

Acuere Consultancy

Executive Summary · March 2026 · vs vs February 2026 · Figures in Full

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

KEY METRICS

| | | | |
|-------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| NET REVENUE ■362,500 ▲ +1.1% vs prior | GROSS MARGIN 66.9% ■242,500 ▼ -33.1 pts vs prior | EBITDA ■147,956 40.8% margin ▼ -52.2% vs prior | NET PROFIT (PAT) ■147,307 ▼ -50.4% vs prior |
| CASH & BANK ■532,860 bank ■277,007 + cash ■255,853 ▲ +28.8% vs prior | CASH RUNWAY 5.6 mo at ■94,544/mo burn ▼ -2.8 pts vs prior | NET WORKING CAPITAL ■486,059 Current Assets – Current Liabilities ▼ -24.5% vs prior | OVERDUE RECEIVABLES 79.7% ■335,379 ▲ +42.8 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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