

Profiles - Eppendorf India

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Sankaranarayanan@epp

Capitalizing on new products

Continuing on the growth trajectory, Eppendorf India crossed the important milestone of being a **100 crore company**

Eppendorf India registered 13 percent growth in 2011-12 by strengthening its position in the pipetting services, and launching several new products. Its revenues crossed the **100 crore mark** for the first time and it ended the year with revenues of **102.66 crore**. Catering to the academic and research labs in the pharma and biotech sectors. Eppendorf has a strong customer base in India. Eppendorf operates under three segments: liquid, cell, and sample handling products.

An important development this year has been the ISO 17025:2005 accreditation of the Eppendorf India Pipette Calibration Center in Chennai by the National Accreditation Board for Testing and Calibration Laboratories (NABL). With this accreditation, the center can now calibrate any make of piston stroke pipette and issue certificate as per the guidelines of NABL. This development has helped the company to consolidate its position in the liquid handling segment of the consumables business.

Further, the acquisition of DASGIP was completed in January this year. This acquisition will enable Eppendorf to introduce the bioreactor system, which is used in biofuel production, media optimization and stem cell cultures. The products will be launched in India by the end of this year.

Among the slew of products that were released this year, was the BioSpectrometer, a very compact robust spectrophotometer, for measurements in the UV and VIS range. The unique factor of the two versions of the device BioSpectrometer basic and BioSpectrometer kinetic is that the cuvette shaft is temperature controlled so that the enzymes and substrate kinetics can be measured directly in the device. This instrument, which has applications in genomics, proteomics, cell biology and biochemistry has had a good reception so far.

Eppendorf launched tissue culture vessels in India for culture of all adherent cell types. This product range includes tissue culture flasks, tissue culture dishes and tissue culture plates. Eppendorf launched this product line to complement the range of existing products such as CO2 incubators, shakers, centrifuges, microinjector and micromanipulator, for culture labs.

Also launched this year was Mastercycler Nexus, a new low energy consuming PCR instrument that has an option of sending an e-mail, once the complete cycle is done. The wide range of products has enabled Eppendorf to easily offer complementary products in packages.

Business: Develops, produces and distributes systems for life sciences industry

CEO: V Sankaranarayanan

Revenue: 102.66 crore Link not found or type unknown

Start-up year: 2003

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