

# Acuere Consultancy

Executive Summary · Q1 FY2025-26 (Apr-Jun 2025) · vs vs Q2 FY2024-25 (Jul-Sep 2024) · Figures in Full

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

## KEY METRICS

<b>NET REVENUE</b> <b>■425,000</b> ▼ -50.8% vs prior	<b>GROSS MARGIN</b> <b>84.0%</b> ■357,008 ▼ -16.0 pts vs prior	<b>EBITDA</b> <b>■281,669</b> 66.3% margin ▼ -25.3% vs prior	<b>NET PROFIT (PAT)</b> <b>■286,135</b> ▼ -24.2% vs prior
<b>CASH &amp; BANK</b> <b>■205,900</b> bank ■199,047 + cash ■6,853 ▼ -28.8% vs prior	<b>CASH RUNWAY</b> <b>8.2 mo</b> at ■25,113/mo burn ▲ +6.4 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■146,987</b> Current Assets – Current Liabilities ▼ -72.7% vs prior	<b>OVERDUE RECEIVABLES</b> <b>89.3%</b> ■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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