

# Acuere Consultancy

Executive Summary · March 2026 · vs vs October 2024 · Figures in Full

**At a glance** — Revenue **■362,500**, Net Profit **■147,307**, Cash Runway **5.6 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■362,500</b> ▲ +57.6% vs prior	<b>GROSS MARGIN</b> <b>66.9%</b> ■242,500 ▼ -33.1 pts vs prior	<b>EBITDA</b> <b>■147,956</b> 40.8% margin ▼ -13.9% vs prior	<b>NET PROFIT (PAT)</b> <b>■147,307</b> ▼ -7.7% vs prior
<b>CASH &amp; BANK</b> <b>■532,860</b> bank ■277,007 + cash ■255,853 ▲ +251.2% vs prior	<b>CASH RUNWAY</b> <b>5.6 mo</b> at ■94,544/mo burn ▲ +3.0 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■486,059</b> Current Assets – Current Liabilities ▼ -22.1% vs prior	<b>OVERDUE RECEIVABLES</b> <b>79.7%</b> ■335,379 ▲ +79.5 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	66.9%	EBIT Margin	40.8%
EBITDA Margin	40.8%	Net (PAT) Margin	40.6%
Opex / Revenue	26.1%	Interest Coverage	228.0x

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2026-03	■1.82L stuck with customers over 60 days	Rs. 182,100
CRITICAL	2026-03	EBITDA margin dropped 45.5 pts (from 86.3% to 40.8%)	Rs. 164,784
WARNING	2026-03	Cash runway down to 5.6 months	Rs. 567,264
WARNING	2026-03	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
INFO	2026-03	Only one period uploaded — trend views are blind	
SUCCESS	2026-03	Portfolio is well diversified (35 customers)	

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