

# Acuere Consultancy

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

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

## KEY METRICS

<b>NET REVENUE</b> <b>■135,000</b> ▼ <b>-60.9%</b> vs prior	<b>GROSS MARGIN</b> <b>49.6%</b> ■67,008 ▼ <b>-9.8 pts</b> vs prior	<b>EBITDA</b> <b>■31,526</b> 23.4% margin ▲ <b>+104.1%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■31,526</b> ▲ <b>+104.1%</b> vs prior
<b>CASH &amp; BANK</b> <b>■178,542</b> bank ■171,689 + cash ■6,853 ▲ <b>+351.0%</b> vs prior	<b>CASH RUNWAY</b> <b>5.0 mo</b> at ■35,482/mo burn ▲ <b>+4.9 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■100,917</b> Current Assets – Current Liabilities ▼ <b>-11.4%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>100.0%</b> ■197,301 — <b>+0.0 pts</b> 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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