BPL Medical Technologies Private Limited

April 07, 2026

Facilities/Instruments	Amount (₹ crore)	Rating[1]	Rating Action
Long-term bank facilities	40.00	CARE A-; Stable	Reaffirmed
Long-term / Short-term bank facilities	100.00	CARE A-; Stable / CARE A2+	Reaffirmed

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

Ratings assigned to bank facilities of BPL Medical Technologies Private Limited (BPL Medical) continue to derive strength from its experienced and resourceful management, established track record of operations, diversified product profile and established distribution and service network. Ratings also factor expected rise in the share of manufacturing products in total revenue in medium term, leading to improvement profitability and return indicators. Ratings further consider the company's comfortable capital, adequate liquidity and favourable demand outlook for medical devices sector.

However, ratings are constrained by significant moderation in its operating profitability in 11MFY26 (FY refers to April 01 to March 31) primarily on account of lower-than-expected revenue from newly commissioned manufacturing facility in Bengaluru, leading to under-absorption of operational costs apart from expenses towards R&D initiatives and exclusive agreements. However, operating profitability is expected to recover from FY27 onwards with ramp-up of production from Bengaluru facility and introduction of new products in the portfolio. BPL Medical's ability to scale up operations while improving operating profitability shall remain a key monitorable going forward.

Ratings are further constrained by BPL Medical's working capital intensive operations, profitability susceptible to foreign exchange rate fluctuations, its dependence on hospital's capex cycles, and intense competition from established industry players.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Significant growth in scale of operations with increasing share of revenue from manufactured products in total revenue.
- Improvement in profit before interest, lease rentals, depreciation, and taxes (PBILDT) margin over 10% along with return on capital employed (ROCE) of over 18% on a sustained basis.
- Significant improvement in the company's operating cycle on a sustained basis.

Negative factors

- Moderation in scale of operations and PBILDT margin below 6% leading to lower-than-expected cash accruals on a sustained basis.
- Any large size debt-funded capex/ acquisition or significant elongation in its operating cycle leading to deterioration in its financial risk profile and liquidity.

Analytical approach: Standalone

Outlook: Stable

CARE Ratings Limited (CareEdge Ratings) believes that BPL Medical shall continue to benefit from its established operations, experienced promoter group and its comfortable financial risk profile.

Detailed description of key rating drivers:

Key strengths

Experienced management and established track record of operations

Incorporated in 2013 as a partnership between BPL Limited and the Goldman Sachs group, BPL Medical scaled up its operations over the years under the leadership of its promoters. In July 2024, BPL Medical underwent a significant change in its shareholding structure with MNI Ventures (part of Manipal Education and Medical Group [MEMG]) acquiring the entire 67.41% stake previously held by two entities of the Goldman Sachs Group. MEMG has an established track record of around five decades in managing and operating healthcare and education businesses.

Post acquisition, BPL Medical's board has been strengthened through appointment of directors and professionals having rich experience in the medical devices industry, strategic initiatives and investments. Mr Sunil Kumar Khurana, Director, has over four decades of experience in the healthcare sector. Mr Guruswamy Krishnamoorthy, Chief Executive officer of the company also has

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

over three decades of experience in strategic business initiatives and healthcare sector. Mr Shravan Subramanyam, Managing Director of the company and medical technology platform head at MEMG's family office, has over two decades of experience in the healthcare sector. Mr Ajay Jindal, Chief Financial Officer, also brings over two decades of relevant experience. Experienced management team and strengthened board composition are expected to support the company's growth initiatives and enhance its market position.

Diversified product portfolio with established distribution and service network
BPL Medical has a diversified product portfolio comprising anaesthesia workstations, patient monitoring systems, ultrasound solutions, home care solutions, Electrocardiograms (ECGs), ventilators, mother and infant care products, and consumables, among others. Its presence across multiple products mitigates product risk to an extent. BPL Medical acquired a South Korean entity specialising in bone mineral density diagnostic solutions in January 2026, at an investment of ~₹20 crore. This is expected to strengthen the company's capabilities in imaging and diagnostics. As indicated by company management, BPL Medical has a market share of ~10-12% in its addressable domestic medical devices market, estimated at ~₹4,000-5,000 crore.

BPL Medical primarily operates through three sales channels, viz., distributors, government, and direct sales. The company derives ~55-60% of its revenue from distributors, ~20% from government customers (including ~10% routed through distributors), and 20-25% from direct sales to partner hospitals. BPL Medical also has an established after sales service network, comprising over 130 direct service engineers, over 300 service engineer partners, over 90 service franchisees, five zonal workshops and a team of over 30 application specialists. Going forward, diversified product portfolio and established distribution and service network are expected to support revenue stability in the medium term.

