

Acuere Consultancy

Executive Summary · Last 12 months · vs vs Q2 FY2024-25 (Jul-Sep 2024) · Figures in Full

At a glance — Revenue **■2,833,500**, Net Profit **■2,063,131**, Cash Runway **11.9 mo.**

KEY METRICS

NET REVENUE ■2,833,500 ▲ +228.3% vs prior	GROSS MARGIN 92.1% ■2,610,508 ▼ -7.9 pts vs prior	EBITDA ■2,071,423 73.1% margin ▲ +449.1% vs prior	NET PROFIT (PAT) ■2,063,131 ▲ +446.9% vs prior
CASH & BANK ■532,860 bank ■277,007 + cash ■255,853 ▲ +84.3% vs prior	CASH RUNWAY 11.9 mo at ■44,924/mo burn ▲ +10.1 pts vs prior	NET WORKING CAPITAL ■486,059 Current Assets – Current Liabilities ▼ -9.7% vs prior	OVERDUE RECEIVABLES 79.7% ■335,379 ▼ -20.3 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	92.1%	EBIT Margin	73.1%
EBITDA Margin	73.1%	Net (PAT) Margin	72.8%
Opex / Revenue	19.0%	Interest Coverage	3191.7x

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2026-02	■1.82L stuck with customers over 60 days	Rs. 182,100
CRITICAL	2025-05	■1.89L stuck with customers over 60 days	Rs. 188,801
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	2026-01	■2.15L stuck with customers over 60 days	Rs. 214,700
CRITICAL	2026-01	EBITDA margin dropped 58.2 pts (from 89.2% to 31.0%)	Rs. 117,926
CRITICAL	2026-01	Paying vendors only every 125 days	Rs. 141,600
CRITICAL	2025-10	■2.12L stuck with customers over 60 days	Rs. 212,401

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