Hopkins Healthcare Private Limited

March 02, 2026

Facilities/Instruments	Amount (₹ crore)	Rating[1]	Rating Action
Non-Convertible Debentures	208.00	CARE B (RWD); ISSUER NOT COOPERATING*	Rating moved to ISSUER NOT COOPERATING category; Continues to be on Rating Watch with Developing Implications

Details of instruments/facilities in Annexure-1.
*Issuer did not cooperate; based on best available information.

Rationale and key rating drivers
CARE Ratings Ltd. has been seeking information from Hopkins Healthcare Private Limited (Hopkins) to monitor the rating vide e-mail communications dated February 16, 2026, February 12, 2026, February 06, 2026, February 04, 2026, January 19, 2026, among others and numerous phone calls. However, despite our repeated requests, the company has not provided the requisite information for monitoring the ratings and has not paid the surveillance fees for the rating exercise agreed to in the rating agreement. Nevertheless, company has been providing No default statement (NDS) every month stating that there are no delays or defaults in meeting its debt obligations. In line with the extant SEBI guidelines, CARE Ratings Limited (CareEdge Ratings) has reviewed the rating on the basis of the best available information which however, in CARE's opinion is not sufficient to arrive at a fair rating. The rating of Hopkins's Non-Convertible Debentures will now be denoted as CARE B (RWD); ISSUER NOT COOPERATING*.

Users of this rating (including investors, lenders and the public at large) are hence requested to exercise caution while using the above rating.

The rating has been moved to 'Issuer Not Cooperating' due to the non-availability of requisite information, following Hopkins' lack of cooperation with CareEdge Ratings efforts to undertake a review of the outstanding ratings, as CareEdge Ratings views information availability risk as a key factor in its assessment of credit risk profile.

Additionally, the rating of Hopkins continues to be on rating watch with developing implications in view of the company's announcement on December 20, 2025, that its subsidiary, TMI Healthcare Private Limited (TMI), has entered into definitive agreements to sell its hospital business, People Tree Hospital in Yeshwanthpur, to a Fortis group entity for cash consideration. The transaction involves the transfer of hospital operations carried out by the subsidiary, together with the identified business undertaking and associated assets and liabilities.

While, as per the company's disclosure to the stock exchange, the transaction has been completed, the eventual impact on Hopkins' business profile and credit metrics remains unclear at this stage. The rating watch has therefore continued, as CareEdge Ratings awaits greater clarity in order to assess the impact of this transaction on the company's overall credit profile.

Detailed description of the key rating drivers
At the time of last review on December 30, 2025, the following were the rating strengths and weaknesses.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Improvement in revenue by over 10-15% consistently with PBILDT margin above 15% on sustained basis.
- Total debt to profit before interest, lease rentals, depreciation and tax (PBILDT) going below 4x.

Negative factors

- A decline of over 8% in the company's TOI resulting in rising losses and a worsening liquidity situation.

Analytical approach: Standalone factoring linkages with TMI as the two entities have linkages in terms of common promoters and control over business operations.

Outlook: Not applicable.

[1]Complete definition of ratings assigned are available at www.careratings.com and other CARE Ratings Limited's publications.

Detailed description of key rating drivers:

Key weaknesses

Small scale of operations

Hopkins currently has small scale of operations in the form lease rental. It has commenced operations from January 2024 and has reported revenue of about ₹0.90 crore during FY24 and about ₹8.21 crore (₹11.04 crore as per consolidated) during FY25. Hospital segment is part of Hopkins after the transaction. The hospital segment (TMI) historically had moderate occupancy levels and Average Revenue Per Occupied Bed (ARPOB). TMI had total bed capacity of 286 beds and was operating at an occupancy level of around 33% in FY24. The occupancy ratio has been remained about the same over last three years.