Moderate share of manufactured products, which is expected to improve in the medium term
BPL Medical has exclusive partnerships with its overseas suppliers for the imported products it sells in the domestic market. The company markets products under its own brand or through joint branding arrangements. It currently manufactures ECGs, patient monitors, defibrillators, x-rays, anaesthesia workstations, and consumables. Manufactured products contributed ~ 33% of total sales in 9MFY26 (FY25: 28%), with balance coming from imported products. While the company commissioned its new manufacturing facility in Jigani, Bengaluru in October 2024, operations are currently in the stabilisation phase. With gradual ramp up of operations at the Bengaluru facility, the share of manufactured products in the revenue mix is expected to increase to ~50% in the next 3-4 years, leading to sustained revenue growth and improved profitability.

Comfortable capital structure with low reliance on external debt
BPL Medical has a comfortable capital structure, with no outstanding term debt as on December 31, 2025, and no plans to avail any in the near-to-medium term. The company has a healthy net worth base of over ₹350 crore as on March 31, 2025. Against this, it had outstanding debt of ₹64 crore (including lease liabilities and acceptances) as on the same date. Overall gearing stood comfortable at 0.18x as on March 31, 2025 (0.20x as on March 31, 2024) and is expected to remain comfortable in the medium term. However, any sizable debt funded capex or acquisitions shall remain a key monitorable.

Favourable demand outlook for medical devices sector
The Indian medical devices market is valued at ~₹1.2 lakh crore with an estimated global market share of ~1.65%. With ~75-80% of devices currently imported, there is significant potential for import substitution. The Government of India (GoI) has introduced initiatives to strengthen the medical devices sector, with initiatives such as production-linked incentive (PLI) scheme, creation of medical parks, emphasis on R&D and 100% FDI for medical devices to support domestic manufacturing and reduce import dependence. The sector's growth is driven by rising healthcare demand due to increasing prevalence of chronic diseases, expanding healthcare infrastructure, growing health insurance coverage, and rising disposable incomes. Increasing adoption of advanced diagnostics, medical technologies, and greater awareness of preventive healthcare are expected to further support demand for medical devices.

Key weaknesses

Continued moderation in operating profitability albeit expected to improve from FY27
BPL Medical's total operating income (TOI) remained largely stable in FY25 over FY24 as orders from government delayed due to general election while profitability was impacted in FY25 due to under-absorption of operational costs towards the commissioning of new facility in Bengaluru.

TOI grew by ~8% to ₹461 crore in 11MFY26 (11MFY25: ₹426 crore). Revenue remained lower than expected due to slower-than-envisaged ramp-up of operations at its Bengaluru facility and supplier side issues related to quality, and price hikes, among others in certain product segments. Hence, operating profitability was adversely impacted due to under-absorption of operational costs. Additionally, the company incurred expenses of ~₹6 crore towards research and development (R&D), exclusive agreement and acquisition. Accordingly, the company's operating profitability is expected to be moderate at ~1-2% in FY26.

However, going forward, CareEdge Ratings expects TOI to grow at ~14% per annum in FY27 and FY28 driven by ramp up and stabilisation of operations at the Bengaluru facility, introduction of new products and increase in share of manufacturing products in total revenue. Consequently, PBILDT margin is expected to improve at ~6-8% in the near-to-medium term.

Operating profitability susceptible to foreign exchange rate fluctuations
BPL Medical's operating profitability remains susceptible to foreign exchange rate fluctuations due to its significant dependence on imports from South Korea, China, the UK, and Germany among others, while deriving over 95% of its revenue from the domestic market. Historically, BPL Medical did not follow a formal hedging policy, which exposed it to currency volatility. However, since the last two years, BPL Medical started hedging ~40-60% of its payables, partially mitigating the risk. It reported foreign exchange losses of ₹1.22 crore in FY25 (FY24: ₹1.67 crore, FY23: ₹4.20 crore). The company has also undertaken price revisions of ~3-4% to offset the impact of currency volatility, thereby supporting gross margins.

Working capital intensive operations albeit low reliance on external debt
BPL Medical's operations remain working capital intensive, as reflected in an elongated operating cycle of 137 days in FY25 (FY24: 118 days). The company deals in a wide range of stock keeping units (SKUs) to meet immediate customer demand, resulting in elevated inventory levels. In the last two years, inventory holding period increased to ~120-130 days due to lower-than-expected growth in scale of operations and an increase in the number of SKUs. BPL Medical extends credit of ~60-90 days to distributors, ~180-200 days to government customers and ~90-100 days for direct sales to partner hospitals, while it receives a credit period of ~80-90 days from majority suppliers. Despite elongated working capital cycle, reliance on external debt remains low, supported by adequate liquidity and a healthy net worth base.

