

# Acuere Consultancy

Executive Summary · June 2024 · vs vs Q3 FY2025-26 (Oct-Dec 2025) · Figures in Full

**At a glance** — Revenue **■221,667**, Net Profit **■149,417**, Cash Runway **3.3 mo.**

## KEY METRICS

|  |  |  |   |
|--|--|--|---|
| <b>NET REVENUE</b><br><b>■221,667</b><br>▼ -69.1% vs prior                                     | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■221,667<br>— +0.0 pts vs prior          | <b>EBITDA</b><br><b>■149,417</b><br>67.4% margin<br>▼ -74.7% vs prior                                      | <b>NET PROFIT (PAT)</b><br><b>■149,417</b><br>▼ -74.7% vs prior           |
| <b>CASH &amp; BANK</b><br><b>■237,644</b><br>bank ■178,591 + cash ■59,053<br>▼ -39.8% vs prior | <b>CASH RUNWAY</b><br><b>3.3 mo</b><br>at ■72,250/mo burn<br>▼ -6.1 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■296,111</b><br>Current Assets – Current Liabilities<br>▼ -59.9% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>0.8%</b><br>■569<br>▼ -51.1 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value  | Metric            | Value |
|----------------|--------|-------------------|-------|
| Gross Margin   | 100.0% | EBIT Margin       | 67.4% |
| EBITDA Margin  | 67.4%  | Net (PAT) Margin  | 67.4% |
| Opex / Revenue | 32.6%  | Interest Coverage | n/a   |

## TOP ALERTS

| Severity | Period  | Title  | At risk     |
|----------|---------|--|-------------|
| CRITICAL | 2024-06 | ■74.4k stuck with customers over 60 days     | Rs. 74,401  |
| WARNING  | 2024-06 | Cash runway down to 3.3 months               | Rs. 433,500 |
| WARNING  | 2024-06 | 15 customers gone quiet — ■5.62L at risk     | Rs. 562,500 |
| SUCCESS  | 2024-06 | Portfolio is well diversified (35 customers) |             |
| SUCCESS  | 2024-06 | Revenue up 121.7% vs 2024-05                 |             |

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