

# Acuere Consultancy

Executive Summary · Q3 FY2024-25 (Oct-Dec 2024) · vs vs H2 FY2025-26 (Oct 2025-Mar 2026) · Figures in Full

**At a glance** — Revenue **■727,500**, Net Profit **■351,755**, Cash Runway **2.0 mo.**

## KEY METRICS

|  |   |  |   |
|--|---|--|---|
| <b>NET REVENUE</b><br><b>■727,500</b><br>▼ -55.7% vs prior                                     | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■727,500<br>▲ +9.4 pts vs prior           | <b>EBITDA</b><br><b>■364,107</b><br>50.0% margin<br>▼ -67.2% vs prior                                      | <b>NET PROFIT (PAT)</b><br><b>■351,755</b><br>▼ -68.0% vs prior                 |
| <b>CASH &amp; BANK</b><br><b>■242,690</b><br>bank ■35,637 + cash ■207,053<br>▼ -54.5% vs prior | <b>CASH RUNWAY</b><br><b>2.0 mo</b><br>at ■121,131/mo burn<br>▼ -6.5 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■742,029</b><br>Current Assets – Current Liabilities<br>▲ +52.7% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>100.0%</b><br>■383,501<br>▲ +20.3 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value  | Metric            | Value   |
|----------------|--------|-------------------|---------|
| Gross Margin   | 100.0% | EBIT Margin       | 50.0%   |
| EBITDA Margin  | 50.0%  | Net (PAT) Margin  | 48.4%   |
| Opex / Revenue | 50.0%  | Interest Coverage | 3641.1x |

## TOP ALERTS

| Severity | Period  | Title   | At risk     |
|----------|---------|---|-------------|
| CRITICAL | 2024-10 | Cash runway only 2.6 months                         | Rs. 174,567 |
| CRITICAL | 2024-10 | ■4.16L stuck with customers over 60 days            | Rs. 416,101 |
| CRITICAL | 2024-10 | Bank balance dropped 48% in one period              | Rs. 137,460 |
| CRITICAL | 2024-11 | Cash runway only 1.1 months                         | Rs. 769,661 |
| CRITICAL | 2024-11 | ■2.30L stuck with customers over 60 days            | Rs. 230,101 |
| CRITICAL | 2024-11 | EBITDA margin dropped 65.5 pts (from 74.7% to 9.2%) | Rs. 185,083 |
| CRITICAL | 2024-12 | ■3.84L stuck with customers over 60 days            | Rs. 383,501 |
| CRITICAL | 2024-10 | Revenue fell 25.8% vs 2024-09                       | Rs. 80,000  |

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