



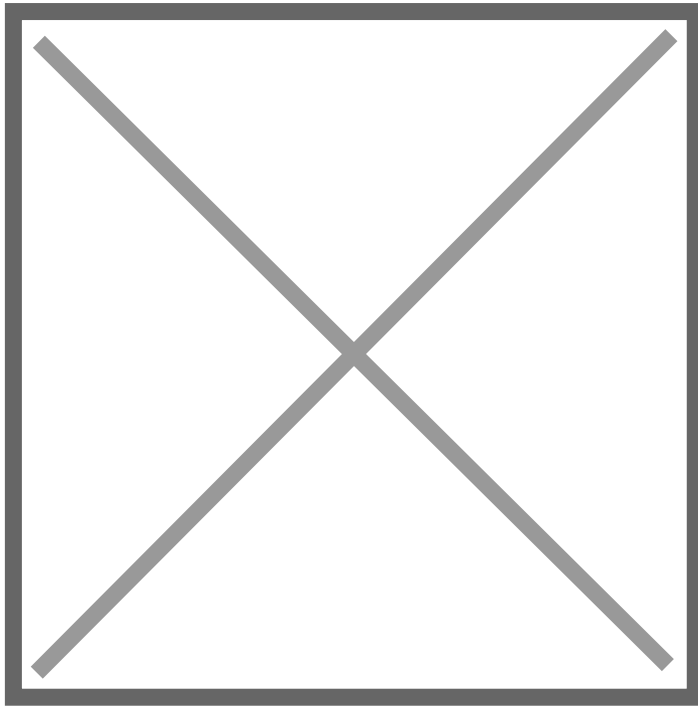
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Biosuppliers growth slides to 16 percent

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Biosuppliers, who were registering a growth rate of 30-40 percent during the last six years, have been hit hard in 2008-09. The biosuppliers industry's growth slowed in 2008-09 in line with the trend observed in the biotech industry. This industry registered only 16 percent growth compared to last year's 30 percent growth.

For the year ended March 31, 2009, the industry registered Rs 3,621 crore in revenues as against Rs 3,135 crore during 2007-08. The biosuppliers were hit primarily as the Indian biotech sector deferred some of their infrastructure investments owing to the recessionary trends. The rate of growth in Asia for most of the companies was also slow compared to that in 2007-08 and the growth there was around 6 percent mark for most companies considering the foreign currency movement. Waters India is the top life sciences supplier in India with total India life sciences business of Rs 333.70 crore.

Some of the leading players like Agilent Technologies, Labindia Life Sciences, and Himedia Laboratories did not participate in this year's survey. Most of them were shy about sharing their performance details. Agilent Technologies which was the second largest player in the industry with Rs 277.77 crore in revenues in 2007-08 is estimated to have registered a marginal growth of 4-5 percent from the life sciences business in 2008-09. Labindia Life Sciences is estimated to have registered slowdown in growth.

