

# Acuere Consultancy

Executive Summary · Last 12 months · vs vs August 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> <b>■2,833,500</b> ▲ +639.8% vs prior	<b>GROSS MARGIN</b> <b>92.1%</b> ■2,610,508 ▼ -7.9 pts vs prior	<b>EBITDA</b> <b>■2,071,423</b> 73.1% margin ▲ +1320.7% vs prior	<b>NET PROFIT (PAT)</b> <b>■2,063,131</b> ▲ +1315.0% vs prior
<b>CASH &amp; BANK</b> <b>■532,860</b> bank ■277,007 + cash ■255,853 ▲ +78.6% vs prior	<b>CASH RUNWAY</b> <b>11.9 mo</b> at ■44,924/mo burn ▲ +10.6 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■486,059</b> Current Assets – Current Liabilities ▲ +3.9% vs prior	<b>OVERDUE RECEIVABLES</b> <b>79.7%</b> ■335,379 ▲ +79.4 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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