

Acuere Consultancy

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

At a glance — Revenue **■345,000**, Net Profit (**■761,356**), Cash Runway **0.1 mo**.

KEY METRICS

| | | | |
|---|---|--|--|
| NET REVENUE ■345,000 ▲ +155.6% vs prior | GROSS MARGIN 59.4% ■205,000 ▲ +9.8 pts vs prior | EBITDA (■768,840) -222.9% margin ▼ -2538.7% vs prior | NET PROFIT (PAT) (■761,356) ▼ -2515.0% vs prior |
| CASH & BANK ■39,591 bank ■32,738 + cash ■6,853 ▼ -77.8% vs prior | CASH RUNWAY 0.1 mo at ■324,613/mo burn ▼ -4.9 pts vs prior | NET WORKING CAPITAL ■113,889 Current Assets – Current Liabilities ▲ +12.9% vs prior | OVERDUE RECEIVABLES 100.0% ■304,201 — +0.0 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|---------|-------------------|----------|
| Gross Margin | 59.4% | EBIT Margin | -224.0% |
| EBITDA Margin | -222.9% | Net (PAT) Margin | -220.7% |
| Opex / Revenue | 282.3% | Interest Coverage | -1191.0x |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|--|---------------|
| CRITICAL | 2025-02 | ■3.60L stuck with customers over 60 days | Rs. 359,901 |
| CRITICAL | 2025-01 | ■4.13L stuck with customers over 60 days | Rs. 412,501 |
| CRITICAL | 2025-01 | Customers take 78 days to pay you | Rs. 412,501 |
| CRITICAL | 2025-03 | ■3.04L stuck with customers over 60 days | Rs. 304,201 |
| CRITICAL | 2025-02 | Customers take 252 days to pay you | Rs. 359,901 |
| CRITICAL | 2025-03 | Cash runway only 0.0 months | Rs. 2,623,500 |
| CRITICAL | 2025-03 | Operating loss of ■8.74L | Rs. 874,500 |
| CRITICAL | 2025-03 | Segment 'Maharashtra' is losing money | Rs. 644,191 |

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