

# Acuere Consultancy

Executive Summary · April 2025 · vs vs Q3 FY2024-25 (Oct-Dec 2024) · Figures in Full

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

## KEY METRICS

<b>NET REVENUE</b> <b>■170,000</b> ▼ <b>-76.6%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■170,000 — <b>+0.0 pts</b> vs prior	<b>EBITDA</b> <b>■160,073</b> 94.2% margin ▼ <b>-56.0%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■164,539</b> ▼ <b>-53.2%</b> vs prior
<b>CASH &amp; BANK</b> <b>■235,092</b> bank ■228,239 + cash ■6,853 ▼ <b>-3.1%</b> vs prior	<b>CASH RUNWAY</b> <b>23.7 mo</b> at ■9,927/mo burn ▲ <b>+21.7 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■204,428</b> Current Assets – Current Liabilities ▼ <b>-72.5%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>89.2%</b> ■242,801 ▼ <b>-10.8 pts</b> 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
<b>CRITICAL</b>	2025-04	■2.05L stuck with customers over 60 days	Rs. 205,001
<b>WARNING</b>	2025-04	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
<b>SUCCESS</b>	2025-04	Portfolio is well diversified (35 customers)	
<b>SUCCESS</b>	2025-04	Revenue up 21.4% vs 2025-03	

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