

## Securing the success: Sisco

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Rank 10

Segment: BioSupplier-Distributor

Organization: Sisco Research Laboratories

MD: Mr S K Agarwal

Revenue: Rs 24.01 crore

Mumbai-based Sisco Research Laboratories' (SRL) total revenue for the FY 2014-15 was Rs 24.01 crore. This was an almost seven percent increase from Rs 22.50 crore in FY2013-14.

Sisco is one of the first Indian companies since 1975, specialized in manufacturing biochemicals, bioreagents and organic intermediates under the SRL brand. The company now manufactures and markets more than 5000 products including electrophoresis reagents, enzymes and substrates, critical R&D surfactants and detergents, biochemicals, HPLC and GC-HS solvents and reagents, PCR & DNA products, dehydrated culture media for biopharma production, molecular biology reagents, nanopowders and carbon nanotubes and other general laboratory chemicals.

SRL is one of the first companies to launch nanotech products in India in 2009. Its products have spearheaded the

emergence of nanosciences in the areas of agriculture, health, environment and materials sciences.

In the previous fiscal SRL established itself as one of the most reliable suppliers for dehydrated media in bulk and for lifescience research. The BioLit DNA and Protein Tools line of the company, encompassing of reagents for DNA, RNA and protein research, also saw excellent acceptance and sales performance by the biotech industry.

The company introduces many specialized chemical intermediates and organic compounds in FY2014-15 which saw good movement in MNC pharmaceutical companies. The firms' nanotech product line saw almost 100 research papers published with SRL products in their citations, establishing furthermore, the significance of its product line in the global Nanoscience space. In 2014-15, SRL plants were GMP certified by Food and Drug Authority, Govt. of Maharashtra enabling better customer-specific regulatory requirements.

In addition, Mr SK Agarwal was awarded the Indian Achiever's Award for industry development in the field of Corporate Social Responsibility (CSR) and Sustainable Development, Feb 2014, for his outstanding and long contribution to the industry.

The other key strategy initiatives by the company in the past fiscal included strategic expansion of its BioLit DNA and Protein Tools to include TAQ Polymerases, protein ladders and DNA ladders, new marketing initiatives to attract customers in the government and industrial sectors for bulk and research quantities; Road shows across India and Asia; and participation in global laboratory expo's and conferences.

The firms' new range of graphene and aminated nanopowders, biological ingredients for microbiology research, chemical intermediates and rare fine chemicals for quality control, price-revisions to attract purchasers, brand awareness and promotion measures has led to its consistent growth during the FY 2014-15.