, New Delhi-110020
Tel: +91-11-26831936 / 4304
Fax: +91-11-26833426 / 41613775
Website: www.towaoptics.com

The company is now planning to set up sales and services base across several regions in India



Towa Optics offers a wide range of sophisticated and high-tech microscopes for different categories of users, from students to senior scientists. The company provides optical instruments ranging from basic clinical microscope to the advanced motorized microscope for research and diagnostic users. Towa's products belong to four main categories namely biological products, clinical science and diagnostic products, industrial equipments and analytical instruments.

Driven by the market needs and growth of the pharma and biotechnology industries, the company witnessed a growth of 34.67 percent in its sales revenue during FY 2010-11. The firm's revenue increased from ₹62.5 crore in 2009-10 to ₹84.17 crore in 2010-11.

Towa is the authorized distributor of many international companies such as, Nikon, Japan (for its complete range of microscopes, including Confocal laser Microscopes); Media Cybernatics, US (for imaging software); Fisher Scientific, UK (for Histopathology equipments); Genikon, Italy (for complete solution for cytogenetic).

It is also the distributor of Photometrics, US and Q Imaging, Canada (for high resolution CCD cameras and EMCCD cameras) and Spectro, US (for complete solution on used oil analysis).

The company also supplies Nikon's new BioStation incubator imaging systems that take live cell imaging to new levels of sophistication. It is now planning on setting up sales and service bases in all the regions of India in order to ensure that the needs of customers in these regions are addressed swiftly and effectively.

Towa has grown over 30 percent in FY 2010-11 and is now one of the leading suppliers of life science equipments, and the complete range of products that are used in academics, research and biotechnology.

More than 50 percent of the revenue comes from the microscopy division. The internationally acclaimed advanced Confocal Microscope Model A1 from Nikon has been widely accepted and has also been applauded by Indian researchers. This product has been one of the growth drivers for Towa Optics.