



SMC Ranking

★ ★ ☆ ☆ ☆ (2/5)

Issue Highlights

Industry	Pharma
Offer for sale (Shares)	13,822,116
Net Offer to the Public	13,822,116
Issue Size (Rs. Cr.)	451-475
Price Band (Rs.)	327-344
Offer Date	15-Oct-26
Close Date	19-Oct-26
Face Value	1
Lot Size	43

Issue Composition

	In shares
Total Issue for Sale	13,822,116
QIB	6,911,058
NIB	2,073,317
Retail	4,837,741

Shareholding Pattern (%)

Particulars	Pre-issue	Post-issue
Promoters & promoters group	40.82%	36.20%
QIB	3.46%	10.26%
NIB	55.72%	48.79%
Retail	0.00%	4.76%
Total	100.00%	100.00%

*calculated on the upper price band

Objects of the Issue

The Sahajanand Medical Technologies Ltd. IPO is a 100% Offer for Sale (OFS), so the company will not receive any funding and the entire IPO proceeds will go to the selling shareholders.

Book Running Lead Manager

- Motilal Oswal Investment Advisors Limited
- Avendus Capital Private Limited
- HSBC Securities and Capital Markets (India) Private Limited
- Nuvama Wealth Management Limited

Name of the registrar

- KFin Technologies Limited

About the company

Sahajanand Medical Technologies Limited (SMT), established in 2001, develops, manufactures and markets advanced cardiovascular medical devices used in minimally invasive procedures. Its portfolio includes drug-eluting stents, angioplasty balloons, drug-coated balloons, transcatheter aortic valve implantation (TAVI) systems, occluders and peripheral vascular devices. Its products address coronary artery disease, structural heart conditions and other vascular disorders. The company operates through manufacturing and research facilities in India and Thailand, supported by subsidiaries, distributors and commercial operations across international markets. It serves hospitals, physicians and healthcare providers through direct sales and distribution networks.

Strengths

Technologically Advanced Products in Segments with High Barriers to Entry: SMT operates in specialised cardiovascular-device segments where product development, clinical evidence, manufacturing quality and regulatory approvals create significant entry barriers. Its portfolio includes drug-eluting stents (DES), drug-coated balloons, PTCA balloons, TAVI systems and occluders. The flagship Supraflex Cruz stent is supported by clinical evidence, while the Hydra TAVI system addresses patients requiring treatment for severe aortic stenosis. Its products are designed for minimally invasive procedures, where device deliverability, safety and treatment outcomes are important to physicians. However, the company must continue demonstrating product safety and effectiveness, securing regulatory approvals and investing in innovation to maintain its competitive position.

Proven Research and Development Capabilities Across Product Categories and Platform Technologies: SMT operates two R&D facilities: its primary centre in Surat, Gujarat, and another facility in Nonthaburi, Thailand. The Surat centre is recognised by the Department of Scientific and Industrial Research and is ISO 13485:2016 certified. In FY26, R&D expenditure was Rs. 104.16 crore, equivalent to 8.61% of revenue, compared with Rs. 92.99 crore in FY25 and Rs. 81.46 crore in FY24. As of 30 June 2026, the R&D and clinical team comprised 156 professionals, including four consultants. The company also reported more than 119 patents granted globally, 78 patent applications in the pipeline and five Indian design registrations, supporting product development and intellectual-property protection.

Leadership in India and Key International Markets Across Products: SMT has developed a presence across coronary and structural-heart device

categories, supported by its established product portfolio and clinical relationships. Its commercialisation record includes DES, TAVI and occluders, allowing it to address several stages of cardiovascular treatment rather than depending on one product alone. In India, the company reported FY26 revenue of Rs. 316.30 crore, while international markets contributed a substantial share of its business. The company's position depends on maintaining physician confidence, demonstrating clinical outcomes, securing approvals and competing with established international medical-device manufacturers. Continued product adoption and successful expansion into additional hospitals and markets could strengthen its competitive standing.

Deep Global Sales and Marketing Presence Leading to Fast Growth in Diversified International Markets: SMT sells through a combination of its international subsidiaries, local sales teams and distribution partners. Its strategy is supported by relationships with physicians and key opinion leaders, as well as local market knowledge. During FY26, revenue from operations reached Rs. 1,210.50 crore, up from Rs. 1,024.88 crore in FY25. The company has expanded the geographical reach of its products, reporting DES sales in 71 countries, TAVI launches in 36 countries and occluder launches in 55 countries between FY24 and 30 June 2026. This reach creates opportunities for further penetration, although international growth depends on local approvals, effective distribution and the ability to recruit experienced sales personnel.

