

Acuere Consultancy

Executive Summary · September 2025 · vs vs September 2024 · Figures in Full

At a glance — Revenue **■175,000**, Net Profit **■148,200**, Cash Runway **15.3 mo.**

KEY METRICS

| | | | |
|--|---|---|---|
| NET REVENUE ■175,000 ▼ -43.5% vs prior | GROSS MARGIN 100.0% ■175,000 — +0.0 pts vs prior | EBITDA ■148,200 84.7% margin ▲ +40.5% vs prior | NET PROFIT (PAT) ■148,200 ▲ +40.5% vs prior |
| CASH & BANK ■410,806 bank ■304,953 + cash ■105,853 ▲ +42.0% vs prior | CASH RUNWAY 15.3 mo at ■26,800/mo burn ▲ +13.9 pts vs prior | NET WORKING CAPITAL ■599,631 Current Assets – Current Liabilities ▲ +11.4% vs prior | OVERDUE RECEIVABLES 58.0% ■252,761 ▲ +57.7 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 84.7% |
| EBITDA Margin | 84.7% | Net (PAT) Margin | 84.7% |
| Opex / Revenue | 15.3% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|-----------------|---------|--|-------------|
| CRITICAL | 2025-09 | ■2.29L stuck with customers over 60 days | Rs. 229,161 |
| WARNING | 2025-09 | DSO at 75 days — watch this | Rs. 435,661 |
| WARNING | 2025-09 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| SUCCESS | 2025-09 | Portfolio is well diversified (35 customers) | |

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