

Acuere Consultancy

Executive Summary · April 2025 · vs vs Q1 FY2024-25 (Apr-Jun 2024) · Figures in Full

At a glance — Revenue **■170,000**, Net Profit **■164,539**, Cash Runway **23.7 mo.**

KEY METRICS

NET REVENUE ■170,000 ▼ -51.0% vs prior	GROSS MARGIN 100.0% ■170,000 — +0.0 pts vs prior	EBITDA ■160,073 94.2% margin ▲ +65.9% vs prior	NET PROFIT (PAT) ■164,539 ▲ +70.5% vs prior
CASH & BANK ■235,092 bank ■228,239 + cash ■6,853 ▼ -1.1% vs prior	CASH RUNWAY 23.7 mo at ■9,927/mo burn ▲ +20.8 pts vs prior	NET WORKING CAPITAL ■204,428 Current Assets – Current Liabilities ▼ -31.0% vs prior	OVERDUE RECEIVABLES 89.2% ■242,801 ▼ -10.8 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	94.2%
EBITDA Margin	94.2%	Net (PAT) Margin	96.8%
Opex / Revenue	5.8%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2025-04	■2.05L stuck with customers over 60 days	Rs. 205,001
WARNING	2025-04	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2025-04	Portfolio is well diversified (35 customers)	
SUCCESS	2025-04	Revenue up 21.4% vs 2025-03	

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