

## Imperial: Consistent growth through the year

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no-Despite facing adverse market conditions, Imperial Life Sciences (ILS) has been able to maintain double digit growth year after year. Displaying an impressive growth rate, the company has registered a revenue of Rs 212 crore as against Rs 187.17 crore in the previous fiscal year.

Being an exclusive representative of many leading global players in India, ILS provides complete solutions in instrumentation, reagents, bioinformatics, and consumables. Besides that, it has an entire range of products for labs working in genomics, proteomics, cell culture, drug discovery, and bioproduction. The company aims at continuing growth in current business segments besides establishing a new healthcare business. Among the recent initiatives, it launched a new healthcare division for further expansion of business taking its vision from bench to bedside.

During the year, ILS successfully collaborated with companies like MI Labs, MR Solutions, Sage Biosciences, Denovix, Chemagin, and Perkin Elmer to offer additional aid to help fulfill the research needs of the Indian scientific community. The company has facilitated some major projects all over India by providing services through the processing of samples on India's first Gene Titan MC Instrument (automated microarray platform for high end agri-genomics and human genetics) placed at its own facility in Gurgaon.

Expanding its horizons, ILS has moved into third generation sequencing by tying up with Pacific Biosciences, Imperial leading manufacturers of world's first single molecule real time DNA sequencing system called third generation sequencers. The company is also looking at utilizing the deficit in terms of technologies available in the advanced molecular diagnostics space. It has tied up with Affymetrix which focuses on personalized diagnostics in a big way and brings the FDA-cleared assays aimed at hospitals and clinicians to India. It also plans to expand its portfolios in genomics, molecular imaging, and spectroscopy.

ILS collaborated with market leaders in different segments of the business. Other collaborations of the company were with

Affymetrix for microarray systems and arrays, NEB for their extensive range of molecular biology reagents including restriction enzymes, polymerases etc. and GMI with its state of the art PET/SPECT/CT. The company also partnered with Miltenyi Biotec for their MACS Quant flow cytometer, AutoMACSPro cell separator, and extensive portfolio of cell biology reagents. As per company management, the product range from New England Biolabs and Affymetrix have been significant business drivers for the company. Caliper and Miltenyi Biotec have been significant revenue generators. Revenue from the consumables business has increased significantly with the segment contributing as much as instrumentation.

Having merged reagents and the instrumentation teams, ILS has doubled its strength and penetration into the Indian market and is constantly investing in growth. With its increased product portfolio, the company has now diversified its business by creating individual business groups viz. genomics division, cell biology and imaging division, and consumables and reagents division with separate focused teams for giving special focus to specific applications and overall growth of the company.