

# Acuere Consultancy

Executive Summary · July 2025 · vs vs May 2024 · Figures in Full

**At a glance** — Revenue **■400,000**, Net Profit **■368,120**, Cash Runway **6.7 mo.**

## KEY METRICS

|                                                                                                 |                                                                                  |                                                                                                             |                                                                                |
|-------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| <b>NET REVENUE</b><br><b>■400,000</b><br>▲ +300.0% vs prior                                     | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■400,000<br>— +0.0 pts vs prior          | <b>EBITDA</b><br><b>■368,120</b><br>92.0% margin<br>▲ +17305.5% vs prior                                    | <b>NET PROFIT (PAT)</b><br><b>■368,120</b><br>▲ +17305.5% vs prior             |
| <b>CASH &amp; BANK</b><br><b>■213,646</b><br>bank ■157,793 + cash ■55,853<br>▲ +224.8% vs prior | <b>CASH RUNWAY</b><br><b>6.7 mo</b><br>at ■31,880/mo burn<br>▲ +6.0 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■448,111</b><br>Current Assets – Current Liabilities<br>▲ +124.6% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>35.8%</b><br>■197,301<br>▲ +35.4 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value  | Metric            | Value |
|----------------|--------|-------------------|-------|
| Gross Margin   | 100.0% | EBIT Margin       | 92.0% |
| EBITDA Margin  | 92.0%  | Net (PAT) Margin  | 92.0% |
| Opex / Revenue | 8.0%   | Interest Coverage | n/a   |

## TOP ALERTS

| Severity | Period  | Title                                        | At risk     |
|----------|---------|----------------------------------------------|-------------|
| CRITICAL | 2025-07 | ■1.97L stuck with customers over 60 days     | Rs. 197,301 |
| WARNING  | 2025-07 | 15 customers gone quiet — ■5.62L at risk     | Rs. 562,500 |
| SUCCESS  | 2025-07 | Portfolio is well diversified (35 customers) |             |
| SUCCESS  | 2025-07 | Revenue up 233.3% vs 2025-06                 |             |

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