

Japan-based Shimadzu acquires all shares of Zef Scientific Inc.

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Shimadzu will expand its after-sales services and strengthen its structure in North America



Japan-headquartered firm Shimadzu has acquired all shares of Zef Scientific Inc., through its US subsidiary Shimadzu Scientific Instruments, Inc. (SSI).

ZefSci, now a subsidiary of SSI, provides maintenance and repair services, on liquid chromatographs (LC) and liquid chromatograph mass spectrometers (LC-MS). With the acquisition of ZefSci, Shimadzu will expand its after-sales services and strengthen its structure in North America.

For analytical equipment, after-sales service such as replacement of consumable parts, and repairs is essential. In recent years, with the tightening of quality control in the pharmaceutical industry, there has been an increasing demand for a single-source after-sales service of analytical equipment regardless of the manufacturer (multi-vendor services, MVS).

In North America, in particular, many pharmaceutical companies outsource instrument management to outside MVS operating companies aiming for efficient . As a result, the growth rate of the MVS market has been high, and more customers are adopting and seeking MVS solution.

The Shimadzu Group has designated North America as a priority area for its analytical and measurement business, and will utilise the newly opened R & D Centre for its business. In addition, the acquisition of Zefsci will broaden the range of value provided to customers and further enhance customer satisfaction.

The Group plans to increase sales in North America from 51 billion yen in fiscal 2022 to more than 70 billion yen in fiscal 2025 by providing total solutions to customers through product and technology development that meets cutting-edge needs and high-quality after-sales services.

Image caption- From left is Yoshiaki Maeda, President, SSI; Dr. Z. El Fallah, Founder and President, Zefsci; Masami Tomita, General Manager, Analytical & Measuring Instruments Division, Shimadzu