

# Acuere Consultancy

Executive Summary · March 2026 · vs vs Q4 FY2025-26 (Jan-Mar 2026) · Figures in Full

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

## KEY METRICS

|  |  |   |   |
|--|--|---|---|
| <b>NET REVENUE</b><br><b>■362,500</b><br>▼ -60.7% vs prior                                     | <b>GROSS MARGIN</b><br><b>66.9%</b><br>■242,500<br>▼ -16.3 pts vs prior          | <b>EBITDA</b><br><b>■147,956</b><br>40.8% margin<br>▼ -71.5% vs prior                                     | <b>NET PROFIT (PAT)</b><br><b>■147,307</b><br>▼ -71.0% 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>5.6 mo</b><br>at ■94,544/mo burn<br>▼ -0.8 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   | 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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