

PRESS RELEASE

11 January 2022



H.E.L Group expands operations in India

- *H.E.L India opening further strengthens H.E.L's global presence with regional hub-based service and customer support*
- *Expansion will focus on supporting high growth industries in India, including biotechnology, process safety, and pharmaceutical industries*

London, UK, 11 January 2022: H.E.L Group (H.E.L), a global developer and manufacturer of innovative laboratory tools for process optimization, safety, and scale-up, today announced the expansion of its operations in India, with an increased focus on high growth areas of biotech and battery testing industries. The move will see the creation of a wholly-owned subsidiary, H.E.L India, which will provide direct sales and marketing, service, and support operations to customers in India from February 2022.

To support India's growing biotech and pharmaceutical markets, H.E.L will create a dedicated regional hub to provide in-country support directly to customers. Until now, services in India have been successfully operated through a longstanding distributor partnership with Skytech Systems, one of India's leading analytical instrument distribution companies. H.E.L will continue to work with Skytech to fully transition operations over the next twelve months with the current team of experienced service and support engineers transferring into the new subsidiary to ensure continuity for existing customers.

Supporting the move, the Company will be making several key appointments, including recruiting an experienced General Manager to build the regional team, alongside specialist product area capabilities.

Louise Madden, CEO of H.E.L Group, commented: *"We are excited to be opening a full H.E.L subsidiary in India as part of our plans to have the right sales and support approach across the globe. India is a significant, growing market, and now is the right time for us to establish a direct presence. This brings our mission of creating a healthier, sustainable and safer environment for everyone a step closer. We sincerely thank our current partner Skytech for their help over the last two decades in developing and growing our business in the region"*

Chandrabhas Shetty, CEO of Skytech Systems, added: *"India has seen exponential growth across many scientific markets, and we are pleased to have worked alongside H.E.L for more than 20 years to help provide solutions to our customers' problems. We are looking forward to continuing to work together in the immediate term to ensure a smooth transition for our two businesses and our joint customers, and we are sure that H.E.L will continue to enjoy success in the Indian market."*

From 1 February 2022, sales, service, and support inquiries should be directed to H.E.L India - <https://helgroup.com/contact/> or sales@helgroup.com

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Notes to Editors



*Louise Madden, CEO,
H.E.L Group*



*Chandrabhas Shetty, CEO,
Skytech Systems*

For high-resolution image(s), please contact Zyme Communications.

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About H.E.L Group www.helgroup.com

H.E.L Group's mission is to work together with chemistry, safety and biotechnology experts to engineer and unleash the full potential of the scientific community. To this end, H.E.L develops and manufactures innovative scientific instruments and software designed to optimize the efficiency, safety and productivity of key processes in chemistry and biology applications.

The H.E.L team of 80 includes highly skilled process and software engineers, based at their extensive research and manufacturing facilities in the UK, as well as sales and support offices around the world.

H.E.L has a long history of solving complex challenges for customers. For more than 30 years the Company has worked with businesses and laboratories globally, providing proprietary automated solutions for the pharma, biotechnology, chemical, battery, and petrochemical sectors.

Following significant growth, and with annual revenues exceeding £10 million, the Company is extending the reach of its products to support and enable R&D and process optimization further across the US, China, Asia-Pacific, and India.

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