

## Analytic Mechanist

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*Waters India offers a comprehensive range of analytical systems and nearly 70 percent of its revenue is derived from the life sciences market.*

CEO: KV Venugopalan (President)

Revenue: Rs 213.20 crore

Start-up Year: January 1988

Address: No. 36A, II Phase, Peenya Industrial Area, Bangalore - 560 058

Tel.: 91-80-28371900-04

Fax: 91 80 28392157

Website: [www.waters.com](http://www.waters.com)

Waters India is a 100 percent subsidiary of the US-based Waters Corporation. It started operation in 1988. In 1997, it became a subsidiary of Waters Corporation. Waters India offers a comprehensive range of analytical systems across four critical areas: instruments, column chemistries, software and support services. Nearly 70 percent of the company's revenue is derived from the life science market. The total Waters business in India in 2006 stood at Rs 213.20 crore.

Waters India has achieved the distinction of best performing subsidiary of Waters Corporation in 2005. Its customers in India are major biotech, pharmaceutical companies, major testing centers. Key customers include Ranbaxy, DRL, Biocon and Cipla. Its products and services help the pharmaceutical companies analyze their products to develop new molecules, to determine physico-chemical properties, conduct clinical trials and meet quality requirements for release of manufactured product. Most major prescription drugs are analyzed on Waters instruments. With addition of informatics solutions range, Waters can provide comprehensive end-to-end solution for labs, from sample preparation, to data handling to report generations for submissions. Waters Corporation is a leader in liquid chromatography and mass spectrometry products world over and Waters India is a leader in this market in India.

Globally, the year 2006 marked Waters Corporation's 48th 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, the premier line of mass spectrometers, and Waters global services and support programs: AssetCARE asset management service, relocation services and Connections INSIGHT programs.

Waters Corporation in association with Northeastern University, has opened a new lab for protein research within the renowned Barnett Institute of Chemical and Biological Analysis at the university. The new laboratory is dedicated to studying protein shapes and characteristics to provide pharmaceutical and biotechnology innovators with the tools necessary to develop new treatment options for some of the world's deadliest diseases, like AIDS and cancer.