

# Acuere Consultancy

Executive Summary · Q3 FY2025-26 (Oct-Dec 2025) · vs vs October 2024 · Figures in Full

**At a glance** — Revenue **■718,000**, Net Profit **■591,250**, Cash Runway **9.3 mo.**

## KEY METRICS

|  |  |  |  |
|--|--|--|--|
| <b>NET REVENUE</b><br><b>■718,000</b><br>▲ +212.2% vs prior                                      | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■718,000<br>— +0.0 pts vs prior          | <b>EBITDA</b><br><b>■591,250</b><br>82.3% margin<br>▲ +244.1% vs prior                                     | <b>NET PROFIT (PAT)</b><br><b>■591,250</b><br>▲ +270.6% vs prior               |
| <b>CASH &amp; BANK</b><br><b>■394,776</b><br>bank ■188,923 + cash ■205,853<br>▲ +160.2% vs prior | <b>CASH RUNWAY</b><br><b>9.3 mo</b><br>at ■42,250/mo burn<br>▲ +6.7 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■738,159</b><br>Current Assets – Current Liabilities<br>▲ +18.3% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>51.9%</b><br>■289,101<br>▲ +51.6 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value  | Metric            | Value |
|----------------|--------|-------------------|-------|
| Gross Margin   | 100.0% | EBIT Margin       | 82.3% |
| EBITDA Margin  | 82.3%  | Net (PAT) Margin  | 82.3% |
| Opex / Revenue | 17.7%  | Interest Coverage | n/a   |

## TOP ALERTS

| Severity | Period  | Title                                    | At risk     |
|----------|---------|--|-------------|
| 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 | 2025-10 | ■2.12L stuck with customers over 60 days | Rs. 212,401 |
| CRITICAL | 2025-12 | ■2.12L stuck with customers over 60 days | Rs. 212,401 |
| CRITICAL | 2025-11 | Revenue fell 32.2% vs 2025-10            | Rs. 85,500  |
| WARNING  | 2025-11 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| WARNING  | 2025-11 | DSO climbed 26 days vs 2025-10           |             |
| WARNING  | 2025-10 | DSO at 63 days — watch this              | Rs. 537,491 |

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