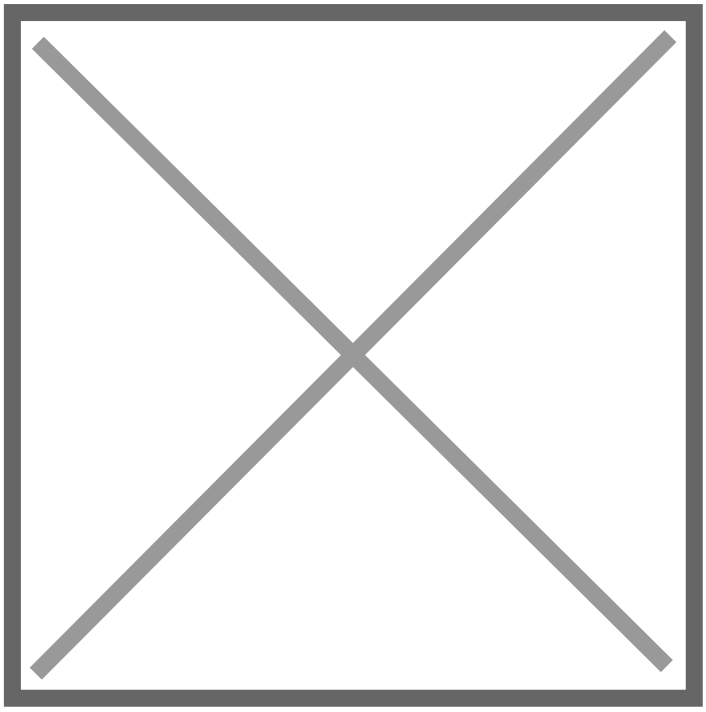
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RANK 3

Revenue ₹318 crore*

Agilent Technologies

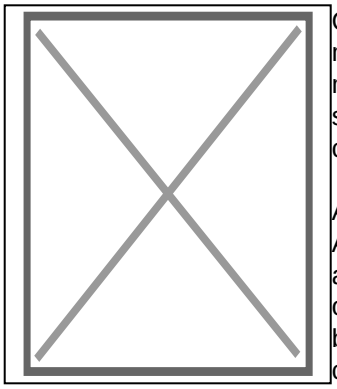
President & Country General Manager: Mr Parmeet Ahuja

Business: Lab equipments and research products

Start-up Year: 1989

Address: Agilent Technologies India Pvt Ltd, Plot No. 10, Udyog Vihar, Phase IV, Gurgaon-122016
Tel: +91-124-4727000
Fax: +91-124-4727102
Website: www.agilent.com

The completion of the acquisition of Varian in May 2010 by Agilent has broadened its applications and solutions offering



Over the years, Agilent Technologies has been able to maintain a strong presence in the India chromatography market. Its strong global presence and reliability as a solution provider has made an increasing number of Indian customers look at Agilent as their reliable partner.

According to BioSpectrum estimates, in FY 2010-11, Agilent India's life sciences business stood at ₹318 crore as compared to ₹255 crore in FY 2009-10. A major share of the revenue comes from the pharma sector which has been a large contributor to Agilent's life sciences and chemical analysis (LSCA) business.

The completion of the acquisition of Varian in May 2010 by Agilent has broadened its applications and solution offerings. It also expanded Agilent's product portfolio into atomic and molecular spectroscopy. Agilent has also established a leading position in NMR, imaging and vacuum technologies; and strengthened its consumables portfolio.

In March 2011, Agilent Technologies expanded its Life Sciences and Chemical Analysis Center of Excellence in Bangalore.
The company also opened a life science application development lab, in an adjacent facility, to accelerate the discovery of life science analysis work-flow.

Commenting on the India market potential, Mr Parmeet Ahuja, country general manager, Agilent Technologies, says, "India continues to be one of the important markets for Agilent globally, with a significant presence of high-end R&D in pharmaceuticals and biotechnology."

Over the years, Agilent's mass spectrometry (LCMS and GCMS) products have also seen a big jump in revenues. Today, Agilent is one of the few players, which has a portfolio of mass spectrometry techniques that span the various application needs of the industry.

With the instrumentation needs growing, its portfolio of lab informatics solutions, like the enterprise content management, OpenLAB and Electronic Lab Notebook, have also shown high double-digit growth.