

# Acuere Consultancy

Executive Summary · August 2025 · vs vs October 2024 · Figures in Full

**At a glance** — Revenue **■192,000**, Net Profit **■162,220**, Cash Runway **10.6 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■192,000</b> ▼ <b>-16.5%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■192,000 — <b>+0.0 pts</b> vs prior	<b>EBITDA</b> <b>■162,220</b> 84.5% margin ▼ <b>-5.6%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■162,220</b> ▲ <b>+1.7%</b> vs prior
<b>CASH &amp; BANK</b> <b>■315,266</b> bank ■209,413 + cash ■105,853 ▲ <b>+107.8%</b> vs prior	<b>CASH RUNWAY</b> <b>10.6 mo</b> at ■29,780/mo burn ▲ <b>+8.0 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■547,131</b> Current Assets – Current Liabilities ▼ <b>-12.3%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>58.5%</b> ■285,801 ▲ <b>+58.3 pts</b> vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	84.5%
EBITDA Margin	84.5%	Net (PAT) Margin	84.5%
Opex / Revenue	15.5%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
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
WARNING	2025-08	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2025-08	DSO climbed 36 days vs 2025-07	
CRITICAL	2025-08	EBITDA margin dropped 7.5 pts (from 92.0% to 84.5%)	Rs. 14,478
SUCCESS	2025-08	Portfolio is well diversified (35 customers)	

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