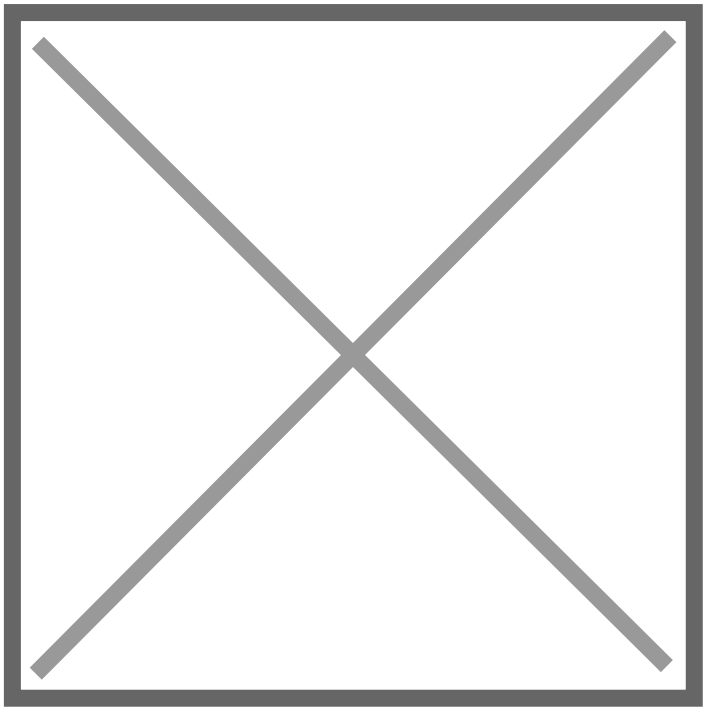
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the business of Bi
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Reach out to global customer base

07 July 2010 | News



11
Sigma Aldrich India

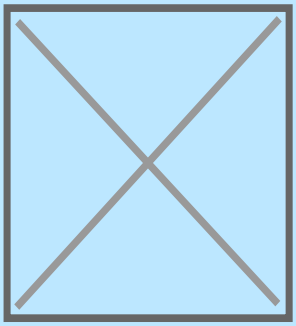


Head: **Raja Ram (MD)**
Business: Manufacturer and supplier of chemicals, biochemicals and equipment
Start-up Year:1991
Address: Plot # 12, Bommasandra Jigani Link Road, Bangalore-560100, Karnataka
Tel: +91-80-66219400
Fax: +91-80-66219450
Website:
www.sigmaaldrich.com/india.html

Life Sciences Business (in Rs Crore)

Rs 100* Crore

** BioSpectrum estimates*



Sigma Aldrich's global reach is a competitive advantage in sourcing and distribution. With world-class

logistics capabilities, it supports customers quickly and efficiently

Sigma Aldrich India's research campus is a testament to the success of its approach in serving global customers

Sigma Aldrich India is the Indian subsidiary of Sigma-Aldrich Corporation. Sigma's India revenue from life sciences business for FY09 is estimated at Rs 100 crore. The company has a broad customer base of commercial laboratories, pharmaceutical companies, industrial companies, universities, diagnostics companies, biotechnology companies, hospitals and governmental institutions.

Sigma-Aldrich Corporation is a leading life sciences and high technology company. The company develops, manufactures, purchases and distributes the wide range of high-quality chemicals, biochemicals and equipment throughout the world. These chemical products and kits are used in scientific research, including genomic and proteomic research, biotechnology, pharmaceutical development and as key components in pharmaceutical, diagnostic and other high technology manufacturing. The company operates in 38 countries, and manufactures 48,000 of the 130,000 chemical products it offers. The company also offers 40,000 equipment products and sells that in over 160 countries, servicing over 92,000 accounts representing over one million individual customers.

The company has four business units including research units of essentials, specialties and biotech, and the fine chemicals unit, SAFC. The units are closely inter-related in their activities and have earned a reputation for quality and performance.

The 48,000 products manufactured by the company contribute to about 65 percent of its global sales, with the remainder sourced through its network of over 10,000 suppliers. Each of its products, whether manufactured or procured, is analyzed and quality tested to rigid specifications before being packaged in one of its 31 plants located in 11 countries.

Sigma's global reach is a competitive advantage in sourcing and distribution. With world-class logistics capabilities, it supports customers quickly and efficiently, supplying materials they need for their research and manufacturing.

In 2010 and beyond, the company plans to build and implement additional localized strategies, including increased sales force specialization for specific areas, and special focus on the life sciences, analytical and manufacturing markets.