

# Acuere Consultancy

Executive Summary · Last 6 months · vs vs H2 FY2025-26 (Oct 2025-Mar 2026) · Figures in Full

**At a glance** — Revenue **■1,641,500**, Net Profit **■1,098,456**, Cash Runway **8.5 mo.**

## KEY METRICS

|  |  |   |   |
|--|--|---|---|
| <b>NET REVENUE</b><br><b>■1,641,500</b><br>— +0.0% vs prior                                    | <b>GROSS MARGIN</b><br><b>90.6%</b><br>■1,486,500<br>— +0.0 pts vs prior         | <b>EBITDA</b><br><b>■1,111,214</b><br>67.7% margin<br>— +0.0% vs prior                                    | <b>NET PROFIT (PAT)</b><br><b>■1,098,456</b><br>— +0.0% vs prior              |
| <b>CASH &amp; BANK</b><br><b>■532,860</b><br>bank ■277,007 + cash ■255,853<br>— +0.0% vs prior | <b>CASH RUNWAY</b><br><b>8.5 mo</b><br>at ■62,548/mo burn<br>— +0.0 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■486,059</b><br>Current Assets – Current Liabilities<br>— +0.0% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>79.7%</b><br>■335,379<br>— +0.0 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value | Metric            | Value   |
|----------------|-------|-------------------|---------|
| Gross Margin   | 90.6% | EBIT Margin       | 67.7%   |
| EBITDA Margin  | 67.7% | Net (PAT) Margin  | 66.9%   |
| Opex / Revenue | 22.9% | Interest Coverage | 1712.2x |

## TOP ALERTS

| Severity | Period  | Title  | At risk     |
|----------|---------|--|-------------|
| CRITICAL | 2026-02 | ■1.82L stuck with customers over 60 days             | Rs. 182,100 |
| CRITICAL | 2025-11 | ■2.24L stuck with customers over 60 days             | Rs. 224,201 |
| CRITICAL | 2025-11 | Customers take 88 days to pay you                    | Rs. 531,001 |
| 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 | 2025-10 | ■2.12L stuck with customers over 60 days             | Rs. 212,401 |
| CRITICAL | 2025-12 | ■2.12L stuck with customers over 60 days             | Rs. 212,401 |

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