

# Acuere Consultancy

Executive Summary · October 2025 · vs vs FY2024-25 YTD · Figures in Full

**At a glance** — Revenue **■265,500**, Net Profit **■205,160**, Cash Runway **6.5 mo.**

## KEY METRICS

|   |   |  |   |
|---|---|--|---|
| <b>NET REVENUE</b><br><b>■265,500</b><br>▼ <b>-88.4%</b> vs prior                                       | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■265,500<br>▲ <b>+6.1 pts</b> vs prior          | <b>EBITDA</b><br><b>■205,160</b><br>77.3% margin<br>▲ <b>+197.3%</b> vs prior                                      | <b>NET PROFIT (PAT)</b><br><b>■205,160</b><br>▲ <b>+219.8%</b> vs prior               |
| <b>CASH &amp; BANK</b><br><b>■392,286</b><br>bank ■186,433 + cash ■205,853<br>▲ <b>+890.8%</b> vs prior | <b>CASH RUNWAY</b><br><b>6.5 mo</b><br>at ■60,340/mo burn<br>▲ <b>+6.3 pts</b> vs prior | <b>NET WORKING CAPITAL</b><br><b>■683,069</b><br>Current Assets – Current Liabilities<br>▲ <b>+499.8%</b> vs prior | <b>OVERDUE RECEIVABLES</b><br><b>41.7%</b><br>■224,201<br>▼ <b>-58.3 pts</b> vs prior |

## PROFITABILITY RATIOS

| Metric         | Value  | Metric            | Value |
|----------------|--------|-------------------|-------|
| Gross Margin   | 100.0% | EBIT Margin       | 77.3% |
| EBITDA Margin  | 77.3%  | Net (PAT) Margin  | 77.3% |
| Opex / Revenue | 22.7%  | Interest Coverage | n/a   |

## TOP ALERTS

| Severity | Period  | Title   | At risk     |
|----------|---------|---|-------------|
| CRITICAL | 2025-10 | ■2.12L stuck with customers over 60 days            | Rs. 212,401 |
| WARNING  | 2025-10 | DSO at 63 days — watch this                         | Rs. 537,491 |
| WARNING  | 2025-10 | 15 customers gone quiet — ■5.62L at risk            | Rs. 562,500 |
| CRITICAL | 2025-10 | EBITDA margin dropped 7.4 pts (from 84.7% to 77.3%) | Rs. 19,681  |
| SUCCESS  | 2025-10 | Portfolio is well diversified (35 customers)        |             |
| SUCCESS  | 2025-10 | Revenue up 51.7% vs 2025-09                         |             |

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