

Acuere Consultancy

Executive Summary · Q1 FY2025-26 (Apr-Jun 2025) · vs vs Q1 FY2024-25 (Apr-Jun 2024) · Figures in Full

At a glance — Revenue **■425,000**, Net Profit **■286,135**, Cash Runway **8.2 mo.**

KEY METRICS

| | | | |
|---|--|--|--|
| NET REVENUE ■425,000 ▲ +22.6% vs prior | GROSS MARGIN 84.0% ■357,008 ▼ -16.0 pts vs prior | EBITDA ■281,669 66.3% margin ▲ +191.9% vs prior | NET PROFIT (PAT) ■286,135 ▲ +196.6% vs prior |
| CASH & BANK ■205,900 bank ■199,047 + cash ■6,853 ▼ -13.4% vs prior | CASH RUNWAY 8.2 mo at ■25,113/mo burn ▲ +5.3 pts vs prior | NET WORKING CAPITAL ■146,987 Current Assets – Current Liabilities ▼ -50.4% vs prior | OVERDUE RECEIVABLES 89.3% ■197,301 ▼ -10.7 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|-------|-------------------|-------|
| Gross Margin | 84.0% | EBIT Margin | 66.3% |
| EBITDA Margin | 66.3% | Net (PAT) Margin | 67.3% |
| Opex / Revenue | 17.7% | 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 | 2025-04 | ■2.05L stuck with customers over 60 days | Rs. 205,001 |
| CRITICAL | 2025-06 | ■1.97L stuck with customers over 60 days | Rs. 197,301 |
| CRITICAL | 2025-05 | EBITDA margin dropped 70.8 pts (from 94.2% to 23.4%) | Rs. 95,590 |
| WARNING | 2025-06 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| 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 |
| WARNING | 2025-04 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |

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