

## Toshwin grows customer base by 40 percent

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### RANK 14

Experience to grow its customer base significantly

Revenue **₹89.70 Crore**

**Toshwin Analytical**

**MD:** Mr Nakul Toshniwal

**Business:** Specializes in analytical and laboratory equipment for life sciences

**Start-up Year:** 1948

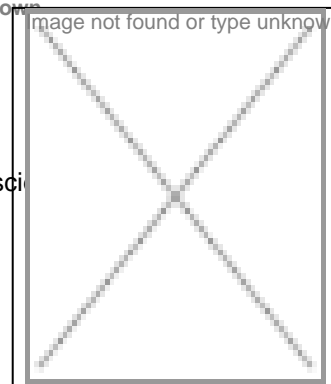
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Toshwin has over 40 years of partnership with Shimadzu and is leveraging on its



Toshwin Analytical clocked revenues worth `89.7 crore in 2010-11 when compared with `85.1 crore in 2009-10. This represented a growth rate of 5.4 percent over the previous fiscal. The company is a distributor for three major overseas companies and operates in the field of analytical

Toshwin Analytical has over 41 years of partnership with Shimadzu Corporation, Japan. Since its inception, the company operated with the help of three distinct divisions including, analytical instruments, water purification and accessories and consumables. Toshwin represents TKA,

for their complete range of water purification systems. In the analytical instrumentation domain, Toshwin represents Shimadzu in India for a wide range of products like UV-Vis, FTIR and AA spectrophotometers, single drop UV-Vis spectrophotometer, gas chromatographs (GC) and GC-mass spectrometers (GCMS), thermal analyzers, spectrofluorophotometers, particle size analyzers and ICP spectrometers. In addition to the partnership with Shimadzu, Toshwin also represents Restek Corporation, US, for

chromatography columns and accessories.

Until last year, the company developed an installation base of 10,000 of Shimadzu's instruments and has a customer base of over 7,000 clients, which is a considerable increase from 5,000 clients in 2009-10. Some of the major clients of Toshwin include companies in the pharmaceutical and life sciences industry, including both Indian firms and MNCs, leading research institutes and most of the premier universities.

Toshwin operates through a network of 12 offices in order to provide effective and efficient marketing and service support to its customers all over the country.

As of last year, the total headcount in the company was 156 people. Application support to customers is provided through close cooperation with Shimadzu India's customer support centers located in Mumbai and Delhi respectively.