

# Acuere Consultancy

Executive Summary · May 2024 · vs vs FY2025-26 YTD · Figures in Full

**At a glance** — Revenue **■100,000**, Net Profit **■2,115**, Cash Runway **0.7 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■100,000</b> ▼ -96.5% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■100,000 ▲ +7.9 pts vs prior	<b>EBITDA</b> <b>■2,115</b> 2.1% margin ▼ -99.9% vs prior	<b>NET PROFIT (PAT)</b> <b>■2,115</b> ▼ -99.9% vs prior
<b>CASH &amp; BANK</b> <b>■65,777</b> bank ■6,724 + cash ■59,053 ▼ -87.7% vs prior	<b>CASH RUNWAY</b> <b>0.7 mo</b> at ■97,885/mo burn ▼ -11.2 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■199,520</b> Current Assets – Current Liabilities ▼ -59.0% vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.4%</b> ■549 ▼ -79.3 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	2.1%
EBITDA Margin	2.1%	Net (PAT) Margin	2.1%
Opex / Revenue	97.9%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-05	■1.45L stuck with customers over 60 days	Rs. 145,201
CRITICAL	2024-05	Cash runway only 0.7 months	Rs. 293,655
CRITICAL	2024-05	Bank balance dropped 39% in one period	Rs. 41,452
WARNING	2024-05	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2024-05	Portfolio is well diversified (35 customers)	

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