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WATERS CORPORATION SWOT & PESTLE ANALYSIS

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Company Name: Waters Corporation

Company Sector: Medical Devices, Biotechnology

Operating Geography: United States, North America, Global

About the Company:

Waters Corporation headquartered in Milford, Massachusetts, is a publicly-traded Analytical Laboratory instrument and software firm. In 1958, James (Jim) Logan Waters established Waters Associates in the basement of a police station in Framingham, Massachusetts. The company supplies liquid chromatography, mass spectrometry, supercritical fluid chromatography, laboratory informatics, rheometry, and microcalorimetry to lab-based businesses. Waters' main product brands include ACQUITY UPLC systems, ACQUITY UPC2 Systems, Xevo mass spectrometry systems, Synapt MS systems, Synapt HDMS systems, XTerra HPLC columns, XBridge columns, ACQUITY UPLC columns, Alliance HPLC systems, Empower chromatography and MassLynx mass spectrometry software, Oasis sample preparation products, NuGenesis lab management system, Oasis sample (LMS). The company employs about 7,400 people in 35 locations, with 14 manufacturing facilities and goods sold in over 100 countries. The company is well-positioned to Deliver Benefit through developing solutions that improve people's health and well-being. In June 2022, Waters introduced High Resolution Mass Spectrometry Products and Software to drive Drug Development.

Waters Corporation's Unique Selling Point or USP lies in its being the world's premier speciality measurement company, has pioneered chromatography, mass spectrometry, and thermal analysis innovation for more than 60 years, serving the life, material, and food sciences. The mission statement of the company reads, "Waters creates business advantages for laboratory-dependent organizations by delivering practical and sustainable scientific innovation to enable significant advancements in such areas as healthcare delivery, environmental management, food safety, water quality, consumer products, and high value-added chemicals".

Revenue:

US\$ 2,785 million - FY ending 31st December 2021 (y-o-y growth 22%)

US\$ 2,365 million - FY ending 31st December 2020



SWOT Analysis:

The SWOT Analysis for Waters Corporation is given below:

Strengths	Weaknesses
1.Increased traffic leading to growth in sales	1.Dependence on third party distributors for
through e-commerce channel	selling of its products and services
2.Positive growth in recurring revenues	
3.Focus on continued product and innovation	
leadership by Waters Corporation	
4.Vast portfolio of products and services may	
give competitive advantage	
5.Numerous patents held by the company	
Opportunities	Threats
1.Increased demand for medicine and	1.Rapid changed in technology may lead to
equipment during and post COVID-19	cheaper products by competitors
2.Growth in R&D spending in healthcare by US	2.Susceptible to changes in regulations by
government	health organizations like FDA (US) in different
3.Repealing of medical devices tax in US	countries
4.Access to high-growth adjacent market	
segments	



PESTLE Analysis:

The PESTLE Analysis for Waters Corporation is given below:

Political	Economical
1.Impact of Biden administration and their	1.Impact of COVID 19 on Water Corporation's
Budget for healthcare	business
2.Impact of US-China trade war on the	2.Rising per capita income of US citizens may
healthcare sector	lead to more spending on healthcare
Social	Technological
1.Aging population in United States may lead	1.Digitalisation of healthcare industry leading
to more healthcare spending	to opportunities for Waters Corporation and
	related companies
	2.Robotic Process Automation and robotisation
	in the healthcare industry
Legal	Environmental
1.Strict compliance with regulatory standards	1.Rising pollution levels affecting health of
	people
	2.Environmental sustainability of healthcare
	sector

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