Diversified, Integrated and Efficient Manufacturing Facilities Accredited by Regulatory Authorities: SMT's manufacturing and quality systems support the production of specialised cardiovascular devices for regulated markets. Medical-device manufacturing requires consistent quality, process validation, traceability and compliance with applicable regulatory standards. The company's integrated capabilities can help it coordinate product development, production and commercialisation while managing product specifications and supply requirements. Its manufacturing infrastructure also supports the development of new products and expansion of existing product categories. However, the company must continue investing in technology, quality control and production capabilities as volumes grow. Any manufacturing disruption, quality failure or delay in regulatory clearance could affect product availability, customer confidence and profitability.

Proven M&A and Strategic Collaborations Playbook: SMT has used acquisitions and strategic investments to broaden its product portfolio, enter new markets and strengthen its commercial reach. The RHP describes four acquisitions or business additions over the preceding seven years, including Vascular Concepts, Vascular Innovations, Imex and Zarek-related operations. These transactions helped the company access structural-heart products and improve control over distribution in Brazil and Spain. SMT has also invested in SNP Medical Corporation to establish an entry point into percutaneous ventricular-enlargement devices. Acquisitions can accelerate growth and provide access to technology and expertise, but their success depends on integration, financial discipline, expected synergies and the acquired businesses' ability to generate sustainable returns.

Experienced Leadership Team Backed by Reputed Institutional Investors: SMT

is led by an experienced management team and has received investment from institutional investors, including Samara Capital Markets Holding Limited, NHPEA Sparkle Holding B.V. and Kotak Pre-IPO Opportunities Fund. The presence of institutional shareholders can bring governance experience, strategic oversight and access to capital-market expertise. The company's international subsidiaries and specialised product portfolio also require coordination across commercial, technical and regulatory functions. Nevertheless, institutional backing does not guarantee future performance, and investors should independently assess management execution, profitability, related-party arrangements, acquisition decisions and the interests of selling shareholders. The IPO is an offer for sale, so the proceeds from the shares sold will go to the selling shareholders rather than directly funding the company's operations.

Strategy

Drive Revenue Growth Through Deeper Penetration and a Broader Product Portfolio:

SMT plans to increase sales of its existing products while expanding into new markets. In India, it intends to strengthen its presence in Tier 2 and Tier 3 cities, particularly for DES, as new catheterisation laboratories and private hospitals create potential demand. For TAVI, the company plans to participate in government tenders, develop relationships with private hospitals and train doctors through educational and proctorship programmes. In Europe and other international markets, it aims to increase product penetration through established commercial relationships. A distributor-led model will help the company enter selected new markets without having to build a large local cost base immediately.

Expand Product Categories in Existing Markets: The company plans to introduce more products from its existing portfolio in countries where it already operates. This approach could help it increase revenue from established customer relationships, sales teams and distribution networks. For example, it intends to expand the availability of DES, TAVI systems and occluders across additional countries. Between FY24 and 30 June 2026, it reported DES sales in 71 countries, TAVI launches in 36 countries and occluder launches in 55 countries. SMT also plans to build on its presence in Europe and other international markets. The success of this strategy will depend on local product approvals, physician acceptance and the ability to compete effectively.

Develop High-Value Products and Enhance Existing Capabilities: SMT intends to invest in higher-value cardiovascular devices and improve its existing products. Its priorities include coronary drug-coated balloons, specialty balloons, the next-generation Hydra TAVI system and a new Aortic Valve Delivery Catheter. It is also pursuing clinical studies to demonstrate product efficacy, support approvals for additional indications and address unmet medical needs. Continued R&D investment in technologies such as nitinol processing, braiding and extrusion is intended to strengthen its technical capabilities. The company also plans to integrate advanced

robotic systems to improve precision, product consistency and manufacturing efficiency. These initiatives could improve its product mix, but development costs, clinical outcomes and approval timelines remain important uncertainties.

Evaluate Strategic Acquisitions and Collaborations: SMT intends to evaluate acquisitions that can add new technologies, fast-growing product categories or access to larger markets. Its earlier acquisitions have helped it expand into structural-heart devices and strengthen its international distribution network. The company's investment in SNP Medical Corporation is intended to provide an entry point into percutaneous ventricular-enlargement devices. Acquisitions can accelerate product development and market access compared with building capabilities entirely in-house. However, the financial benefits will depend on acquisition prices, integration of operations, retention of technical talent and the commercial success of acquired products. Any future acquisitions will also need to be balanced against the company's capital requirements and ability to generate adequate returns.

