

Acuere Consultancy

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

At a glance — Revenue **■135,000**, Net Profit **■31,526**, Cash Runway **5.0 mo.**

KEY METRICS

NET REVENUE ■135,000 ▼ -81.4% vs prior	GROSS MARGIN 49.6% ■67,008 ▼ -50.4 pts vs prior	EBITDA ■31,526 23.4% margin ▼ -91.3% vs prior	NET PROFIT (PAT) ■31,526 ▼ -91.0% vs prior
CASH & BANK ■178,542 bank ■171,689 + cash ■6,853 ▼ -26.4% vs prior	CASH RUNWAY 5.0 mo at ■35,482/mo burn ▲ +3.0 pts vs prior	NET WORKING CAPITAL ■100,917 Current Assets – Current Liabilities ▼ -86.4% vs prior	OVERDUE RECEIVABLES 100.0% ■197,301 — +0.0 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	49.6%	EBIT Margin	23.4%
EBITDA Margin	23.4%	Net (PAT) Margin	23.4%
Opex / Revenue	26.3%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2025-05	■1.89L stuck with customers over 60 days	Rs. 188,801
CRITICAL	2025-05	EBITDA margin dropped 70.8 pts (from 94.2% to 23.4%)	Rs. 95,590
WARNING	2025-05	Cash runway down to 5.0 months	Rs. 212,890
WARNING	2025-05	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
CRITICAL	2025-05	Revenue fell 20.6% vs 2025-04	Rs. 35,000
WARNING	2025-05	Bank balance down 24% vs prior period	Rs. 56,550
SUCCESS	2025-05	Portfolio is well diversified (35 customers)	

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