

# Acuere Consultancy

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

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

## KEY METRICS

|   |  |  |   |
|---|--|--|---|
| <b>NET REVENUE</b><br><b>■345,000</b><br>▲ +91.7% vs prior                                  | <b>GROSS MARGIN</b><br><b>59.4%</b><br>■205,000<br>▼ -40.6 pts vs prior            | <b>EBITDA</b><br><b>(■768,840)</b><br>-222.9% margin<br>▼ -637.7% vs prior                                 | <b>NET PROFIT (PAT)</b><br><b>(■761,356)</b><br>▼ -632.4% vs prior              |
| <b>CASH &amp; BANK</b><br><b>■39,591</b><br>bank ■32,738 + cash ■6,853<br>▼ -89.5% vs prior | <b>CASH RUNWAY</b><br><b>0.1 mo</b><br>at ■324,613/mo burn<br>▼ -10.0 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■113,889</b><br>Current Assets – Current Liabilities<br>▼ -83.1% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>100.0%</b><br>■304,201<br>▲ +57.8 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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