

## analytica Anacon India & India Lab Expo 2016

### Participants statements

- in alphabetical order of surname -

#### VIP Statements

***Dr. P.V. Appaji, Director General, Pharmaceuticals Export Promotion Council of India***

“Since analysis is the backbone of the pharmaceutical quality control, industry divisions like quality control, R&D, product development and also process development cannot exist without support instrumentation. Trade fairs like analytica Anacon India and India Lab Expo help keep in touch with the latest technology. The trade fairs offer the perfect platform for Indian and Hyderabad based pharmaceutical companies, along with global players to participate in scientific sessions and forums.”

***Dr. Ashes Ganguly, President, Indian Analytical Instruments Association***

“analytica Anacon India and India Lab Expo are a unique opportunity for the industry. The exhibitors are coming from all over the world to display their state of the art equipment and applications. Besides the exhibition, the conference is another outstanding highlight. I would personally like to thank Messe Muenchen which has gone out of the way to extend support for our successful conference.”

***M. Venkateshwarlu, President, Telangana Chambers of Commerce and Industry***

“analytica Anacon India and India Lab Expo 2016 have become an integral part of the Hyderabad trade fair circuit and our Chamber of Commerce is totally interested in associating with these trade fairs. It is really fortunate for the State to have such an event, as our industry will also develop thanks to trade fairs of this size and scale. analytica Anacon India and India Lab Expo will help boost the pharmaceutical industry.”

#### Exhibitors' Statements

***Gagan Bagga, VP Operations, Glasso***

“We regularly participate in analytica Anacon India and India Lab Expo. It is a great platform to reach out and meet customers and lay the foundation for a great business in future years. The trade fairs also pave the way to meeting new people and get to know new technologies.”

***Burkhard Baier, Chief Representative, Sympa Tec***

“We are here to get an opportunity to network with the pharmaceutical companies in Hyderabad which is considered the hub for the pharma sector. Apart from being an exhibitor, we also had the opportunity to showcase our products working live at the Live Lab pharma analysis. Personally, my experience was very good.”

***Soumik Roy Choudhury, Territory Sales Manager, Aneer Engineers***

“We participate in analytica Anacon India and India Lab Expo since three years and it has always been a great experience to interact with both customers and exhibitors. We are definitely having a great experience and look forward to future editions.”

***Upendra Dixit, Managing Director/Director Sales and Marketing, AJ Instruments India***

“We have been participants at analytica Anacon India and India Lab Expo since the past three years. We are even exhibitors at analytica in Munich, Germany. The footfall at our booth has been very good and the trade fairs helped generate good leads and enquiries. Hyderabad is the hub for this sector and, as expected, we received satisfactory visitor turnout.”

***Oswin D’Souza , Director, Osworld Scientific Equipments***

“We have been participating in analytica Anacon India and India Lab Expo for the past seven years. These trade fairs are excellent not only in terms of footfall but also in terms of quality visitors and even customers who have visited our stall. We will continue to be a part of the future editions of the trade fairs and look forward to doing good business.”

***Reiner Hehemann, Export Manager, Novalab***

“We are very glad to be here in India, attending analytica Anacon India and India Lab Expo 2016. We manufacture our products in Berlin and Germany and want to extend our business relations in India via this platform.”

***Daniel Herneson, Director Indirect Sales, Biotage***

“It has been a great experience at analytica Anacon India and India Lab Expo. The Live Lab was an innovative medium to reach out to a maximum number of people and we have conducted a very successful session at the Live Lab.”

***Nathan Hulme, Director, Starna Scientific***

“analytica Anacon India and India Lab Expo are the most unique platform to showcase the strength of technology in this sector. For us it is also a great opportunity to network with the entire stakeholder community from the industry.”

***Aviral Jain, Global Marketing, Microlit***

“Microlit is a 26 years old company and we take part in analytica Anacon India and India Lab Expo for many years. The Indian market is very dynamic and we have met a lot of potential customers through this platform. We are very happy to be associated with both trade fairs.”

***Hemang H. Jhaveri, Hiten Techno Products Corporation***

“We are an instrument consumable company and attend analytica Anacon India and India Lab since seven years. The trade fairs have grown significantly in this time and provide the ideal platform to meet new customers and grow our business.”

***Alok Kalchavkar, Business Development, Particle Science, Inventys***

“In the four years that we exhibit at analytica Anacon India and India Lab Expo our experience has always been really good. This year, too, we are really happy with the footfall and the business enquiries at our booth.”

***Dishant Kumar, Senior Manager, Sales & Application, Genetix***

“We have been participating in analytica Anacon India and India Lab Expo 2016 for the past three years and are very happy with the overall response. The trade fairs set new benchmarks every year! We congratulate the organizers and the entire Messe Muenchen India team for putting together a very good event.”

***Vinod Kumar A.V, Chief Executive Officer, VM Sciences***

“We all know that analytica Anacon India and India Lab Expo 2016 have a niche position due to the nature of the industry that they represent. Despite this – or even because of this – the trade fairs are high on visitor turn-out and there has been a very good footfall at our stall. Hence they are a great opportunity for exhibitors to market products and for customers and buyers to analyze the market.”

