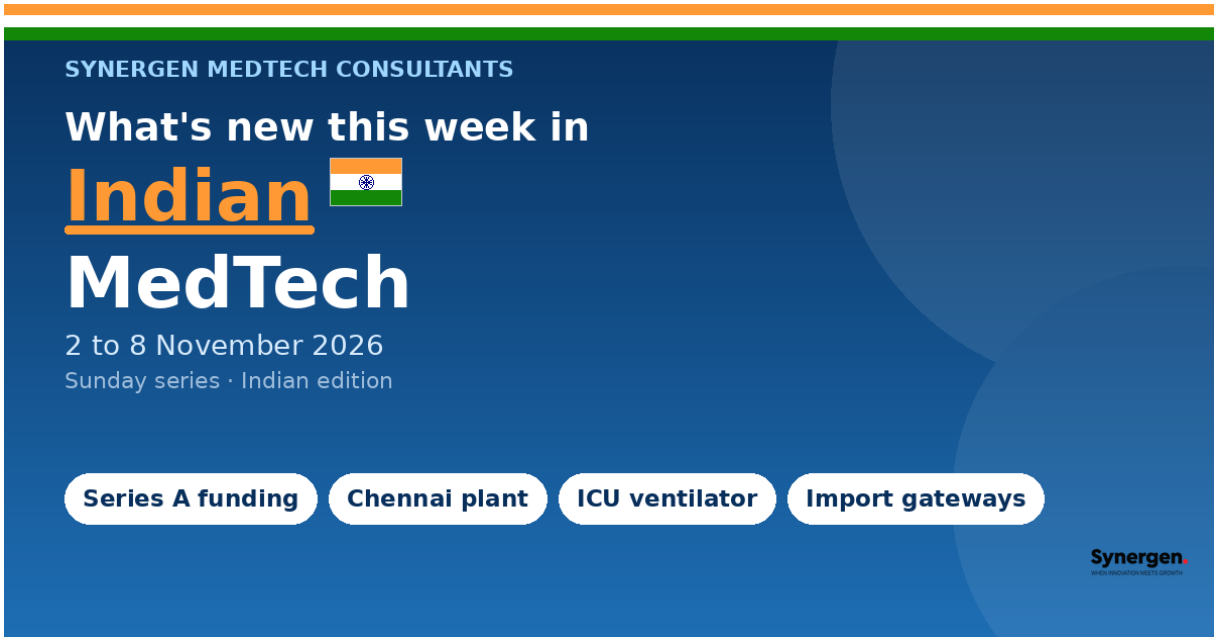


What's new this week in Indian MedTech

2 to 8 November 2026

A busy Indian week across funding, local manufacturing, critical care launches, import logistics, industry-academia ties and device safety: Clinics On Cloud raised Rs 120 crore in its first institutional round for CDSCO licensed Health ATMs, Omron Healthcare began full-scale production of blood pressure monitors at its first India factory near Chennai, Allied Medical launched the made-in-India ALTUS ventilator series, the health ministry proposed ten new import gateways for drugs and medical devices, the Association of Tamil Nadu Medical Device Industry signed an MoU with Anna University, Sahajanand Medical Technologies approved a further investment of up to USD 7,80,000 in US startup SNP Medical Corp, BTC Health added India to its exclusive Exstent partnership for the ExoVasc PEARS aortic implant, subject to CDSCO import approval, and the Indian Pharmacopoeia Commission disclosed 9,373 serious medical device adverse events since 2020.

1. Clinics On Cloud raises Rs 120 crore Series A for CDSCO licensed Health ATMs

Covered on 2 to 4 November, Pune based Clinics On Cloud raised Rs 120 crore (about $12.5 million) in a Series A from Dubai based investors through Model42, a healthcare investment platform powered by Enlightened Minds Investments, at a reported Rs 600 crore valuation. It is the company's first institutional round after eight bootstrapped years. Founded in 2018 by Abhay Agarwal and Manashrri Agarwal, the firm describes itself as a CDSCO licensed maker of Health ATM screening kiosks, along with Health Lounges, Box Clinics and Mobile Medical Units. It claims more than 3,500 deployments and over 12 million screenings across India and eight other countries, and manufactures at Chakan MIDC near Pune. Proceeds are earmarked for AI and research and development, manufacturing scale, international regulatory work and a UAE led push into Africa, the United States and Southeast Asia. It matters because a CDSCO licensed Indian screening device platform is now using Gulf capital to export connected microclinics, not only sell inside India.

