



METEORIC BIOPHARMACEUTICALS: MANIFESTING UNCOMPROMISED QUALITY BACKED BY BEST IN CLASS TECHNICAL SUPPORT IN THE BIOPHARMA INDUSTRY

Abhishek Chaudhary • The CEO Magazine

Biototechnology is an important and integral part of our everyday lives, from the food we eat, clothes we wear, the medicine we use to keep us healthy and even the fuel we use to travel around. Biotech has played and will continue to play, an indispensable and crucial role in meeting and fulfilling our needs. No other industry is better equipped to improve the quality of life and counter & answer the society's huge challenges of an ageing and ever-increasing population, food security, healthcare and affordability, climate change, resource efficiency and energy shortages. For biotech to embark on its complete potential, the industry requires sound policy decision making that supports risk taking and innovation as well as public that is well versed about how biotech is creating a healthier, greener, more productive and more sustainable economy. The biotech industry is worth trillions of dollars and provides millions of jobs and the goal is to build on this momentum.

GLIMPSE INTO THE ORGANIZATION

Meteoric Biopharmaceuticals is a leading, integrated and well diversified Biotech Company, incorporated to pursue an ambitious goal of introducing specialized biopharmaceutical products and biotech solutions to meet the demand of a quality conscious market. Incorporated in the year 2006 Meteoric Biopharmaceuticals is a renowned name in global bio-pharmaceutical landscape. Total commitment to quality and best technical support has been the mission on which Meteoric Biopharmaceuticals has carved its niche. Since its inception, the company has worked ceaselessly to research, develop, manufacture, and market specialized biological, pharmaceutical, and biotechnology products. The company pioneers in Biopharma Solutions and offers products in the field of Enzymes, Probiotics, Nutraceuticals, and Animal Healthcare. Its product range is backed by robust solutions which are derived after deeply analysing customer requirements, their production cycle and biochemistry. Meteoric Biopharmaceuticals give remedial solutions to replace synthetic inputs with Biopharma products to achieve optimal results, and works very closely with its clients to reach their quality goal in most cost-effective manner. The company's motto is not only to supply world class products, but with proper dissemination of science to the customers so that they are enriched with best technical knowledge. Living to its promise of high quality products & unparalleled technical support, Meteoric now exports to over 70 countries across the globe, USA, JAPAN, BRAZIL, UK, GERMANY, SOUTH KOREA, CANADA to name a few.

THE MAN BEHIND THE BRAND

Gaurav Kaushik, Managing Director & CEO

Gaurav Kaushik is a young and dynamic 1st generation entrepreneur who at the age of 36 has mastered the Bio-Pharma business in India. He is the Managing Director & CEO of Meteoric, one of the fastest growing Bio-Pharma company's in India. Hailing from a middle-class family in Punjab, he always wanted to be a doctor but family

conditions did not help him fulfil his dreams, he therefore thought of pursuing Bachelors in Agriculture and headed to Dapoli, Maharashtra. After completing his Bachelors with scholarships, he went to Indian Institute of Plantation Management, Bangalore with Majors in Biotechnology and was a Gold Medallist. He wanted to pursue career with top agro companies in India and was offered job by Agri Corporates, but instead he ventured into business with his friend and now his wife in the year 2006. They both floated Meteoric LifeSciences, now METEORIC BIOPHARMACEUTICALS PVT. LTD., together and Gaurav took the charge and gave a biotech vision to the company. Meteoric invested its entire resources & energy in the highly lucrative field of Bio-Pharmaceuticals, after 2 years of vigorous market study and research in the year 2008 and since then it was no looking back. Gaurav Kaushik incorporated 2 specific rules for his products: 1) No compromise on quality and 2) Best in class technical support to the industry. This philosophy was well received by the industries not only across India but in over 70 countries across the world. In the leadership of Gaurav, today Meteoric is a leading supplier of Enzymes, Probiotics, Nutraceuticals and Animal Healthcare products, to name a few Bromelain, Serritiopeptidase, Trypsin, Chymo Trypsin, Pancreation, Pepsin & the list goes on.

OUR EDITORIAL TEAM HAD A CONVERSATION WITH GAURAV KAUSHIK, THE MANAGING DIRECTOR & CEO OF METEORIC BIOPHARMACEUTICALS ABOUT ITS PRODUCTS, SERVICES, CLIENTS AND MUCH MORE.

Here are the edited excerpts.

WHAT ARE YOUR MAJOR PRODUCTS OR SERVICES?

We deal into 4 major product segments:

- Enzymes - Mostly Food & Pharma grade
- Probiotics
- Nutraceuticals
- Animal Healthcare

We provide customized and cost-effective solutions in the field of Enzymes, Probiotics, Nutraceuticals & Animal Healthcare. By adapting the process below, we are known as Best Stable Formulator of Enzymes with best economics in the industry. We also offer Stable Blend for Probiotics for formulation-based pharma industries.

THE REPRESENTATION BELOW SHALL EXPLAIN OUR SERVICES

Understanding customer requirement → In depth analysis of production cycle → Understanding the biochemistry in the production cycle → Suggesting Customization & Conceptualizing Product Formulation → Replacing synthetic inputs with Biopharma Solutions in the most cost-effective manner → Run trials for the finished product → Comprehensive Technical Backup to the customer.

WHO ARE YOUR MAJOR CLIENTS? HOW DO YOU MAINTAIN A LONG-TERM RELATIONSHIP WITH YOUR CLIENTS?

Biopharmaceutical, Food, Nutraceutical, Cosmetics and Dietary Supplements companies worldwide are our clients. Only key to maintain long term relation with the client is not to compromise on quality for which we are known, because quality is remembered long after the price is forgotten and try to satisfy the customer with best in class technical support.

TELL US ABOUT YOUR TEAM.

My team consists of Biotech Graduates, Microbiologist, Biotechnologist, Biochemistry, Botany, Marketing, Logistic & Supply Chain talents who are combination of MBA & Biotech industry. Production heads with wide experience and labour force which is our backbone. Our motto is not only to supply but with proper dissemination of science to the customers so that they are enriched with best knowledge.

WHAT ARE THE AWARDS AND MILESTONES WON BY THE COMPANY?

- In the year 2009 Gaurav was awarded the Rashtriya UdhogRatna Award by Council of Economic Growth & Research, New Delhi
- In the year 2010 Meteoric was nominated for Leaders of Tomorrow Awards conducted by ET NOW, Indiamart & Nielsen
- In the year 2011 Meteoric signed an MOU with the Govt. of Gujarat, Science & Technology department
- In the year 2011 itself Gaurav Kaushik was awarded the Indian Leadership AWARD for Industrial Development by All India Achievers Foundation, New Delhi
- In the year 2017 Meteoric - living to its commitment to quality established its in-house laboratory with validated producers for enzyme analysis
- Meteoric also invested into world class machineries for pharma formulation and packaging of Enzymes
- In the year 2018 Meteoric registered its 1st Probiotic Patent BCM with MTCC 25157
- Apart from the above awards and accolades Meteoric has quality certifications as per world class standards like HALAL, STARK KOSHER, ISO, HACCP, GMP, etc

WHAT PIECE OF ADVICE WILL YOU GIVE TO THE ENTREPRENEURS WHO WANT TO START A COMPANY IN THE BIOTECH INDUSTRY?

There are only 2 piece of advice I would like to give to the new entrepreneurs wanting to start a company into this industry:

- Always keep your company rich in product & industry knowledge, when you are able to satisfy your customer with any information they require, they will always stick to you.
- Innovation is the key; keep up with changing market trends and demands.