

Acuere Consultancy

Executive Summary · January 2026 · vs vs Q3 FY2025-26 (Oct-Dec 2025) · Figures in Full

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

KEY METRICS

NET REVENUE ■ 202,500 ▼ -71.8% vs prior	GROSS MARGIN ■ 82.7% ■167,500 ▼ -17.3 pts vs prior	EBITDA ■ 62,719 31.0% margin ▼ -89.4% vs prior	NET PROFIT (PAT) ■ 62,719 ▼ -89.4% vs prior
CASH & BANK ■ 467,444 bank ■211,591 + cash ■255,853 ▲ +18.4% vs prior	CASH RUNWAY ■ 4.5 mo at ■104,781/mo burn ▼ -4.9 pts vs prior	NET WORKING CAPITAL ■ 709,378 Current Assets – Current Liabilities ▼ -3.9% vs prior	OVERDUE RECEIVABLES ■ 49.2% ■214,700 ▼ -2.6 pts vs prior

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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