

Agilent remains focused

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Agilent Technologies

Rank: 3

Organization: Agilent Technologies

President and Country GM: Mr Parmeet S Ahuja

Bioscience revenue: Rs 463 crore

In FY 2014-15, Agilent India's life sciences business is estimated at Rs 463 crore with a growth of over 10 percent as compared to FY2013-14 when it recorded Rs 423 crore (15 percent growth). Slowdown can be broadly attributed to the overall market scenario and lack of funds in government and research institutes.

Despite the prevailing conditions due to which customers across markets have been very cautious in purchase, Agilent has been able to retain its growth to some extent. One of the biggest contributor to the Agilent's Life Sciences and Chemical Analysis (LSCA) business in India has been the pharma sector. It has been also growing significantly in food testing where it has done exceedingly well in last few years.

The other areas that it has been focusing on are material and environmental sciences. In parallel, it has also been reaching out to colleges and universities and the focus is on the direct channels so that there is quality. The company delivers 100-150

platforms every year. Its percentage of contribution to new clients has been growing.

About 60 percent of Agilent India's revenue comes from the LSCA group and 25 percent of the revenue comes from the life sciences group in India. Overall, Agilent India contributes to one percent of total revenue of Agilent. The company intends to expand big time into other areas of the Indian market, such as environmental and material science.

The acquisition of Dako, one-of-the-leading global suppliers of cancer diagnostics tools, providing antibodies, reagents, scientific instruments and software to customers, has helped the Agilent accelerate growth in several rapidly expanding areas of diagnostics, as well as strengthen its existing offerings. The completion of acquisition of Varian by the company has broadened its applications and solutions offerings in life sciences. It also expanded Agilent's product portfolio into atomic and molecular spectroscopy; establishes a leading position in NMR, imaging and vacuum technologies; and strengthens its consumables portfolio.

Agilent has introduced many new products including the next generation Agilent 7100 Capillary Electrophoresis (CE) system. This is claimed to provide at least 10 times more sensitivity than any other commercial CE instrument. Its industry-benchmarked 1200 series HPLC and 7890 GC have been its biggest revenue generators. Agilent's Rapid Resolution LC (RRLC), a fast LC, has been a big success in the pharma segment.

In November, 2014, Agilent introduced the 1290 Infinity II LC System, its new flagship instrument in the powerful 1200 Infinity Series LC portfolio. The system enables operators, scientists and laboratory managers to reach new levels of laboratory efficiency with the instrument's exceptional analytical quality, ease of use and ability to seamlessly integrate into any laboratory.