Elevated debt levels coupled with weak credit metrics

After the infusion of funds by BlackRock in Hopkins there is significant elevation in debt levels from ~₹44 crore in FY24 to ~₹299 crore (including lease liabilities of ~₹71 crore) in FY25. Further, the coupon rate on the said transaction is at 16% (includes accrued premium of 10% until the first 18 months). The interest servicing and the redemption of the said NCDs primarily depends on the cash flow generated from TMI whose credit metrics have remained weak on account of negative PBILDT and gross cash accruals (GCA) in the past. CareEdge Ratings expects that even after the combined financials of TMI with Hopkins the credit metrics of Hopkins are anticipated to remain weak on account of overall small scale of operations of the company in both real estate and hospital segment coupled with moderate cash accruals.

Susceptibility of reputation to treatment related risk

Healthcare industry is very sensitive to mishandling of a case or negligence on part of any doctor and /or staff of the unit can lead to distrust among the masses. Thus, all the healthcare providers need to monitor each case diligently and maintain standards of services in order to avoid the occurrence of any unforeseen incident. They also need to maintain high vigilance to avoid malpractice at any cost.

Presence in fragmented and highly regulated industry

The healthcare sector is highly fragmented with very few players in the organised sector. Barring a few, most of the organised sector players have one or two hospitals only. All these leads to high level of competition in the business. Further healthcare sector is highly regulated and is governed by various laws such as Indian Medical Council Act 1956, The Clinical Establishments (registration and regulation) Act 2010, and Indian Medical Council Regulations 2002 etc. Government of India has been taking various steps towards increasing the affordability and coverage of healthcare services in the country by putting price restriction on pharmaceutical entities, medical equipment manufacturers and hospitals services.

Intense competition from other established players

The healthcare sector is facing intense competition as consumers increasingly prefer established brands known for quality. Rising self-awareness and access to organized diagnostics are driving higher expectations for transparency and efficiency. Increased health insurance penetration enables more individuals to explore various options, intensifying rivalry among providers. Organizations must differentiate themselves through innovative services and improved patient experiences.

Key strengths

Experienced promoters with long track record of operations in healthcare industry

Hopkins and TMI are promoted by Dr Upendra Kandluri who is a consultant urologist and his wife Dr Jothi Neeraja in Bangalore. The promoters have over a decade of experience in healthcare industry. Further, their son Dr.Abhisheik Hariharan Kandluri has joined the business. He is a second-generation entrepreneur and has completed his MBA from Johns Hopkins Carey Business School Baltimore, USA and has done masters specialization in healthcare business strategy operations, technology, innovation, AI, and finance, for the furtherance of business development of TMI. TMI operates under the brand People Tree Hospitals in Bengaluru. These are multi-speciality facilities providing a wide range of services, including neurosciences, orthopaedics, cardiology, ENT, paediatrics, and urology.

Diversified revenue stream across specialisations

TMI's total income is spread across various specialities among which neuroscience and orthopaedics are the major contributors. None of the specialities contribute more than 20% of total revenue and top 5 departments contributed around 54%/55% to total operating income during FY24 and H1FY25.

Revenue from lease rentals with long term lease agreement

Hopkins have been engaged in real estate operations. The company has bought in December 2023, an existing commercial four storied building having total constructed area of 1,04,800 square feet. The original plan was to make ground floor as speciality hospital and the four floors were intended to let out. Currently, out of these four floors, three floors have been let out to Big Basket and OYO Workspaces India Private Limited for a period of nine years.

Liquidity: Stretched

On a consolidated basis, Hopkins has reported negative GCA of ₹1.65 crore in FY25 and TMI has been reporting negative GCA from FY21 onwards. The cash and bank balance of TMI remained low at ₹ 0.10 crore as on June 30, 2024. However, the cash and bank balance of Hopkins improved to ₹9.67 crore (consolidated) as on March 31, 2025. The group continues to carry debt obligations in the form of principal and interest repayments, while the trajectory of its cash flows and liquidity profile remains to be watched.

