

Measurable Growth

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Agilent's life sciences revenue touched Rs 180 crore for FY06-07, up from Rs 104 crore in FY 05-06. The company's double-digit growth is mostly fuelled by the biotechnology industry.

CEO: Sanjeev Dhar

Revenue: Rs 180 crore

Start-up Year: 1989

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Agilent is the world's premier measurement company, providing core bio-analytical and electronic measurement solutions to the communications, electronics, life sciences and chemical analysis industries. The company's 19,000 employees serve customers in more than 110 countries. Agilent had net revenue of \$5.0 billion globally in the fiscal year 2006 up from \$1.5 billion in 2005.

Agilent India focuses on the entire life sciences value chain with backward and forward integration. Agilent LSCA India recorded revenue of Rs 180 crore for FY06-07 up from Rs 104 crore in FY 05-06. The company's double digit growth is mostly fuelled by the biotechnology industry with the main contributors being the LCMS (HPLC & RRLC) and lab informatics product range.

The company introduced the Agilent 7890A gas chromatograph (GC) platform that features a 5th generation electronic pneumatics control (EPC) and digital electronics that set a new benchmark for retention time precision, while contributing to the platform's superior reliability. It is the first GC to regulate pressure to 0.001 psi. for the industry's most consistent retention times. In addition to this, the company also launched the 5975C that performs full-scan and selected ion monitoring (SIM) analyses simultaneously, with software that automatically creates a SIM method from a scan method. The platform also permits the exchange of methods electronically across multiple, far-flung labs.

Agilent also introduced a microarray-based assay for microRNA (miRNA) expression profiling, delivering new levels of sensitivity and specificity while incorporating simple protocols for labeling and detection. The assay allows for very small amounts of sample (100 ng of total RNA) making it well-suited for miRNA expression profiling in cancer tissues from formalin-fixed paraffin-embedded samples. Agilent also shipped the 1,000th Rapid Resolution Liquid Chromatography System (worldwide) in February 2007.

Agilent announced the definitive agreement to acquire Stratagene on April 6, 2007. Stratagene is a worldwide leader in developing innovative products and technologies for the growing life science research market. Agilent believes the total addressable life science market to be \$14 billion, with an estimated compounded annual growth rate of 7 to 9 percent over the next three years. The Stratagene acquisition is expected to strengthen Agilent's life science offerings in genomics and proteomics, particularly in academia and government where Stratagene products and market leadership are well recognized.