

# Acuere Consultancy

Executive Summary · May 2025 · vs vs December 2025 · Figures in Full

**At a glance** — Revenue **■135,000**, Net Profit **■31,526**, Cash Runway **5.0 mo.**

## KEY METRICS

|   |  |  |   |
|---|--|--|---|
| <b>NET REVENUE</b><br><b>■135,000</b><br>▼ -50.5% vs prior                                    | <b>GROSS MARGIN</b><br><b>49.6%</b><br>■67,008<br>▼ -50.4 pts vs prior           | <b>EBITDA</b><br><b>■31,526</b><br>23.4% margin<br>▼ -87.0% vs prior                                       | <b>NET PROFIT (PAT)</b><br><b>■31,526</b><br>▼ -87.0% vs prior                  |
| <b>CASH &amp; BANK</b><br><b>■178,542</b><br>bank ■171,689 + cash ■6,853<br>▼ -54.8% vs prior | <b>CASH RUNWAY</b><br><b>5.0 mo</b><br>at ■35,482/mo burn<br>▼ -8.4 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■100,917</b><br>Current Assets – Current Liabilities<br>▼ -86.3% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>100.0%</b><br>■197,301<br>▲ +48.1 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value | Metric            | Value |
|----------------|-------|-------------------|-------|
| Gross Margin   | 49.6% | EBIT Margin       | 23.4% |
| EBITDA Margin  | 23.4% | Net (PAT) Margin  | 23.4% |
| Opex / Revenue | 26.3% | 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 | 2025-05 | EBITDA margin dropped 70.8 pts (from 94.2% to 23.4%) | Rs. 95,590  |
| WARNING  | 2025-05 | Cash runway down to 5.0 months                       | Rs. 212,890 |
| WARNING  | 2025-05 | 15 customers gone quiet — ■5.62L at risk             | Rs. 562,500 |
| CRITICAL | 2025-05 | Revenue fell 20.6% vs 2025-04                        | Rs. 35,000  |
| WARNING  | 2025-05 | Bank balance down 24% vs prior period                | Rs. 56,550  |
| SUCCESS  | 2025-05 | Portfolio is well diversified (35 customers)         |             |

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