***Janardhan M, Head of Nationals Sales and Marketing, Lab Guard***

“We have been participating at analytica Anacon India and India Lab Expo since 2007 and our experience gets better every year. The trade fairs are always an eye-opener in terms of new products and solutions.”

***Dinesh Malviya, Vice President, Skytech Systems India***

“We participate in analytica Anacon India and India Lab Expo to showcase new technologies on different aspects like R&D, quality control etc. We have many different verticals to showcase our products, but these trade fairs play a vital role for the industry players to connect.”

***N. Mehta, Managing Director, Newtronic Equipment***

“We are participating in analytica Anacon India and India Lab Expo since ten years now and we have seen them grow constantly over the years. We have, as usual, received a great response from the pharma community in Hyderabad and really had successful three days.”

***Srinivas P.N, General Manager India and Middle East, Kewaunee***

“analytica Anacon India and India Lab Expo 2016 are an excellent platform to showcase products and reach out to customers. We will definitely continue to participate!”

***Anil Kumar Nair, Vice President Marketing, Artlab***

“We participate in analytica Anacon India and India Lab Expo every year. This year we have the biggest stall here and we are happy to be a part of this trade show as we are receiving many business enquiries here.”

***Dr. Vikram Narula, Executive Director, Wensar Weighing Scales***

“Overall, the trade fairs have been very well managed. The number of enquiries generated at analytica Anacon India and India Lab Expo 2016 has been beyond expectations, and we have received a good response to our participation.”

***Chandrasekhar P., Head of Marketing, Brand Scientific Equipment***

“We are very familiar with analytica Anacon India and India Lab Expo and never miss the event as it is a part of our yearly marketing program. We definitely will continue to be a part of the trade fairs in the future.”

***Deepak Parab, Chief Executive Officer, Metrohm India***

“analytica Anacon India and India Lab Expo 2016 offer a great platform where experts can participate and deliver lectures on the current scenario of the pharmaceutical industry, issues around compliance and regulatory expectations especially linked to analytical instrumentation. This is exactly what we need to address in a country like ours, so that we continue to learn through the seminars. I see these trade fairs becoming a very important global trade fixture and a world-class exhibition.”

***Ravikumar R., Manager South, GD Lab Solutions***

“We are here at analytica Anacon India and India Lab Expo 2016 since we are catering to the entire pharmaceutical and chemical sector. We are in operation in the industry for the past 40 years and have been participating in the trade fairs since the past four years. We consistently experienced a good response.”

***Venkateswara Reddy Boya, Associate Vice President – QA & QC, Credo Life Sciences***

“The trade fairs offer the opportunity to gather the latest information on the innovations and quality on display. We gained invaluable insights which will help us conclude our search for laboratory and R&D equipment. It has been a great experience at analytica Anacon India and India Lab Expo 2016.”

***Dr. Dirk Rieger, International Sales Manager, Macherey – Nagel***

“The trade fairs again proved to be an excellent opportunity to meet business partners and distributors in India. It is one of the best platforms to conduct B2B business. This year, the visitor ‘traffic’ is a lot more than in the past.”

***Jim Romenesko, Director, Whirl-Park***

“Trade fairs like analytica Anacon India and India Lab Expo 2016 are very important for us as they create an entire market eco-system under one roof. We are looking forward to the same enthusiasm this year and will continue to be a part of the analytica Anacon India and India Lab Expo family.”

***Sajeeb. A, Agent Sale, Khazar Electric Industrial Corporation***

“I am exhibiting in analytica Anacon India and India Lab Expo 2016 for the first time and I am very satisfied. We are getting a much better response here than in other trade fairs in the world and hence are happy to be here. We are definitely looking for new markets in India.”

***Tejas Shah, Marketing Director, Accumax Lab Technology***

“We have been participating in both analytica China and analytica Anacon India for over twelve years now. Our experience at these trade fairs has always been good and we get to meet a number of international clients. They are great platforms to meet new customers.”

***Tulika Shukla, Head of Marketing, Anton Paar***

“Anton Paar is a 100 year old enterprise and we exhibit at the twin trade fairs every year. As a company we serve a variety of industries and this year again, we are here because we received a very good response in the previous edition of the trade fairs. We are also looking forward to the first Live Lab that will definitely be a unique experience.”

***Harjinder Singh, Marketing Manager, PerkinElmer India***

“analytica Anacon India and India Lab Expo are a really good platform to showcase our new range of technology. The footfall at the trade fairs has been really good and we look forward to participating in future editions of the trade fairs.”

***Utkarsh Singh, Business Manager, Waldner***

“Waldner is a German Company into the niche segment of laboratory set-ups. It has been a privilege representing Waldner here in the historic city of Hyderabad, at analytica Anacon India and India Lab Expo 2016. It is even more wonderful to know that it is not just the big names and large enterprises that participate here, but an entire eco-system of big, medium and small players. As an exhibitor, I am very pleased with the footfall at our stall and the conference was also useful.”

