

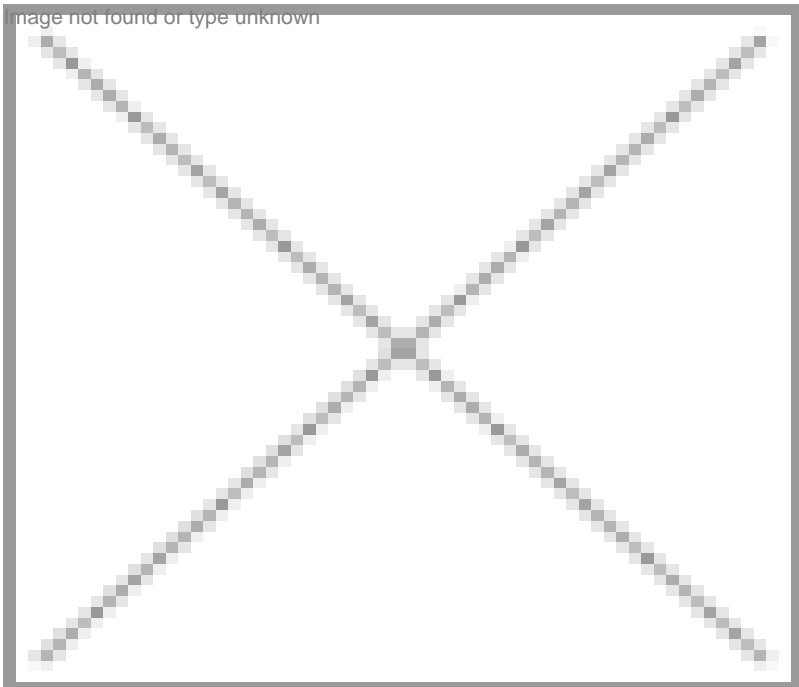
Money Spinner

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Shimadzu Analytical (India) has close to 30 percent market share in the Rs 500-crore analytical and scientific instrumentation market in India. It is looking at achieving revenues to the tune of Rs 300-400 crore in the next five years.



CEO: Tsuguo Kishida (MD)

Revenue: Rs 110 crore

Start-up Year: 2006

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Shimadzu Analytical (India), a wholly owned subsidiary of Shimadzu Corporation, Japan has been offering technologies in the field of analytical and scientific instrumentation, and process control instrumentation, environmental monitoring to different industries including life sciences and biotechnology. Its total sales turnover for the year 2006-07 stood at Rs 166 crore against last year's total sales turnover of Rs 150 crore. Its sales turnover from the life science/biotech sector for the year 2006-07 stood at Rs 110 crore against last year's sales revenue of Rs 82 crore, registering a growth of 33 percent. It hopes to grow at an even better pace in the current year.

Shimadzu has been in the Indian market for the last 40 years providing solutions through supply of high quality instruments in quality control and R&D laboratories all over India through its established network of distributors. Shimadzu has close to 30 percent market share in the analytical and scientific instrumentation market in India that is estimated to be about Rs 500 crore. It is looking at achieving a target of Rs 300-400 crore in the next five years.

Headquartered in Mumbai, it has branch offices at New Delhi and Chennai. It has increased its staff strength to 35 employees from last year's strength of 20. It is expected to further increase it to 40 very soon. The company would strengthen its activities and support facilities at its customer support center (established in April 2006) in Mumbai and is in the midst of taking up the Delhi office expansion. The customer support center is established to serve the customers and industry better by means of demonstration, application support and training programs as well as training programs for its distribution network. For this it has invested about Rs 4 crore (100 million Yen). In addition to overseeing the activities of the customer support center, it also provides the marketing support to its distributors.

Shimadzu's product offerings include mass spectrometry integrated with enabling technology for high throughput analysis (MALDI, LC/MS, automated systems for analyzing gels with mass spectrometry) and specific solutions for DNA analysis (ranging from UV spectroscopy to chip-based electrophoresis) among a range of other offerings.