

Creates a niche

05 August 2008 | News

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Labmate Asia has made significant impact in the country as a major supplier of biologicals and equipment.

Labmate was founded as a partnership company in 1989 with the objective to be the comprehensive partner in India, for the manufacturers worldwide in the field of biotechnology. Later it was incorporated as a private limited company in 1992.

The company clocked Rs 41.22 crore in revenues in 2007-08, compared to Rs 37.44 crore the previous year.

The year 2007-08 has been very productive for Labmate. The company successfully implemented a couple of new technology platforms. First one was in the clinical proteomics arena, where Labmate established a mass spectrometry facility at the Aravind Eye hospital in Madurai. The facility will be utilized to undertake "tear proteomics" research, a major initiative by an Indian hospital. The second implementation was the high content screening system at Central Drug Research Institute, Lucknow for drug discovery research and the third one was in the cell biology research, 'wound healing' implemented in Central Leather Research Institute, Chennai.

"We are a very informal company, where the professionals can participate very freely and decide the future course. The high motivation level of our team is instrumental in our achievement. With the investments in biotechnology increasing in view of the ever-increasing promises in area of drug discovery and agriculture, we are confident that we will have lot more to accomplish and grow," said S Vishwanathan, director, Labmate Asia.

Labmate represents the interests of several world leaders in India. The customer base now encompasses almost all the leading research establishments in life sciences--ICAR, ICMR, and CSIR labs, universities and major hospitals with research facilities. Labmate now is a team of over 65 young professionals and provide services all over the country with headquarters in Chennai and branches in Delhi, Mumbai, Hyderabad, Bangalore, Lucknow, Chandigarh and Kolkata.

"We are very particular in partnering with the value based corporations, who are very customer centric and have high quality products. We emphasize on intellectual property and product uniqueness," said Vishwanathan.

Sharing the companies future plans, Vishwanathan said, "We will continue to look at several new emerging technologies. We are currently evaluating the various possibilities. We have also identified training as an opportunity. We also have plans to expand our demo labs and possibly create joint ventures with our existing partners," Vishwanathan informed.