

Profiles - Toshvin Analytical

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Leveraging key partnerships

The company has an installation base of over 10,000 instruments and a customer base of over 7,500

Toshvin Analytical, one of the key players in India in the field of analytical and laboratory equipment has clocked revenues of $\text{₹}100.45$ crore in 2011-12 as against $\text{₹}89.7$ crore in 2010-11. The company's principal products encompass the domains of pharmaceutical, life sciences, and allied industries.

Toshvin has been representing Shimadzu since 1970, exclusively in India for a wide range of products such as 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. It is also associated with Restek Corporation, USA for chromatography columns and accessories.

This year, the new products (introduced by Shimadzu, Singapore) that Toshvin will be distributing include UV Visible spectrophotometer Model UV- 2600, Shimadzu spectrophotometer for Life Science Model BioSpec-nano, gas chromatograph Model GC-2025, and Versa Automated Head Space Vial Sampler.

Toshvin has an enviable installation base of over 10,000 instruments and a customer base of over 7,500

including some of the largest companies in the field of chemicals, food and allied industries, private testing labs, research institutes, and premier universities. In the pharmaceutical space, some of Toshvin's leading customers include Arch Pharma Labs, Cipla, Dr. Reddy's Laboratories, JB Chemicals, Lupin, Micro Labs Group, Piramal Healthcare and Life Sciences, Ranbaxy, Serum Pharma, Sun Pharma, Watson Pharma, and Zydus Cadila.

Toshvin caters to some of the renowned institutes such as Central Food Technology Research Institute (CFTRI), Indian Association for the Cultivation of Science (IACS), Institute for Pesticide and Formulation Technology (IPFT), Indian Institute for Science Education and Research (IISERs), Indian Institute of Chemical Biology (IICB), Indian Institute of Technology (IITs), Jawaharlal Nehru Advance Research and Development Centre (JNARDC), National Chemical Laboratories (NCL), National Institute of Pharmaceutical Education and Research (NIPER), and National Institute of Technology (NITs) to name a few. Toshvin operates through a network of 12 offices to provide effective and efficient marketing, service support to customers, in close cooperation with Shimadzu India's Customer Support Centres.

Business: Distributor of analytical and laboratory equipment for the life sciences industry

MD: Nakul Toshniwal

Revenue: ₹100.45 crore Information found or type unknown

Start-up year: 1948

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