

Acuere Consultancy

Executive Summary · October 2025 · vs vs Q3 FY2024-25 (Oct-Dec 2024) · Figures in Full

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

KEY METRICS

NET REVENUE ■265,500 ▼ -63.5% vs prior	GROSS MARGIN 100.0% ■265,500 — +0.0 pts vs prior	EBITDA ■205,160 77.3% margin ▼ -43.7% vs prior	NET PROFIT (PAT) ■205,160 ▼ -41.7% vs prior
CASH & BANK ■392,286 bank ■186,433 + cash ■205,853 ▲ +61.6% vs prior	CASH RUNWAY 6.5 mo at ■60,340/mo burn ▲ +4.5 pts vs prior	NET WORKING CAPITAL ■683,069 Current Assets – Current Liabilities ▼ -7.9% vs prior	OVERDUE RECEIVABLES 41.7% ■224,201 ▼ -58.3 pts 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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