

# Acuere Consultancy

Executive Summary · October 2024 · vs vs June 2024 · Figures in Full

**At a glance** — Revenue **■230,000**, Net Profit **■159,559**, Cash Runway **2.6 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■230,000</b> ▲ +3.8% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■230,000 — +0.0 pts vs prior	<b>EBITDA</b> <b>■171,811</b> 74.7% margin ▲ +15.0% vs prior	<b>NET PROFIT (PAT)</b> <b>■159,559</b> ▲ +6.8% vs prior
<b>CASH &amp; BANK</b> <b>■151,744</b> bank ■44,691 + cash ■107,053 ▼ -36.1% vs prior	<b>CASH RUNWAY</b> <b>2.6 mo</b> at ■58,189/mo burn ▼ -0.7 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■623,832</b> Current Assets – Current Liabilities ▲ +110.7% vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.2%</b> ■878 ▼ -0.6 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	74.7%
EBITDA Margin	74.7%	Net (PAT) Margin	69.4%
Opex / Revenue	25.3%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-10	Cash runway only 2.6 months	Rs. 174,567
CRITICAL	2024-10	■4.16L stuck with customers over 60 days	Rs. 416,101
CRITICAL	2024-10	Bank balance dropped 48% in one period	Rs. 137,460
CRITICAL	2024-10	Revenue fell 25.8% vs 2024-09	Rs. 80,000
WARNING	2024-10	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-10	DSO climbed 31 days vs 2024-09	
SUCCESS	2024-10	Portfolio is well diversified (35 customers)	

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