

# Acuere Consultancy

Executive Summary · April 2025 · vs vs Q4 FY2025-26 (Jan-Mar 2026) · Figures in Full

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

## KEY METRICS

|  |  |   |  |
|--|--|---|--|
| <b>NET REVENUE</b><br><b>■170,000</b><br>▼ <b>-81.6%</b> vs prior                                    | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■170,000<br>▲ <b>+16.8 pts</b> vs prior          | <b>EBITDA</b><br><b>■160,073</b><br>94.2% margin<br>▼ <b>-69.2%</b> vs prior                                      | <b>NET PROFIT (PAT)</b><br><b>■164,539</b><br>▼ <b>-67.6%</b> vs prior               |
| <b>CASH &amp; BANK</b><br><b>■235,092</b><br>bank ■228,239 + cash ■6,853<br>▼ <b>-55.9%</b> vs prior | <b>CASH RUNWAY</b><br><b>23.7 mo</b><br>at ■9,927/mo burn<br>▲ <b>+17.3 pts</b> vs prior | <b>NET WORKING CAPITAL</b><br><b>■204,428</b><br>Current Assets – Current Liabilities<br>▼ <b>-57.9%</b> vs prior | <b>OVERDUE RECEIVABLES</b><br><b>89.2%</b><br>■242,801<br>▲ <b>+9.5 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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