

# Acuere Consultancy

Executive Summary · October 2025 · vs LY — October 2024 · Figures in Full

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

## KEY METRICS

<b>NET REVENUE</b> <b>■265,500</b> ▲ +15.4% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■265,500 — +0.0 pts vs prior	<b>EBITDA</b> <b>■205,160</b> 77.3% margin ▲ +19.4% vs prior	<b>NET PROFIT (PAT)</b> <b>■205,160</b> ▲ +28.6% vs prior
<b>CASH &amp; BANK</b> <b>■392,286</b> bank ■186,433 + cash ■205,853 ▲ +158.5% vs prior	<b>CASH RUNWAY</b> <b>6.5 mo</b> at ■60,340/mo burn ▲ +3.9 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■683,069</b> Current Assets – Current Liabilities ▲ +9.5% vs prior	<b>OVERDUE RECEIVABLES</b> <b>41.7%</b> ■224,201 ▲ +41.5 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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