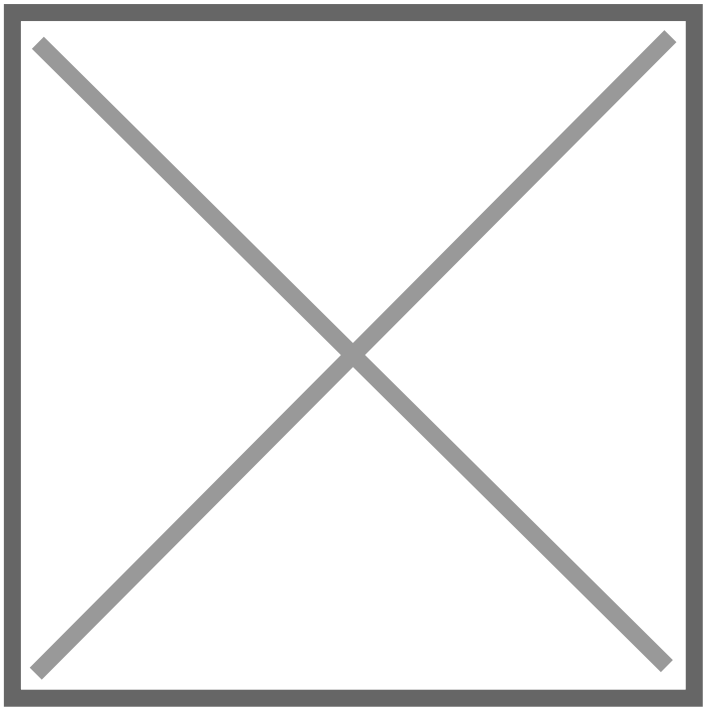
BioSpect
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

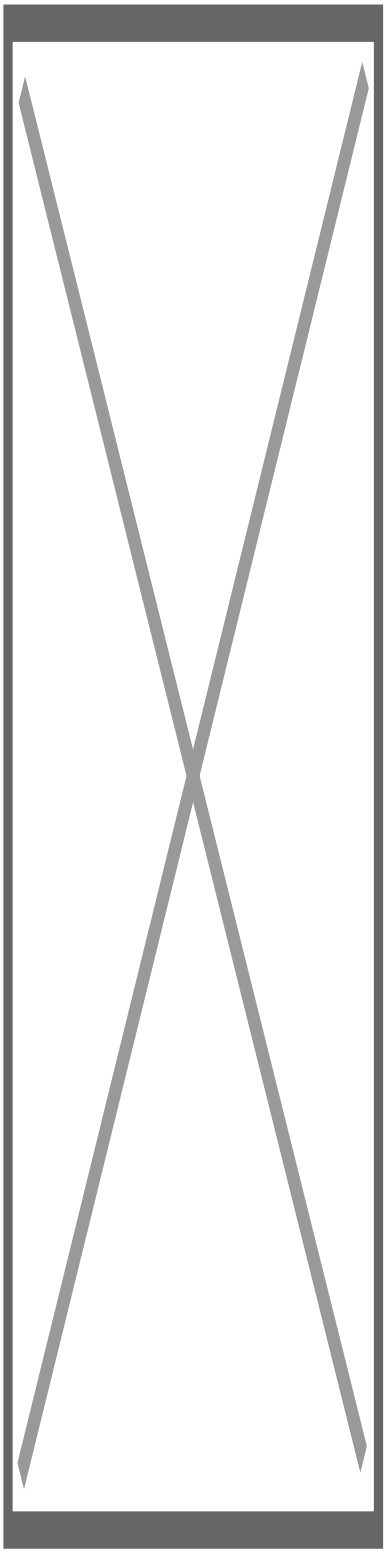
Waters India emphasizes on technology

08 July 2009 | News



Waters India emphasizes on technology

Waters’ technology breakthroughs and laboratory solutions provide an enduring platform for customer success.



Bangalore-based Waters India has recorded revenue of Rs 333.70 crore in fiscal 2008-09 as against Rs 264 crore in fiscal 2007-08. “The company has grown by five percent worldwide. In Asia, the growth is better. While in some areas the business growth was not high but new product launches have helped us. We are very confident to recover in the second half of 2009,” said Venugopalan, president, Waters India. The company is an HPLC leader and holds 35-40 percent market share in this segment and almost 20 percent in mass spectrometry.

Waters India is the Indian subsidiary of the publicly traded Waters Corporation headquartered in Milford, Massachusetts, US. The company employs more than 4,500 with manufacturing facilities located at Milford and Taunton in Massachusetts; Wexford, Ireland; Singapore and Manchester, England. Waters sells direct in most countries it serves.

Waters creates business advantage for laboratory-dependent organizations by delivering practical and sustainable innovation to enable significant advancements in such areas as healthcare delivery, environmental management, food safety, and water quality worldwide. Pioneering a connected portfolio of separations science, laboratory information management, mass spectrometry and thermal analysis, Waters technology breakthroughs and laboratory solutions provide an enduring platform for customer success. Waters Ultra Performance LC, high performance liquid chromatography (HPLC), mass spectrometry (MS), chemistry, software and services are the market leaders in its respective segments.

The year 2009 marks Waters’ 51st year of analytical instrument industry innovation. While the company offers a broad array of technologies, it still maintains platform products in four key areas: instruments, chemistries, software, and services. Its best known brands are Acquity UPLC systems, Acquity UPLC BEH, XBridge, Sunfire, Symmetry, Atlantis and XTerra columns for analytical to preparative scale chromatography; Oasis solid phase extraction (SPE) products; Alliance HPLC and HPLC/MS Systems; Empower, MassLynx, NuGenesis SDMS, eLab Notebook software, Xevo QTof MS, Xevo TQ MS, Synapt G2, eAlliance, the premier line of mass spectrometers, and Waters global services and support programs: AssetCARE, Relocation Services and Connections Insight programs.

The company currently employs 200 people in India and will increase it by another 20 this year. The company reports close to zero attrition.