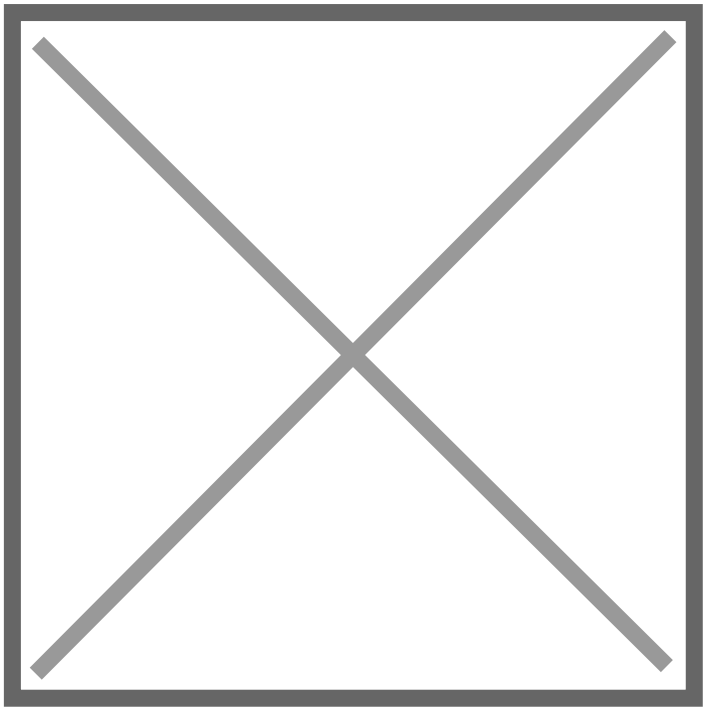
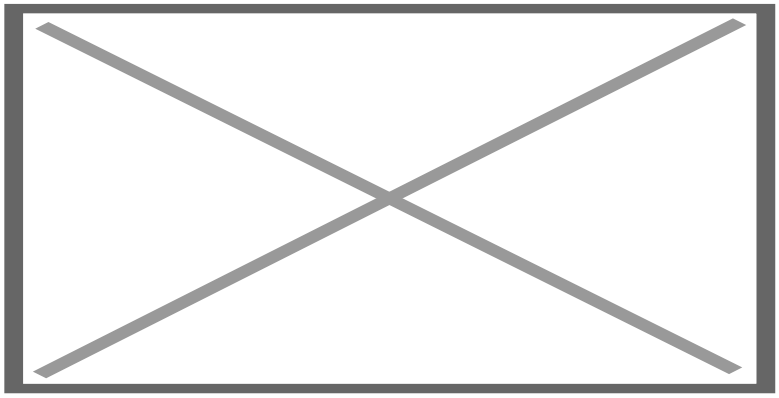
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Analytic Player

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Analytic Player

Labindia Instruments has been a successful sales and service organization, providing support mainly in the field of analytical instrumentation.

Labindia Instruments provides comprehensive solutions to the life sciences industry. It supplies instruments, accessories and reagents to the biotechnology industry. The company is the exclusive partner in India for Applied Biosystems, responsible for the sales, service and support for their entire range of products-LC/MS/MS ,DNA/RNA and Peptide Synthesizer , Thermal Cycler (PCR System) , Protein Sequencer , PCR & Sequencing Reagents and Chemicals. Besides, Applied Biosystems, Labindia Group is also dealing with Leica and supporting their microscopy, microtomy and histopathalogy products.

After attaining excellent growth in 2004-05, FY 2006 has again been a good year for the company pushing its biotech revenue to Rs 163 crore, up from Rs 119 crore the previous year, registering a straight 37 percent increase in its biotech revenue. The total turnover posted by the company for the same period is Rs 213 crore, up from 164 crore in the previous year.

During 2005-06, Labindia achieved 50 percent growth in Real Time PCR market segment, 60 percent growth in DNA Sequencer market segment and nearly 100 percent growth in PCR market segment. Presently, the company enjoys about 22 percent growth in mass spectrometry business and has about 80 percent market share in this segment. Some of its major achievements during the year included a huge order from a biopharma company to purchase multiple LCMSMS instruments and another big order for DNA sequencers by a nodal government research institute. During the year, Labindia continued its strong presence in the CRO market segment and now the company has even started operation in the Gulf as well.

Sensing the increasing demand for molecular diagnostics and the potential growth in this segment, Labindia initiated the marketing molecular diagnostics during the year. These kits are from Amplimedical, which is a part of the Nanogen Corporation, which are developed on Real Time PCR of Applied Biosystems. Meanwhile, Applied Biosystems have also launched technology for microbial identification and kits for food pathogen detection, which will be useful for pharma industry and fast growing food industry.

Keeping in mind the requirement of microarray technology in the country, the company set up Labindia Microarray Service facility utilizing ABI expression array system-another key initiative during the past year. The Microarray service facility established in Gurgoan is currently running in full swing.

Labindia has a talented workforce in research, marketing, service and support divisions situated across the country in a dozen offices placed near its customer base. The company has established a full fledged application support laboratory at its Gurgaon site. The laboratory has latest technologies like, Fast PCR, Real Time PCR, Automated DNA Sequencer, Low density Array, Full Genome Micro-Array in the Molecular Biology Laboratory and Maldi-tof, Hybrid LCMSMS with Linear Ion Trap (4000 QTRAP) in Proteomics and Small molecule laboratory.

In the near future, Labindia plans to finetune all the efforts to continue the strong growth that it has been experiencing in the past. The company is also keen on starting its operations in North America and is also planning to enter into hospital business in a big way.