

Acuere Consultancy

Executive Summary · Q1 FY2025-26 (Apr-Jun 2025) · vs LY — Q1 FY2024-25 (Apr-Jun 2024) · Figures in Full

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

KEY METRICS

NET REVENUE ■425,000 ▲ +22.6% vs prior	GROSS MARGIN 84.0% ■357,008 ▼ -16.0 pts vs prior	EBITDA ■281,669 66.3% margin ▲ +191.9% vs prior	NET PROFIT (PAT) ■286,135 ▲ +196.6% vs prior
CASH & BANK ■205,900 bank ■199,047 + cash ■6,853 ▼ -13.4% vs prior	CASH RUNWAY 8.2 mo at ■25,113/mo burn ▲ +5.3 pts vs prior	NET WORKING CAPITAL ■146,987 Current Assets – Current Liabilities ▼ -50.4% vs prior	OVERDUE RECEIVABLES 89.3% ■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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