

# Acuere Consultancy

Executive Summary · Q1 FY2024-25 (Apr-Jun 2024) · vs vs August 2024 · Figures in Full

**At a glance** — Revenue **■346,667**, Net Profit **■96,482**, Cash Runway **2.8 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■346,667</b> ▼ -9.5% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■346,667 — +0.0 pts vs prior	<b>EBITDA</b> <b>■96,482</b> 27.8% margin ▼ -33.8% vs prior	<b>NET PROFIT (PAT)</b> <b>■96,482</b> ▼ -33.8% vs prior
<b>CASH &amp; BANK</b> <b>■237,644</b> bank ■178,591 + cash ■59,053 ▼ -20.3% vs prior	<b>CASH RUNWAY</b> <b>2.8 mo</b> at ■83,395/mo burn ▲ +1.6 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■296,111</b> Current Assets – Current Liabilities ▼ -36.7% vs prior	<b>OVERDUE RECEIVABLES</b> <b>100.0%</b> ■74,401 ▲ +99.7 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	27.8%
EBITDA Margin	27.8%	Net (PAT) Margin	27.8%
Opex / Revenue	72.2%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-04	■1.08L stuck with customers over 60 days	Rs. 108,401
CRITICAL	2024-05	■1.45L stuck with customers over 60 days	Rs. 145,201
CRITICAL	2024-05	Cash runway only 0.7 months	Rs. 293,655
CRITICAL	2024-04	Cash runway only 1.3 months	Rs. 240,150
CRITICAL	2024-04	Customers take 130 days to pay you	Rs. 108,401
CRITICAL	2024-04	Operating loss of ■55.0k	Rs. 55,050
CRITICAL	2024-04	Negative Return on Equity: -25.3%	Rs. 55,050
CRITICAL	2024-05	Bank balance dropped 39% in one period	Rs. 41,452

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