

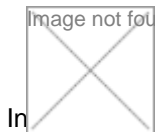
## Imperial Life Sciences focuses on proteomics

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*With a diverse array of solutions for genomics and a commanding position in instrumentation business, Imperial Life sciences is now focusing on being a provider of solutions in the proteomics space as well.*



Imperial Life Sciences provides a range of instrumentation, reagents, softwares and other consumables. It also provides complete solutions for laboratories working in genomics, proteomics, cell culture, drug discovery and bioproduction. Established in 1992, it is the exclusive representative for several leading global players in

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The company registered a revenue of Rs 102.90 crore in the financial year 2008-09 as against Rs 88.73 crore in 2007-08. Instrumentation has been the major growth driver for the company with 60-70 percent of the revenues derived from it. According to Neeraj Gupta, director, sales, Imperial Life Sciences, "The company registered strong growth in bioanalyzer platforms, in-vivo imaging platforms and liquid handling systems."

After leveraging its strength in genomics, the company is now focusing towards proteomics, with a tie-up with Fortebio for proteomics-based instrumentation. It is to be noted that last year the company sold 50-60 bioanalyzer systems from Agilent and four systems from Xenogen to major research institutes.

The company is also the distributor of QPCR's, thermal cyclers, Strataclone Cloning Kits, Paq 5000 DNA polymerases & mutagenensis kits through Stratagene in India.

The consumables and reagents portfolio has also added several new products including HPLC/LCMS MARS columns for proteomics, Genplates for long term DNA storage at room temperature from Genvault, extensive tissue culture and genomics range from Labware, and agaroses, primary cells, medias and serum from Lonza used in stem cell and cell culture.

It also sold 12 microarray systems and was able to position the concept of genome-wide workstations. Imperial Life Sciences also set up ILS-USA cooperation for product support in January, 2008. The company doubled its sales force (55-60) and technical support (field application scientists) manpower during the last year. Imperial Life Sciences has also established a

bioservices division with a campus in Manesar, Haryana, to train scientific professionals and students.

Talking about future plans, Suresh Kumar Gupta said, "We see a lot of interest emerging in the area of automation, molecular diagnostics and in-vivo imaging (applications for pharma and CROs) and a huge interest from customers for the same and are directing our focus towards these. We are looking at strengthening the technical resources in our company and so increasing the workforce. We are establishing service center support for the customers and also give them hands-on training on our platforms. Consolidating our business is going to be a focus from now."