

# Acuere Consultancy

Executive Summary · H1 FY2025-26 (Apr 2025-Sep 2025) · vs vs July 2024 · Figures in Full

**At a glance** — Revenue **■1,192,000**, Net Profit **■964,675**, Cash Runway **15.0 mo.**

## KEY METRICS

|  |  |  |  |
|--|--|--|--|
| <b>NET REVENUE</b><br><b>■1,192,000</b><br>▲ +601.2% vs prior                                    | <b>GROSS MARGIN</b><br><b>94.3%</b><br>■1,124,008<br>▼ -5.7 pts vs prior           | <b>EBITDA</b><br><b>■960,209</b><br>80.6% margin<br>▲ +662.1% vs prior                                     | <b>NET PROFIT (PAT)</b><br><b>■964,675</b><br>▲ +665.6% vs prior               |
| <b>CASH &amp; BANK</b><br><b>■410,806</b><br>bank ■304,953 + cash ■105,853<br>▲ +234.1% vs prior | <b>CASH RUNWAY</b><br><b>15.0 mo</b><br>at ■27,300/mo burn<br>▲ +12.3 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■599,631</b><br>Current Assets – Current Liabilities<br>▲ +72.7% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>58.0%</b><br>■252,761<br>▲ +57.7 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value | Metric            | Value |
|----------------|-------|-------------------|-------|
| Gross Margin   | 94.3% | EBIT Margin       | 80.6% |
| EBITDA Margin  | 80.6% | Net (PAT) Margin  | 80.9% |
| Opex / Revenue | 13.7% | Interest Coverage | n/a   |

## TOP ALERTS

| Severity | Period  | Title  | At risk     |
|----------|---------|--|-------------|
| CRITICAL | 2025-05 | ■1.89L stuck with customers over 60 days             | Rs. 188,801 |
| CRITICAL | 2025-04 | ■2.05L stuck with customers over 60 days             | Rs. 205,001 |
| CRITICAL | 2025-08 | ■2.29L stuck with customers over 60 days             | Rs. 229,161 |
| CRITICAL | 2025-08 | Customers take 79 days to pay you                    | Rs. 488,761 |
| CRITICAL | 2025-08 | Revenue fell 52.0% vs 2025-07                        | Rs. 208,000 |
| CRITICAL | 2025-06 | ■1.97L stuck with customers over 60 days             | Rs. 197,301 |
| CRITICAL | 2025-09 | ■2.29L stuck with customers over 60 days             | Rs. 229,161 |
| CRITICAL | 2025-05 | EBITDA margin dropped 70.8 pts (from 94.2% to 23.4%) | Rs. 95,590  |

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