

## BioHouse Faces sluggish market

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Rank: 12

Segment: BioSupplier-Distributor

Organization: Biohouse Solution

CEO: Mr Rupinder Singh

Revenue: Rs 9.91 crore

Biohouse Solution is a biotechnology supplier company that serves the healthcare institutions, life science researchers, clinical laboratories, and the pharma and biotech industries. It purposes to provide the best reagents and ingredients for the biotech and pharmaceutical sectors. Its business segments includes cell biology, pharmaceutical, molecular biology, diagnostic healthcare, and cell nutrition.

Biohouse is headquartered in Gurgaon and has offices in Chandigarh and Hyderabad. It also has presence in Bangladesh, Pakistan and Sri Lanka through its channel partners. According to Biohouse's CEO Mr Rupinder, the life sciences market has remained sluggish for the last two years. He along with Mr Jimmy Bhambra head Biohouse Solution.

Some of its clientele includes Ranbaxy (Daichii India), Biocon, Indswift labs, Swiss Garnier, Alembic, Acme Labs, Chimak health care, Baksons Homeopathy, Dabur, Panacea Biotech, Institute of Genomics and Integrative Biology (IGIB), National Institute of Immunology (NII), All India Institute of Medical Science (AIIMS), Central Drug Research Institute (CDRI), Sanjay Gandhi Post

Graduate Institute of Medical Sciences (SGPGIMS), Institute of Microbial Technology (IMTECH), Apollo Hospital, Medicity, and Batra Hospital.

The channel partners and their products that have been represented by Biohouse are Adam Equipments for weighing scales, moisture balances, balances and mass measuring equipments; Biohit for liquid handling products; Becton Dickinson Biosciences for antibodies, flow cytometers, tissue culture, and general plasticware; MP Biomedicals for life sciences, fine chemical and diagnostic products; Kerry Biosciences, Sheffield Pharma Ingredients, and AES CHEMIUNEX for microbiology tools; Roche Diagnostics for molecular biology and diagnostics products; Gen Chemical Corporation for manufacturing vaccine adjuvants; and Accelrys for bioinformatics and molecular modeling software.

Prior to founding Biohouse Solution, Mr Rupinder was working as the Asian regional director for Kerry Bioscience. He has also worked as business manager for BD Biosciences. For FY 2013-14, the company recorded revenue of Rs 9.91crore. Four years ago, in FY 2009-10, the company reported revenue of Rs 7 crore.