

## Alliance Specialist

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**Rank 20.....Span Diagnostics**

**Revenue: 35.62 crore**

## Alliance Specialist

Modern clinical laboratory needs a variety of instruments and consumables besides reagents and kits. Span Diagnostics, a leading manufacturer of diagnostic products in India, is committed to provide as many things as possible to the clinical laboratories from its own range. Span has come of age and built a good presence in research, development and manufacturing of a plethora of in-vitro products for clinical research.

Headquartered at Surat, it has a license from the USFDA and is equipped with a state-of-the-art manufacturing facility. Span serves end users and distributors with ready to use testing kits or customized OEM products.

Span operates under different divisions to market a range of products. Industrial & Research Chemical division under the aegis of Nexus is operating as liaison for lot of international companies worldwide. As an independent division, Stimulus Specialty Diagnostics caters to medical diagnostic organizations in India through exclusive tie-ups. It operates in the field of immunology, virology, endocrinology, bacteriology, allergy and coagulation disorders and also markets the specialty range manufactured indigenously by Span. COGEN, a division of Span is focusing on the Clinical Chemistry segment and provides sales support too.

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The company's product range consists of three categories-diagnostic reagents and kits, instruments, industrial and research products. The diagnostic reagents and kits segment includes blood banking products, clinical chemistry reagents, hematology, infectious disease serology, autoimmunity products, histopathology and cytology products, antibiotic discs for bacterial sensitivity test, pregnancy test, laboratory accessories, chemiluminescence and other kits.

### Vital stats

The rapid pace of technological and scientific developments in the sector has made it impossible to take up development of a vast array of products under one roof. Hence the company has chosen to supplement and complement the range of its in-house products by identifying appropriate partners from other countries and entering into exclusive tie-ups for marketing, distributing and servicing their products in India.

Span has a technical tie up with PATH "USA and Nihon Kohden Corporation, Japan. Besides, Span has entered into a marketing alliance with MP Biomedicals, USA; Associates of Cape Cod Inc., USA; Remel Inc., USA; Hitachi Chemical Diagnostics Inc., USA; Genbio, USA; Awareness Technology Inc., USA; BBI, USA; Zymed Conda, Spain. To meet the increasing needs of the customers, Span has recruited more employees and its staff strength stood at 548 in 2003-04 against 363 in 2000-01.

Span has expanded its capacity by investing more on infrastructure during the last fiscal from Rs 1.4 crore (2002-03) to Rs 1.75 crore (2003-04) and also tripled its R&D investments over the previous year.

Started with equity of Rs 3 crore, its annual sales for 2002-03 stood at Rs 26.77 crore down from last year's turnover of Rs 27.27 crore. However its sales have again picked up and reached Rs 35.6 crore during 2003-04. The firm's net profit that had dropped in 2002-03 has again increased in 2003-04 to Rs 2.21 crore from Rs 74 lakh in the previous year. It is expecting a further rise of about Rs 2.62 crore in profits during 2004-05.