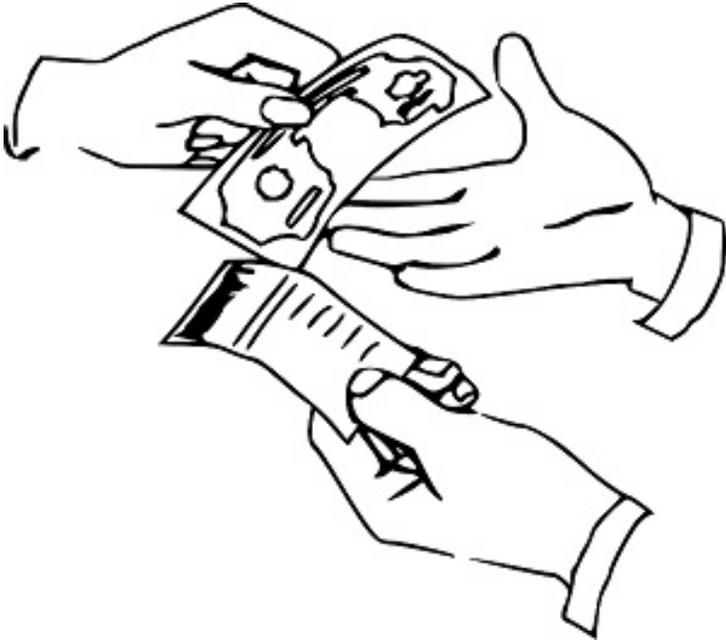


A year of unprecedented growth

29 December 2015 | Reports/white papers | By BioSpectrum Bureau

A year of unprecedented growth



Rank: 2

Organization: Waters India Pvt Ltd

President: Mr KV Venugopalan

Revenue: Rs 722.66 crore

Waters clocked a turnover of whopping Rs 722.66 crore in the financial year 2014-15, an increase of about 28 percent in its revenue from the previous fiscal's Rs 564.38 crore. The company says the LC instrumentation business contributed to the major chunk of its business in India, while mass spectrometry uptake also jumped in sales. On a global basis biopharma sector showed a strong growth across product-lines sold to biopharma market.

In one of the major deals in the last fiscal, Waters Corporation and Tecan Group entered into an agreement to combine Tecan's Freedom EVO liquid handling platform with Waters ACQUITY TQD liquid chromatograph/ mass spectrometer (LC/MS/MS) to automate sample preparation. Waters will combine the technologies from both companies into a single, fully-supported analytical system solution that helps laboratories increase assay throughput and efficiency, improve profitability, and drive down overall assay costs.

During the last fiscal year, the firm unveiled a wide range of innovative products catering to the major disciplines of lifesciences. The firm's latest offerings include Xevo G2-XS QToF and Xevo TQ-S micro Mass Spectrometers, taking

Benchtop Quantitative and Qualitative MS Applications to New Levels. It also added the SYNAPT G2-Si to its mass spectrometer product line. In the chromatography segment, the firm introduced the ACQUITY QDa Detector, bringing push-button mass detection to chromatography.

The other products launched included UPLC System for nano- to micro scale separations - the ACQUITY UPLC M-Class System, CORTECS 2.7 Micron Columns Featuring Solid-Core Particle Technology, New ACQUITY Arc System, designed as a bridge between HPLC and UPLC Methods- single LC platform leads the way to enhanced productivity by replicating, improving or adjusting established LC methods and eDATA 2.0 proficiency testing portal for environmental laboratories - streamlined reporting and empowering new tools to help quality assurance managers monitor and improve laboratory performance.

Besides launching new products, the company also updated its existing product line, for example, it updated Alliance HPLC Designs without impacting established validated methods. On its future plans, the firm said that Waters is the leader in the field of liquid chromatography and mass spectrometry and its focus continues to be in analytical technologies along with associated informatics solutions and chemistry products. Among the markets, its focus is on life sciences, clinical, food and environmental. However, in India Waters' main focus continues to be in the life sciences market.

The company's innovative and dynamic range of product pipeline also bagged many awards such as the prestigious Pittcon Editors' Gold Award for the new Waters ACQUITY UPC(2) System as the best new product at Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy, amongst many others.