Key Risk Factors

- Delays, restrictions or adverse decisions by Indian and overseas regulators could prevent SMT from marketing products or expanding into new markets.
- Delays in recruiting experienced sales personnel, obtaining approvals or establishing distribution networks could prevent the company from achieving its expansion plans.
- New price caps or restrictions on trade margins could reduce revenue and profitability for affected products.
- New products may face clinical or regulatory delays, fail to gain physician acceptance or generate insufficient returns on development expenditure.
- Continued losses at certain subsidiaries or unsuccessful acquisitions could require financial support from SMT and adversely affect consolidated performance.

Peer comparison

Company	Total Sales	PAT	EPS	P/E	P/BV	BV	FV	Price	Mcap
Poly Medicure	1997.43	315.09	31.57	50.65	5.22	306.45	5	1599.00	16207.70
Laxmi Dental	280.17	30.89	6.32	31.05	4.44	44.22	2	196.25	1079.95
Sahajanand Medical Tech. Ltd.	1210.50	69.08	6.80	50.62	4.87	70.58	1	344.00	3496.65

*Peer companies financials are TTM based

***Sahajanand Medical Technologies Ltd. financials are based on FY26

Valuation

Considering the P/E valuation on the upper price band of Rs. 344, FY26 EPS and P/E are Rs. 6.80 and 50.62 multiple respectively and at a lower price band of Rs. 327, P/E multiple is 48.11. Looking at the P/B ratio on the upper price band of Rs. 344, book value and P/B are Rs. 70.58 and 4.87 multiple respectively and at a lower price band of Rs. 327 P/B multiple is 4.63. There is no change in the pre-issue and post-issue EPS or Book Value, as the company is not making any fresh issue of capital.

Industry overview

SMT operates in the cardiovascular medical-device industry, covering vascular-intervention and structural-heart devices used to treat coronary artery disease, peripheral vascular disorders and heart-valve conditions. According to the RHP's Frost & Sullivan report, the global cardiovascular-device market was valued at approximately US\$2,630 crore in 2025 when expressed in US\$ crore units, equivalent to US\$26.3 billion. It is projected to reach US\$3,780 crore by 2030, equivalent to US\$37.8 billion, implying a 7.5% CAGR during 2025–2030. Demand is supported by cardiovascular disease prevalence, ageing populations, improved healthcare access and increasing preference for minimally invasive procedures. Opportunities include advanced stents, balloons and structural-heart treatments, while challenges include clinical validation, regulatory approvals, pricing pressures and competition.

Outlook

SMT operates in a specialised medical-device segment with favourable long-term demand drivers. The growing burden of cardiovascular disease and increasing use of minimally invasive procedures could support demand for its stents, balloons, TAVI systems and occluders. Its established product portfolio, international presence, clinical research capabilities and investment in product development provide a platform for further growth. The company's strategy of increasing penetration in existing markets, introducing more products through established distribution channels and entering additional countries could improve sales over time. Its plans for next-generation TAVI products, drug-coated balloons, specialty balloons and advanced manufacturing technologies may also strengthen its product mix. Acquisitions and strategic investments could accelerate expansion, provided they are integrated successfully and generate adequate returns. Financially, the improvement in FY26 revenue and PAT is encouraging. However, investors should monitor whether revenue growth translates into sustainable operating margins and cash generation. The company operates in a regulated industry where clinical evidence, product approvals, manufacturing quality and physician acceptance are critical. Overseas expansion also exposes it to recruitment challenges, local regulatory requirements and foreign-exchange movements. The IPO is entirely an offer for sale, meaning the company will not receive fresh capital from the offering. Investors therefore need to assess the business on its operating performance, future growth prospects, balance-sheet strength and the valuation ultimately offered to public shareholders.

An Indicative timetable in respect of the Issue is set out below:

EVENT	INDICATIVE DATE (On or about)
IPO Open Date	Thu, Oct 15, 2026
IPO Close Date	Mon, Oct 19, 2026
Tentative Allotment	Wed, Oct 21, 2026
Initiation of Refunds	Thu, Oct 22, 2026
Credit of Shares to Demat	Thu, Oct 22, 2026
Tentative Listing Date	Fri, Oct 23, 2026

Annexure

Consolidated Financials

Profit & Loss

Rs. in Cr.

