

## Consolidated Efforts

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**Consolidated Efforts**

*Thermo Electron LLS India has grown mainly because of its spate of acquisitions. The company hopes to further consolidate its position in the life sciences market in India.*

CEO: Dr G Ramakrishnan (MD)

Revenue: Rs 246 crore

Start-up Year: 1998

Address: 102, 104, Delphi 'C' Wing, Hiranandani Business Park, Powai, Mumbai - 400 076

Tel.: 91-22-67429494

Fax: 91-22-67429495

Website: [www.thermo.com](http://www.thermo.com)

Thermo Electron Life and Laboratory Sciences (LLS) India, a wholly owned subsidiary of US-based Thermo Fisher Scientific, is a key supplier of advanced analytical technologies, scientific and laboratory equipments and laboratory consumables to help scientists and clinicians to discover new drugs, understand its genetic makeup and diagnose illnesses and diseases.

The total sales turnover of Thermo Fisher Scientific in India for the year 2006 stood at Rs 246 crore (\$60 million), registering a growth of 42.66 percent over the previous year. The figure includes sales from Kendro, Fischer Scientific and Thermo Electron in India. In 2005, Thermo Electron's sales revenue stood at \$38.32 million (Rs 172.44 crore). It includes the sales from the life and lab sciences division and scientific instrumentation divisions. Its sales in 2004 stood at \$20 million (about Rs 86.4 crore) as against previous year's sales of \$15.76 million (about Rs 70.92 crore).

Dr G Ramakrishnan, managing director, Thermo Electron LLS India, said, "The growth of the company was mainly because of the acquisition of different companies by Thermo Electron. Consolidation of the company is taking place in India and it will be over by the end of this year. At present we have about 195 personnel working for Thermo Electron across the country. Considering the opportunity and market potential, we hope to further consolidate our position in the life sciences market in India."

Thermo Fisher Scientific provides analytical instruments, equipments, reagents, consumables, laboratory supplies, software and services for research, analysis, discovery and diagnostics. Its growing product portfolio includes innovative technologies for mass spectrometry, elemental analysis, molecular spectroscopy, sample preparation, informatics, fine and high purity chemistry production, cell culture, RNA interference analysis, immuno diagnostic testing as well as air and water quality monitoring and process control. Its customers include companies from pharmaceutical, biotechnology industry, research institutions, government agencies, universities, clinical research organizations, and environmental and industrial process control settings.

Thermo Electron LLS India has a manufacturing unit at Navi Mumbai that produces a range of finnpipette for ELISA readers and washers both for home and export consumption.