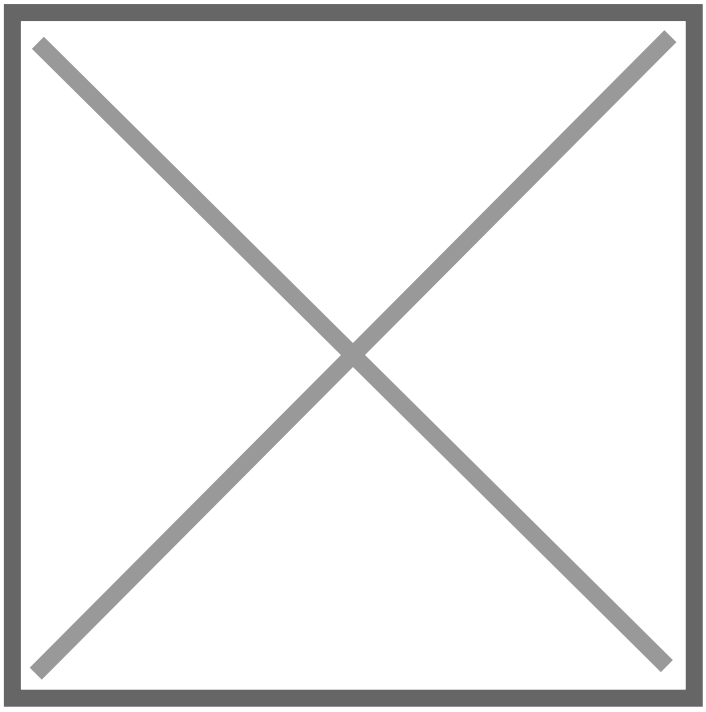
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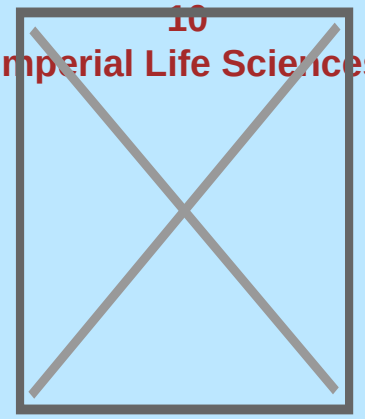
Eyes flow cytometry business for growth

07 July 2010 | News



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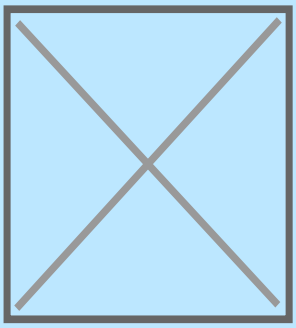
Imperial Life Sciences



Head: **Suresh Kumar Gupta (CEO)**
Business: Supplier of products used in biotech and molecular biology research
Start-up Year:1992
Address: Plot No. 463, Sector 37-II, Pace City II, Gurgaon-122001, Haryana
Tel: +91-124-4559800-99
Fax: +91-124-4559801
Website: www.imperialls.com

Life Sciences Business (in Rs Crore)

Rs 112.85 Crore



About 70 percent of ILS revenues were from the instrumentation business and 30 percent from the reagents business

With stronghold in genomics, proteomics and small animal imaging, ILS has diversified into flow cytometry business

Since its inception in 1992, Imperial Life Sciences (ILS) has been an exclusive representative of many leading global players in India. The company provides complete solutions in instrumentation, reagents, bioinformatics and consumables. Besides that, it has the entire range of products for genomics, proteomics, cell culture, drug discovery and bioproduction labs.

The company registered revenue of Rs.112.85 crore in the FY 2009-10 as against Rs 102.90 crore in the previous fiscal. About 70 percent of the revenues were from the instrumentation business and 30 percent from the reagents business.

Neeraj Gupta, director-sales and marketing, ILS, says,Ã¢â?¬Å?The major business drivers this year were the mid-sized instruments like the real-time PCR, bioanalyzer and the compact liquid handling platform-Zephyr.Ã¢â?¬?

ILS has invested significantly in the application team with the induction of scientists having international exposure and publications of high impact in genomics, proteomics, cell biology and animal imaging. ILS with the merger of the reagents and the instrumentation team has doubled its strength and penetration into the Indian market and is constantly investing in growing its team. ILS is also investing in the tools for efficient management of the people process in the company. ILS is also in the final stages of the development of indigenous swine flu detection kits for the detection of swine flu cases in India with an affordable pricing.

Ã¢â?¬Å?This year will be a revolutionary year with a strong focus on all the major areas of the research comprising technologies for genomics, proteomics, cell biology and in vivo animal imaging,Ã¢â?¬? says Neeraj Gupta.

Suresh Kumar Gupta, CEO, ILS, says, Ã¢â?¬Å?There has been a strong interest for a compact and easy-to-use flow cytometer concept in the Indian cell biology business, and we have taken initiatives with some major collaborations this year. The strength of ILS lies in its young energetic and dynamic team, which includes the sales, product management, application, service, customer support and warehouse team. With state-of-the-art products and dedicated and efficient team, I see ILS positioned among the top 5 biosupplier companies of India in next two to three yearsÃ¢â?¬?.