

Acuere Consultancy

Executive Summary · November 2024 · vs vs July 2024 · Figures in Full

At a glance — Revenue **■282,500**, Net Profit **■25,946**, Cash Runway **1.1 mo.**

KEY METRICS

NET REVENUE ■282,500 ▲ +66.2% vs prior	GROSS MARGIN 100.0% ■282,500 — +0.0 pts vs prior	EBITDA ■25,946 9.2% margin ▼ -79.4% vs prior	NET PROFIT (PAT) ■25,946 ▼ -79.4% vs prior
CASH & BANK ■281,564 bank ■174,511 + cash ■107,053 ▲ +129.0% vs prior	CASH RUNWAY 1.1 mo at ■256,554/mo burn ▼ -1.7 pts vs prior	NET WORKING CAPITAL ■595,779 Current Assets – Current Liabilities ▲ +71.6% vs prior	OVERDUE RECEIVABLES 0.4% ■891 ▲ +0.1 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	9.2%
EBITDA Margin	9.2%	Net (PAT) Margin	9.2%
Opex / Revenue	90.8%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-11	Cash runway only 1.1 months	Rs. 769,661
CRITICAL	2024-11	■2.30L stuck with customers over 60 days	Rs. 230,101
CRITICAL	2024-11	EBITDA margin dropped 65.5 pts (from 74.7% to 9.2%)	Rs. 185,083
WARNING	2024-11	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2024-11	Portfolio is well diversified (35 customers)	
SUCCESS	2024-11	Revenue up 22.8% vs 2024-10	

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