

# Acuere Consultancy

Executive Summary · Last 12 months · vs vs June 2024 · Figures in Full

**At a glance** — Revenue **■2,833,500**, Net Profit **■2,063,131**, Cash Runway **11.9 mo.**

## KEY METRICS

|  |   |  |  |
|--|---|--|--|
| <b>NET REVENUE</b><br><b>■2,833,500</b><br>▲ +1178.3% vs prior                                   | <b>GROSS MARGIN</b><br><b>92.1%</b><br>■2,610,508<br>▼ -7.9 pts vs prior          | <b>EBITDA</b><br><b>■2,071,423</b><br>73.1% margin<br>▲ +1286.3% vs prior                                  | <b>NET PROFIT (PAT)</b><br><b>■2,063,131</b><br>▲ +1280.8% vs prior            |
| <b>CASH &amp; BANK</b><br><b>■532,860</b><br>bank ■277,007 + cash ■255,853<br>▲ +124.2% vs prior | <b>CASH RUNWAY</b><br><b>11.9 mo</b><br>at ■44,924/mo burn<br>▲ +8.6 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■486,059</b><br>Current Assets – Current Liabilities<br>▲ +64.1% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>79.7%</b><br>■335,379<br>▲ +78.9 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value | Metric            | Value   |
|----------------|-------|-------------------|---------|
| Gross Margin   | 92.1% | EBIT Margin       | 73.1%   |
| EBITDA Margin  | 73.1% | Net (PAT) Margin  | 72.8%   |
| Opex / Revenue | 19.0% | Interest Coverage | 3191.7x |

## TOP ALERTS

| Severity | Period  | Title  | At risk     |
|----------|---------|--|-------------|
| CRITICAL | 2026-02 | ■1.82L stuck with customers over 60 days             | Rs. 182,100 |
| CRITICAL | 2025-05 | ■1.89L stuck with customers over 60 days             | Rs. 188,801 |
| 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 |

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