

# Acuere Consultancy

Executive Summary · August 2024 · Figures in Full

**At a glance** — Revenue **■383,000**, Net Profit **■145,800**, Cash Runway **1.3 mo.**

## KEY METRICS

<b>NET REVENUE</b> ■383,000	<b>GROSS MARGIN</b> 100.0% ■383,000	<b>EBITDA</b> ■145,800 38.1% margin	<b>NET PROFIT (PAT)</b> ■145,800
<b>CASH &amp; BANK</b> ■298,344 bank ■191,291 + cash ■107,053	<b>CASH RUNWAY</b> 1.3 mo at ■237,200/mo burn	<b>NET WORKING CAPITAL</b> ■467,911 Current Assets – Current Liabilities	<b>OVERDUE RECEIVABLES</b> 0.3% ■638

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	38.1%
EBITDA Margin	38.1%	Net (PAT) Margin	38.1%
Opex / Revenue	61.9%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
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	2024-08	EBITDA margin dropped 36.0 pts (from 74.1% to 38.1%)	Rs. 138,071
WARNING	2024-08	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2024-08	Portfolio is well diversified (35 customers)	
SUCCESS	2024-08	Revenue up 125.3% vs 2024-07	

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