Exposed to competition from established players and dependence on hospitals' capex cycles
The Indian medical devices market heavily depends on imports and is dominated by multinational players such as GE Healthcare, Philips, and Siemens among others. These companies command a considerable share of the market due to their strong R&D capabilities and technological expertise. Competitors also include several medium and small sized players in the industry. Intense competition limits the company's pricing power to an extent, limiting margins. Additionally, introduction of new technologies in the industry may affect the company's competitive positioning and business risk profile. Operations and profitability of industry players are also susceptible to any adverse changes in government regulations. Going forward, the company's ability to increase the share of manufactured products in its sales mix and expand its presence in key markets, thereby driving revenue growth, will remain a key rating monitorable.

The demand for the company's products is significantly influenced by the capex plans of hospitals, which can be cyclical in nature, leading to variability in order inflows. Periods of strong demand may be followed by relatively lower demand in subsequent periods as capex cycles normalise. Additionally, in periods of economic uncertainty, hospitals may delay or scale back capex plans, which can adversely affect demand for medical devices.

Liquidity: Adequate
BPL Medical's liquidity is adequate, marked by expected annual cash accruals of ~₹35-55 crore in FY27-FY28 against nil term debt repayment obligations. The company had unencumbered cash and bank balances of ₹103 crore as on December 31, 2025 (₹114 crore as on December 31, 2024), providing an adequate liquidity buffer in case of any exigencies. Despite working capital intensive operations, utilisation of its fund-based working capital limits stood very low, supported by healthy net worth and cash accruals. The company largely utilises its non-fund-based limits for imports, performance bank guarantees, and tender bidding to participation for government orders, average utilisation, of which stood at ~60% for 12 months ended December 2025. The current ratio remained comfortable at 2.15x as on March 31, 2025. Unutilised working capital lines along with healthy cash and bank balances, are adequate to meet any incremental working capital requirements in the medium term.

Applicable criteria
Definition of Default
Liquidity Analysis of Non-financial sector entities
Rating Outlook and Rating Watch
Manufacturing Companies
Financial Ratios – Non financial Sector
Short Term Instruments

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Healthcare	Healthcare	Healthcare equipment and supplies	Medical equipment and supplies

BPL Medical was incorporated in 2013 as a partnership between BPL Limited and the Goldman Sachs group. The company is engaged in manufacturing, trading, distributing and servicing medical equipment. It offers a wide range of medical technology solutions across six key segments namely cardiology, critical care and surgery, women and childcare, imaging, homecare, and consumables & accessories. It has a diversified product profile consisting of anaesthesia workstations, patient monitoring systems, ultrasound solutions, home care solutions, ECGs, ventilators, mother and infant care, among others. The company operates two International Organisation for Standardization (ISO) certified manufacturing facilities at Palakkad, Kerala and Jigani, Bengaluru. As on date, MNI Ventures holds 67.41% stake in BPL Medical, while the balance stake continues to be held by the erstwhile promoter group.

Brief Financials (₹ crore)	FY24 (A)	FY25 (A)	11MFY26 (UA)
Total operating income	495.73	501.64	461.39
PBILDT	45.04	32.53	(0.73)
Profit after tax (PAT)	40.15	0.17*	1.10
Overall gearing (x)	0.20	0.18	NA
Interest coverage (x)	12.94	9.71	NM

A: Audited; UA: Unaudited; NA: Not Available; NM: Not Meaningful; Note: these are latest available financial results
*Considering extraordinary expense towards payment to employees following acquisition by the Manipal group

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
Fund-based - LT-Cash Credit	-	-	-	-	40.00	CARE A-; Stable
Non-fund-based - LT/ ST-BG/LC	-	-	-	-	100.00	CARE A-; Stable / CARE A2+

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	Fund-based - LT-Cash Credit	LT	40.00	CARE A-; Stable	1)CARE A-; Stable (10-Apr-25)	-	-	-
2	Non-fund-based - LT/ ST-BG/LC	LT/ST	100.00	CARE A-; Stable / CARE A2+	1)CARE A-; Stable / CARE A2+ (10-Apr-25)	-	-	-

LT: Long term; LT/ST: Long term/Short 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	Fund-based - LT-Cash Credit	Simple
2	Non-fund-based - LT/ ST-BG/LC	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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