Environment, social, and governance (ESG) risks: Not applicable

Applicable criteria

Information Adequacy Risk and Issuer Non-Cooperation
Definition of Default
Rating Outlook and Rating Watch
Financial Ratios – Non financial Sector
Factoring Linkages Parent Sub JV Group
Hospital
Liquidity Analysis of Non-financial sector entities

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Diversified	Diversified	Diversified	Diversified

Incorporated on March 31, 2022, Hopkins is promoted by Dr Upendra Kumar Kandluri and his two sons Dr Abhishek Hariharan Kandluri and Mr Abhinav Krishna Kandluri. Dr Upendra has over three decades of experience in the healthcare sector. He completed his fellowship in Endourology & laser surgery from Germany and MS in general surgery from India. Mr Upendra and his wife Dr Jothi is also the promoter of TMI Healthcare Private Limited which has four multi-speciality hospitals in Bengaluru with the brand name People Tree Hospitals. Currently company is engaged in real estate activities through which it earns rental income.

Brief Standalone Financials (₹ crore)	March 31, 2024 (A)	March 31, 2025 (A)
Total operating income	0.91	8.21
PBILDT	0.35	4.42
PAT	-0.49	-2.09
Overall gearing (times)	8.39	42.82
Interest coverage (times)	0.41	0.72

A: Audited; Note: these are latest available financial results.

Brief Consolidated Financials (₹ crore)	March 31, 2024 (A)	March 31, 2025 (A)
Total operating income	1.00	11.04
PBILDT	0.45	4.86
PAT	-0.24	-2.35
Overall gearing (times)	7.77	49.76
Interest coverage (times)	0.70	0.76

TMI Healthcare became a subsidiary of Hopkins on March 21, 2025. Accordingly, only the transactions and financial results for the period from March 21 to March 31, 2025, have been included in the consolidated financial statements for FY25.

Status of non-cooperation with previous CRA: Not applicable

Any other information: Not applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: Annexure-5

Annexure-1: Details of instruments/facilities

Name of the Instrument	ISIN	Date of Issuance (DD-MM-YYYY)	Coupon Rate (%)	Maturity Date (DD-MM-YYYY)	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Debentures-Non Convertible Debentures	INE0PQT08027	12-Mar-2025	16	12-Mar-2028	70.00	CARE B (RWD); ISSUER NOT COOPERATING*
Debentures-Non Convertible Debentures	INE0PQT08019	19-Mar-2025	16	10-Mar-2028	105.00	CARE B (RWD); ISSUER NOT COOPERATING*
Debentures-Non Convertible Debentures	Proposed	-	-	-	33.00	CARE B (RWD); ISSUER NOT COOPERATING*

*Issuer did not cooperate; based on best available information.

As per the terms a coupon of 6% per annum on the outstanding nominal value, applicable from the deemed date of allotment until the expiry of 18 months. A step-up coupon of 16% per annum thereafter until the final redemption date. Additionally, an accrued premium of 10% per annum is applicable until the 18-month period, post which no premium accrued. The first coupon payment is scheduled on 30th June 2025, with subsequent payments, 31st December and 30th June each year

Annexure-2: Rating history for last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
1	Debentures-Non Convertible Debentures	LT	208.00	CARE B (RWD); ISSUER NOT COOPERATING*	1)CARE B (RWD) (30-Dec-25) 2)CARE B; Stable (25-Nov-25)	1)CARE B; Stable (12-Feb-25) 2)CARE B; Stable (03-Dec-24)	-	-

*Issuer did not cooperate; based on best available information.
LT: Long term;

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not applicable

Annexure-4: Complexity level of instruments rated

Sr. No.	Name of the Instrument	Complexity Level
1	Debentures-Non-Convertible Debentures	Simple

Annexure-5: Lender details

To view lender-wise details of bank facilities please click here

Note on complexity levels of rated instruments: CareEdge Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

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About us:
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