Source: Indian Startup News and Medical Buyer

2. Omron Healthcare starts full-scale production at its first India factory near Chennai

On 30 October, with further coverage on 2 November, Omron Healthcare announced the start of full-scale blood pressure monitor production at the OMRON Group's first factory in India, at Origins by Mahindra in Puduvoyal, Gummidipoondi, near Chennai. The Hindu reported that the plant was formally inaugurated on 30 October. It is operated by OMRON HEALTHCARE MANUFACTURING INDIA Pvt. Ltd., incorporated in July 2022, and the official announcement lists a site of about 24,000 square metres, five production lines, about 120 employees and capitalisation of INR 1.91 billion. The lines make the HEM-7090, HEM-7181 and HEM-7183T series for the Indian

market, using production and quality methods developed at Omron's Matsusaka factory in Japan and its Vietnam facilities. The Hindu said the plant is designed to make about 300,000 monitors a year, with a plan to raise capacity tenfold to 30 lakh units a year (about 3 million) within two years; the company and later coverage dated that tenfold target to 2028. Omron estimates that about 300 million people in India live with hypertension, while fewer than 5% of households regularly use a home blood pressure monitor. President and CEO Ayumu Okada said the Chennai start is a step toward a stable supply of medical-grade monitors in India. The company also plans to develop Chennai as a supply base for international markets, including exports to Europe, and to add nebuliser production later, though no timeline was given for the nebulisers. It matters because a global home monitor leader is now running full-scale production in Tamil Nadu, which is exactly the kind of high volume manufacturing India says it wants under Make in India.

Source: Omron Healthcare press release and The Hindu

3. Allied Medical launches the ALTUS made-in-India ICU ventilator series

On 2 November Allied Medical Limited launched ALTUS, a new series of ventilators designed and built in India, at an event with the company's channel partners and staff. Founded in 1982, Allied Medical positioned the series as part of its effort to make advanced critical care technology accessible through indigenous design and manufacturing. The company describes ALTUS as intelligent, adaptive and versatile, with features developed around what clinicians need in intensive care units and emergency settings where patients depend on assisted breathing. Trade coverage named Chairman Dr. Vinod Kohli and Joint Managing Directors Akhil Kohli and Aditya Kohli as the leadership behind the launch. It matters because ventilators remain a strategic, often import heavy category, and a long standing Indian manufacturer putting a new series into ICUs is another step toward serving that demand from home.

Source: Medgate Today and Exceptional Technology

4. Health ministry proposes ten new import gateways for drugs and medical devices

On 4 November ETHealthWorld and Medical Buyer reported that the Union Ministry of Health and Family Welfare has proposed a draft amendment to Rule 43A of the Drugs Rules, 1945, adding inland container depots, a special economic zone and an international airport to the list of authorised entry points for importing drugs, medical devices and cosmetics. The ten proposed additions are ICD Sonipat, ICD Piyala and ICD Harsaru in Haryana; ICD Dadri and Noida International Airport in Uttar Pradesh; ICD Gandhidham/Mundra in Gujarat; ICD Sanath Nagar and ICD Thimmapur in Hyderabad, Telangana; and ICD Whitefield and SEZ Bommasandra in Karnataka. They would join existing authorised points, including the ICDs at Dhannad and Tihi in Indore. The ministry said the change should let importers clear consignments closer to factories, warehouses and distribution centres, cutting inland transport, logistics costs and delays. The Medical Technology Association of India welcomed the proposal, while cautioning that the gains depend on adequate regulatory infrastructure at the new sites. The draft is open for objections and suggestions. It matters because so much of India's device industry still depends on imported components and finished equipment, and clearance closer to factories and hospitals is a practical cost and time issue, not a slogan.

Source: ETHealthWorld and Medical Buyer

5. ATMED and Anna University sign MoU to deepen Tamil Nadu device industry-academia ties

The Hindu reported on 8 November that the Association of Tamil Nadu Medical Device Industry (ATMED) and Anna University have signed a memorandum of understanding to strengthen industry-academia collaboration in the state's medical device sector. According to a press release cited by The Hindu, the MoU was exchanged on 3 November at Anna University between V. Kumaresan, registrar of Anna University, and Samuel William George, president of ATMED. The partnership is intended to bridge academic training and industry needs through student internships, industry exposure, employment opportunities, technical training, research, product development and technology commercialisation, as well as joint workshops, seminars, faculty-industry interactions, student innovations and access to Anna University's technical infrastructure. ATMED said it will use its member-company network to support mentorship, industrial exposure and the development of skilled professionals and indigenous medical technologies. Office bearers of ATMED and professors from Anna

University's Biomedical Engineering Department were present. It matters because device parks and incentive schemes only work if the state also has engineers, technicians and industry-ready graduates, and Tamil Nadu is trying to join those dots directly.

Source: The Hindu

6. SMT approves further investment of up to USD 7,80,000 in US startup SNP Medical Corp

On 5 November the Board of Directors of Sahajanand Medical Technologies Limited approved an investment by its wholly owned subsidiary, Sahajanand Medical Technologies Ireland Limited (SMT Ireland), in SNP Medical Corp., a US medical device startup registered in Delaware on 31 May 2022. An NSE filing signed by Managing Director and CEO Bhargav Dhirajlal Kotadia puts the cash acquisition cost at up to USD 7,80,000, with the price per share to be set from a valuation of SNP. SMT Ireland held a 14.15% stake as on 30 September 2026, and the new investment would raise that holding to up to 17.19%. Completion is tentatively targeted by 31 March 2027. SMT disclosed the deal as a related party transaction at arm's length, because Priyanka Cohen, a Promoter and Non-Executive Director of SMT, is a Director in SNP. The filing gives SNP's turnover as USD 3,00,000 in 2025, USD 2,34,960 in 2024 and USD 5,64,930 in 2023, and describes the object as diversification of SMT's product portfolio within its existing main line of business. It does not name a specific SNP product. It matters because one of India's newly listed cardiovascular device makers is using a modest further cheque to deepen a US foothold, a reminder that going public is also about building a broader product pipeline.

