Acuere Consultancy

Executive Summary · January 2025 · vs vs July 2024 · Figures in Full

At a glance — Revenue ■**165,000**, Net Profit ■**115,550**, Cash Runway **5.3 mo**.

KEY METRICS

NET REVENUE ■165,000 ▼ -2.9% vs prior	GROSS MARGIN 100.0% ■165,000 — +0.0 pts vs prior	EBITDA ■115,550 70.0% margin ▼ -8.3% vs prior	NET PROFIT (PAT) ■115,550 ▼ -8.3% vs prior
CASH & BANK ■262,250 bank ■55,197 + cash ■207,053 ▲ +113.3% vs prior	CASH RUNWAY 5.3 mo at ■49,450/mo burn ▲ +2.5 pts vs prior	NET WORKING CAPITAL ■824,763 Current Assets – Current Liabilities ▲ +137.6% vs prior	OVERDUE RECEIVABLES 0.3% ■1,167 ▼ -0.0 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	70.0%
EBITDA Margin	70.0%	Net (PAT) Margin	70.0%
Opex / Revenue	30.0%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2025-01	■4.13L stuck with customers over 60 days	Rs. 412,501
CRITICAL	2025-01	Customers take 78 days to pay you	Rs. 412,501
CRITICAL	2025-01	Revenue fell 23.3% vs 2024-12	Rs. 50,000
WARNING	2025-01	Cash runway down to 5.3 months	Rs. 296,700
WARNING	2025-01	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2025-01	DSO climbed 22 days vs 2024-12	
CRITICAL	2025-01	EBITDA margin dropped 7.3 pts (from 77.4% to 70.0%)	Rs. 12,114
SUCCESS	2025-01	Portfolio is well diversified (35 customers)	

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