

Acuere Consultancy

Executive Summary · July 2024 · Figures in Full

At a glance — Revenue **■170,000**, Net Profit **■126,000**, Cash Runway **2.8 mo.**

KEY METRICS

| | | | |
|--|--|--|--|
| NET REVENUE ■170,000 | GROSS MARGIN 100.0% ■170,000 | EBITDA ■126,000 74.1% margin | NET PROFIT (PAT) ■126,000 |
| CASH & BANK ■122,944 bank ■15,891 + cash ■107,053 | CASH RUNWAY 2.8 mo at ■44,000/mo burn | NET WORKING CAPITAL ■347,111 Current Assets – Current Liabilities | OVERDUE RECEIVABLES 0.3% ■614 |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 74.1% |
| EBITDA Margin | 74.1% | Net (PAT) Margin | 74.1% |
| Opex / Revenue | 25.9% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|--|-------------|
| 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 | 2024-07 | Revenue fell 23.3% vs 2024-06 | Rs. 51,667 |
| WARNING | 2024-07 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| WARNING | 2024-07 | DSO climbed 26 days vs 2024-06 | |
| SUCCESS | 2024-07 | Portfolio is well diversified (35 customers) | |

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