***Sonja Steiret, Project manager – Sales and Marketing, IKA India***

“We are back again after a period of four years, and I remember our first experience at the trade fairs was just a small stall, out of which we have grown and are one of the established exhibitors today. Our overall expectations from the trade fairs has been achieved and the response has also been very good. We will be participating at the trade fairs once again.”

***Arvind Thyagarajan, Director, Spinco Biotech***

“analytica Anacon Indian and India Lab Expo are a great platform for networking with the industry and key suppliers. The trade fairs also provide an opportunity for key players to meet, network and discuss issues that could help take the industry forward.”

***Rajnish Verma, Sales Manager, Honeywell***

“analytica Anacon India and India Lab Expo gave us a lot of visibility in terms of displaying the products and technologies and meeting important customers. We intend to come back next year and based on our current experience, which has been good, we plan to showcase more solutions at our booth. We definitely will come back stronger and with a wider portfolio in the 2017 edition of the trade fairs.”

***Edward Yeung, Country Manager, Biobase Biodustry***

“We are here to showcase our products to the Indian customers. Our experience in the Indian market is an experience of more than seven years, and we keep coming back to give an improved service every year. analytica Anacon Indian and India Lab Expo have been very helpful to us for promoting our products and services and we have successfully acquired many customers and distributors.”

***Michal Zbigniew, Bio-Application Department, Cyanagen***

“We are here at analytica Anacon India and India Lab Expo 2016 for the first time. I am very happy to participate in the trade fairs and used this opportunity to meet other stakeholders within the sector. So far, we are very satisfied with the customers.”

## **Speakers' Statements**

***Prof. Dr. Rainer Lehmann, Academic Director and Lecturer, University of Tuebingen***

“I attended the analytica Anacon India conference, which was very interesting and I gained a lot of information on quality control as compared to what we are doing back home in Germany. The session on quality control was insightful and I am looking forward to the next few sessions on analytical techniques.”

***Prof. Myeong Hee Moon, Department of Chemistry, Yonsei University, South Korea***

“This is my first time at the analytica Anacon India conference. While I am excited to be a speaker here, I am also quite excited to see the exhibitions that are being displayed. My presentation will show innovative and new analytical technology and the separation of molecules.”

***Susanne Rose, Regional Sales Manager, GERSTEL***

“It was a pleasure to be at analytica Anacon India and India Lab Expo 2016, especially at the conference. We are frequent visitors at analytica in Munich, but it is our first time at Hyderabad. I have had the opportunity of speaking at the analytical instrumentation session. I would like to thank the Committee and the organizers for this unique opportunity!”

***Pia Rosendahl, Research Associate, CARS Microscopy Group***

“I would like to congratulate the Indian arm of Messe Muenchen who did a great job of organizing analytica Anacon India and India Lab Expo 2016 so efficiently. I am really happy to be here and to be able to interact with the highly knowledgeable people at the trade fairs.”

## **Buyer-Sellers' Statements**

***Dr. Bhanu R Hirani, D.G.M R&D, Porus Molecules and Beyond***

“The Buyer-Seller meetings have been very well managed. We began our sessions about an hour ago and within this short period of time we learned a number of things about the industry. We would really like to participate again in the next edition of the trade fairs, and especially in these meetings.”

***Pradeep Kumar Iyer, Senior Manager R&D- Analytical Development, Hetero Drugs***

"The Buyer-Seller meetings have redefined the engagement levels in the stakeholder community at the trade fairs. Our experience has been very good and we have been participating in these forums for the past two years. We really look forward to the next edition of the trade fairs and these well-organized meetings."

***Dr. T. Jyothirmayi, Principal Scientist, Central Food Technological Research Institute***

"An important aspect of these Buyer-Seller meets is the active participation by the policy makers. From a Government perspective, we have met a number of Sellers at these meetings and really look forward to supporting the trade fairs further. "

***Y.V. Satyanarayana, Sales Manager, Crux Biotech***

"This is our first time at analytica Anacon India and India Lab Expo 2016 and our experience has been very good. The Buyer-Seller forum helped us in terms of generating value for our participation at the trade fairs. We will surely participate the next time again."

***Dr. Swapnil P Sonawane, Associate Director, Dr. Reddy's Laboratories***

"This is the second time that we are attending analytica Anacon India and India Lab Expo. Last time we met with a number of domestic players but this time we explored new technologies that are coming into the Indian market place. The Buyer-Seller Forum has been very useful as we have been able to interact with several industry players in a short span of time and especially with global companies from the sector. Our experience at the Buyer-Seller meet is invaluable and we are eagerly looking forward to many more meetings. "

***Dr. S Vaithyanathan, Principal Scientist, ICAR***

"The Buyer-Seller forum is a very good concept and has been very useful for us. Some of the segments that we have not been able to break into now are available to us and this particular forum has helped us establish new contacts. This is our second time at the trade fairs and we are more than satisfied. "