Source: NSE filing (Sahajanand Medical Technologies)

7. BTC Health adds India to its exclusive Exstent partnership for ExoVasc PEARS

On 6 November ASX-listed BTC Health Limited announced that its wholly owned investee company, BTC Cardio Pty Ltd, has signed a new exclusive distribution agreement with UK-based Exstent Limited for ExoVasc PEARS (Personalised External Aortic Root Support), covering Australia and India. PEARS is a custom-made mesh support, manufactured from each patient's CT scan and fitted around the aorta to prevent further dilatation. It is used in patients with an enlarged aortic root, including those with Marfan syndrome, and to support the pulmonary autograft in the Ross procedure (Ross-PEARS), preserving the patient's own aortic root and valve. The new agreement runs for an initial five years, renews automatically for further two-year periods unless either party gives notice, and replaces the April 2024 Australia-only agreement. No upfront or milestone payment is payable to Exstent. In Australia, PEARS revenue grew 20% to $1.10 million in FY26. Sales in India will begin only once CDSCO grants import approval; BTC Cardio said regulatory consultants are engaged, discussions with Indian aortic surgeons have begun, and Exstent will support the submissions. India's inclusion is subject to obtaining Indian approvals within an agreed timeframe. Executive Chair Dr Richard Treagus said the company had been preparing for India for much of the year and would start with leading surgical centres. Exstent, based in Tewkesbury, Gloucestershire, said the first ExoVasc PEARS was implanted at the Royal Brompton Hospital in London in 2004, and that more than 1,500 patients have since been treated at more than 40 surgical centres worldwide. It matters because a specialised aortic implant is now on a formal path toward India, and the real gate is still CDSCO import approval, not the distribution contract itself.

Source: BTC Health ASX announcement

8. IPC discloses 9,373 serious medical device adverse events in India since 2020

On 6 November The Indian Express reported, with Outlook India repeating the figures the same day, that the Indian Pharmacopoeia Commission has for the first time disclosed the number of Serious Adverse Events caused by medical devices in India since 2020: 9,373, rising from 808 in 2020 to 2,176 in 2025, a nearly three-fold increase over six years. The newspaper said it accessed the data on 27 October after a 10 September part-compliance order by a Central Information Commission bench led by Information Commissioner Jaya Varma Sinha. SAEs are events that may result in life-threatening conditions or prolonged hospitalisation. The IPC has published broader Medical Device Adverse Event totals from 775 monitoring centres under the Materiovigilance Programme of India, launched in 2015, while keeping the serious-event numbers restricted. Manufacturer names and device categories were not released. The IPC argued that disclosure would breach commercial confidence under Section 8(1)(d) of the RTI Act, and the Commission held that brand details could not be shared

because it was not conclusively established whether events arose from a procedural lapse or from the device itself. In financial year 2024-2025 the IPC logged 14,584 MDAEs and forwarded only 22 cases to CDSCO; the comparable figures were 10,269 MDAEs and 16 cases in 2023-2024, and 3,868 MDAEs and 12 cases in 2022-2023. It matters because India has now put a public number on serious device-related harm, while still withholding the names of devices and manufacturers, which limits how much hospitals, patients and domestic makers can learn from the data.

Source: The Indian Express and Outlook India

Gary's take

What stands out for me this week is that Indian medtech is being built in factories and in the unglamorous systems around them, not only in pitch decks. Omron has started full-scale production of blood pressure monitors at its first India plant near Chennai, and Allied Medical has launched a new made-in-India ICU ventilator series. Clinics On Cloud's first institutional round, Rs 120 crore after eight bootstrapped years, shows that investors will still back a CDSCO licensed screening platform that is already out in the field. At the same time, the health ministry wants more inland gateways so devices and components clear closer to factories and hospitals, Tamil Nadu's device association is tying itself closer to Anna University, SMT is putting a further sum of up to USD 7,80,000 into a US device startup, and an Australian distributor is preparing ExoVasc PEARS for India once CDSCO grants import approval. Overlay the Indian Pharmacopoeia Commission's first public count of serious device adverse events, 9,373 since 2020, and the picture is more complete. Capacity is rising. So is the need for faster logistics, honest safety data and regulators who can keep up. If you sell into India, or build here, none of that is optional.

Which of these Indian stories matters most for your company, and is there a state, therapy area or company type you would like me to cover in more depth next week? You are always welcome to write to me directly, and you can find more of my articles, and book a short introductory call, at synergenmedtech.com.

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Sources note: all items were found through a public web scan of the week and each was checked against the linked original source. Omron's factory opening and start of full-scale production were announced on 30 October, with further coverage on 2 November, and that earlier date is stated in the text.