Particulars	Period ended 30-Jun-26 (3 Months)	Period ended 31-Mar-26 (12 Months)	Period ended 31-Mar-25 (12 Months)
Revenue from operations	351.67	1,210.50	1,024.88
Total expenditure	303.09	1,039.85	896.86
Operating Profit	48.58	170.66	128.02
OPM%	13.81	14.10	12.49
Other Income	2.67	8.22	11.08
Total Net Income	51.24	178.88	139.11
Interest	6.55	24.43	20.73
PBDT	44.69	154.45	118.37
Depreciation	20.41	74.16	62.53
PBT & Exceptional Items	24.28	80.29	55.84
Exceptional items	-	-	15.03
PBT	24.28	80.29	40.81

Balance sheet is on next page

Balance Sheet

Rs. in Cr.

Particulars	As on 30-Jun-26	As on 31-Mar-26	As on 31-Mar-25
Non-current assets			
Property, plant and equipment	236.48	239.03	181.19
Right-of-use assets	33.09	36.45	29.72
Capital work-in-progress	8.82	7.52	5.66
Goodwill	49.27	49.50	46.75
Other intangible assets	13.54	18.42	30.54
Intangible assets under development	1.69	1.49	0.65
Non-current investments	26.02	22.45	0.00
Non-current loans	3.76	3.82	3.29
Other non-current financial assets	13.76	15.09	23.45
Income tax assets (net)	0.57	0.81	0.36
Deferred tax assets (net)	52.30	50.05	38.17
Other non-current assets	27.32	23.01	36.41
Total non-current assets	466.63	467.65	396.19
Current assets			
Financial Assets			
Inventories	325.37	309.09	266.85
Current investments	28.30	36.10	4.92
Trade receivables	306.56	286.26	263.48
Cash and cash equivalents	78.70	74.09	100.52
Other bank balances	1.37	1.39	1.32
Current loans	0.84	0.66	0.85
Other current financial assets	26.58	25.81	2.17
Other current assets	74.66	75.38	58.61
Total current assets	842.37	808.78	698.71
Total Assets	1309.00	1276.43	1094.90
LIABILITIES			
Non-current liabilities			
Borrowings	66.25	49.48	35.83
Lease Liabilities	20.47	22.50	20.29
Other Financial Liabilities	12.81	10.07	10.16
Provisions – Non-current	1.08	0.99	0.62
Deferred Tax Liabilities (net)	2.29	2.31	1.72
Total non-current liabilities	102.90	85.35	68.61
Current liabilities			
Financial liabilities			
Current Borrowings	254.39	220.04	189.13
Current Lease Liabilities	12.60	13.99	8.44
Trade Payables – MSME	12.61	13.11	16.73
Trade Payables – Others	89.96	97.41	87.26
Other Financial Liabilities	55.16	84.08	67.11
Other Current Liabilities	16.69	15.87	18.03
Current Provisions	2.01	1.70	1.41
Current Tax Liabilities (Net)	46.01	42.58	47.72
Total current liabilities	489.42	488.79	435.82
Total liabilities	592.32	574.14	504.43
Net worth represented by:			
Equity Share Capital	9.81	9.81	9.76
Other Equity	699.56	685.65	555.97
Non-Controlling Interest	7.30	6.83	24.74
Total Equity	716.67	702.29	590.47

RANKING METHODOLOGY

WEAK	★
NEUTRAL	★ ★
FAIR	★ ★ ★
GOOD	★ ★ ★ ★
EXCELLENT	★ ★ ★ ★ ★

E-mail: smc.care@smcindiaonline.com



Corporate Office:
11/6B, Shanti Chamber,
Pusa Road, New Delhi - 110005
Tel: +91-11-30111000
www.smcindiaonline.com

Mumbai Office:
Lotus Corporate Park, A Wing 401 / 402, 4th Floor,
Graham Firth Steel Compound, Off Western
Express Highway, Jay Coach Signal, Goreagon
(East) Mumbai - 400063
Tel: 91-22-67341600, Fax: 91-22-67341697

Kolkata Office:
18, Rabindra Sarani, Poddar Court, Gate No-4,
5th Floor, Kolkata - 700001
Tel.: 033 6612 7000/033 4058 7000
Fax: 033 6612 7004/033 4058 7004

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