

Acuere Consultancy

Executive Summary · January 2026 · Figures in Full

At a glance — Revenue **■202,500**, Net Profit **■62,719**, Cash Runway **4.5 mo.**

KEY METRICS

NET REVENUE ■202,500	GROSS MARGIN 82.7% <small>■167,500</small>	EBITDA ■62,719 <small>31.0% margin</small>	NET PROFIT (PAT) ■62,719
CASH & BANK ■467,444 <small>bank ■211,591 + cash ■255,853</small>	CASH RUNWAY 4.5 mo <small>at ■104,781/mo burn</small>	NET WORKING CAPITAL ■709,378 <small>Current Assets – Current Liabilities</small>	OVERDUE RECEIVABLES 49.2% <small>■214,700</small>

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	82.7%	EBIT Margin	31.0%
EBITDA Margin	31.0%	Net (PAT) Margin	31.0%
Opex / Revenue	51.7%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2026-01	■2.15L stuck with customers over 60 days	Rs. 214,700
CRITICAL	2026-01	EBITDA margin dropped 58.2 pts (from 89.2% to 31.0%)	Rs. 117,926
CRITICAL	2026-01	Paying vendors only every 125 days	Rs. 141,600
CRITICAL	2026-01	Revenue fell 25.7% vs 2025-12	Rs. 70,000
WARNING	2026-01	Cash runway down to 4.5 months	Rs. 628,686
WARNING	2026-01	DSO at 67 days — watch this	Rs. 435,950
WARNING	2026-01	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2026-01	Portfolio is well diversified (35 customers)	

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