

Acuere Consultancy

Executive Summary · March 2026 · vs vs Q3 FY2024-25 (Oct-Dec 2024) · Figures in Full

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

KEY METRICS

NET REVENUE ■362,500 ▼ -50.2% vs prior	GROSS MARGIN 66.9% ■242,500 ▼ -33.1 pts vs prior	EBITDA ■147,956 40.8% margin ▼ -59.4% vs prior	NET PROFIT (PAT) ■147,307 ▼ -58.1% vs prior
CASH & BANK ■532,860 bank ■277,007 + cash ■255,853 ▲ +119.6% vs prior	CASH RUNWAY 5.6 mo at ■94,544/mo burn ▲ +3.6 pts vs prior	NET WORKING CAPITAL ■486,059 Current Assets – Current Liabilities ▼ -34.5% vs prior	OVERDUE RECEIVABLES 79.7% ■335,379 ▼ -20.3 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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