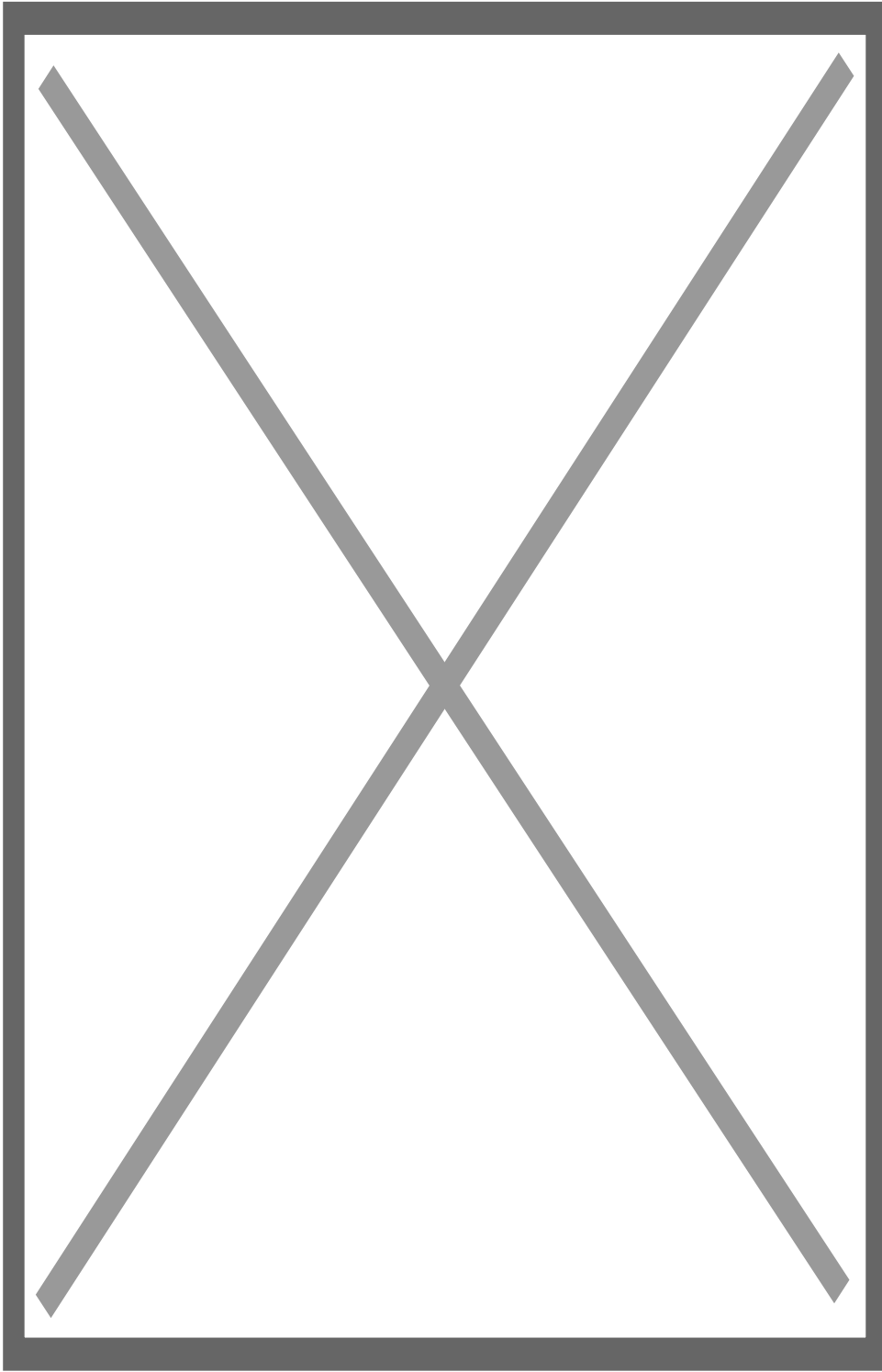
The Top 20 companies of this year's survey collectively accounted for close to 61 percent market share with total revenues of Rs 2,207 crore. The Top 10 companies with combined revenues of Rs 1,701 crore accounted for 47 percent market share. Top 5 companies accounting for 31.37 percent share of the total biosuppliers market of Rs 1,136.79 crore. Top 3 companies generated Rs 791 crore in revenues and accounted for 22 percent share of the industry.

The northern region was the largest biocluster in terms of the revenues generated by companies headquartered in the region with total revenues of Rs 1,328.91 crore up from Rs 1,104.21 crore in 2007-08 and accounted for 36.7 percent share of the total BioSuppliers market. The South with total revenues of Rs 1,187 crore is the second largest cluster of biotech suppliers and accounted for 32.79 percent share. The BioSuppliers headquartered out of the West generated Rs 1,104.71 crore in revenues in 2008-09.

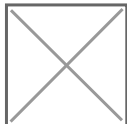
Becton Dickinson was the leading player from the North with close to 17 percent share and was followed by Imperial Life Sciences with 8 percent share. Agilent and Labindia would have been in the top three list if they would have participated in the survey. The Top 5 players in North accounted for 44 percent share of the total business of Rs 1,328.91 crore generated by the companies based in the North.

Waters India is the largest player in South with Rs 333.70 crore in revenues and a market share of 28 percent in the South. Spinco Biotech with 19 percent market share is the second largest player from the region. The Top 5 players in South accounted for 79 percent share of the total business of Rs 1,187.38 crore generated by the companies based in the South.

Thermo Fisher is the largest player in the west and accounted for 17 percent share of the total contribution of Rs 1,104.71 crore from players in the region. It was followed by Shimadzu Analytical and Beckman Coulter. The Top 5 players in West too accounted for 40 percent share of the total business of Rs 1,747.05 crore generated by the companies based in the western cluster.



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