

Acuere Consultancy

Executive Summary · H1 FY2024-25 (Apr 2024-Sep 2024) · vs vs April 2024 · Figures in Full

At a glance — Revenue **■1,209,667**, Net Profit **■473,744**, Cash Runway **2.4 mo.**

KEY METRICS

| | | | |
|--|---|---|---|
| NET REVENUE ■1,209,667 ▲ +4738.7% vs prior | GROSS MARGIN 100.0% ■1,209,667 — +0.0 pts vs prior | EBITDA ■473,744 39.2% margin ▲ +960.6% vs prior | NET PROFIT (PAT) ■473,744 ▲ +960.6% vs prior |
| CASH & BANK ■289,204 bank ■182,151 + cash ■107,053 ▲ +169.7% vs prior | CASH RUNWAY 2.4 mo at ■122,654/mo burn ▲ +1.0 pts vs prior | NET WORKING CAPITAL ■538,373 Current Assets – Current Liabilities ▲ +147.6% vs prior | OVERDUE RECEIVABLES 100.0% ■262,701 ▲ +99.5 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 39.2% |
| EBITDA Margin | 39.2% | Net (PAT) Margin | 39.2% |
| Opex / Revenue | 60.8% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|--|-------------|
| CRITICAL | 2024-04 | ■1.08L stuck with customers over 60 days | Rs. 108,401 |
| CRITICAL | 2024-05 | ■1.45L stuck with customers over 60 days | Rs. 145,201 |
| CRITICAL | 2024-08 | Cash runway only 1.3 months | Rs. 711,600 |
| CRITICAL | 2024-08 | ■1.98L stuck with customers over 60 days | Rs. 197,801 |
| CRITICAL | 2024-07 | Cash runway only 2.8 months | Rs. 132,000 |
| CRITICAL | 2024-07 | ■1.98L stuck with customers over 60 days | Rs. 198,301 |
| CRITICAL | 2024-07 | Bank balance dropped 48% in one period | Rs. 114,700 |
| CRITICAL | 2024-09 | Cash runway only 1.4 months | Rs. 613,614 |

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