

Acuere Consultancy

Executive Summary · August 2025 · vs vs Q4 FY2024-25 (Jan-Mar 2025) · Figures in Full

At a glance — Revenue **■192,000**, Net Profit **■162,220**, Cash Runway **10.6 mo.**

KEY METRICS

| | | | |
|---|---|--|---|
| NET REVENUE ■192,000 ▼ -44.3% vs prior | GROSS MARGIN 100.0% ■192,000 ▲ +40.6 pts vs prior | EBITDA ■162,220 84.5% margin ▲ +121.1% vs prior | NET PROFIT (PAT) ■162,220 ▲ +121.3% vs prior |
| CASH & BANK ■315,266 bank ■209,413 + cash ■105,853 ▲ +696.3% vs prior | CASH RUNWAY 10.6 mo at ■29,780/mo burn ▲ +10.5 pts vs prior | NET WORKING CAPITAL ■547,131 Current Assets – Current Liabilities ▲ +380.4% vs prior | OVERDUE RECEIVABLES 58.5% ■285,801 ▼ -41.5 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 84.5% |
| EBITDA Margin | 84.5% | Net (PAT) Margin | 84.5% |
| Opex / Revenue | 15.5% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|---|-------------|
| CRITICAL | 2025-08 | ■2.29L stuck with customers over 60 days | Rs. 229,161 |
| CRITICAL | 2025-08 | Customers take 79 days to pay you | Rs. 488,761 |
| CRITICAL | 2025-08 | Revenue fell 52.0% vs 2025-07 | Rs. 208,000 |
| WARNING | 2025-08 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| WARNING | 2025-08 | DSO climbed 36 days vs 2025-07 | |
| CRITICAL | 2025-08 | EBITDA margin dropped 7.5 pts (from 92.0% to 84.5%) | Rs. 14,478 |
| SUCCESS | 2025-08 | Portfolio is well diversified (35 customers) | |

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