

Acuere Consultancy

Executive Summary · Q3 FY2024-25 (Oct-Dec 2024) · vs vs August 2024 · Figures in Full

At a glance — Revenue **₹727,500**, Net Profit **₹351,755**, Cash Runway **2.0 mo.**

KEY METRICS

| | | | |
|--|---|--|---|
| NET REVENUE ₹727,500 ▲ +89.9% vs prior | GROSS MARGIN 100.0% ₹727,500 — +0.0 pts vs prior | EBITDA ₹364,107 50.0% margin ▲ +149.7% vs prior | NET PROFIT (PAT) ₹351,755 ▲ +141.3% vs prior |
| CASH & BANK ₹242,690 bank ₹35,637 + cash ₹207,053 ▼ -18.7% vs prior | CASH RUNWAY 2.0 mo at ₹121,131/mo burn ▲ +0.7 pts vs prior | NET WORKING CAPITAL ₹742,029 Current Assets – Current Liabilities ▲ +58.6% vs prior | OVERDUE RECEIVABLES 100.0% ₹383,501 ▲ +99.7 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|---------|
| Gross Margin | 100.0% | EBIT Margin | 50.0% |
| EBITDA Margin | 50.0% | Net (PAT) Margin | 48.4% |
| Opex / Revenue | 50.0% | Interest Coverage | 3641.1x |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|---|-------------|
| CRITICAL | 2024-10 | Cash runway only 2.6 months | Rs. 174,567 |
| CRITICAL | 2024-10 | ₹4.16L stuck with customers over 60 days | Rs. 416,101 |
| CRITICAL | 2024-10 | Bank balance dropped 48% in one period | Rs. 137,460 |
| 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 |
| CRITICAL | 2024-12 | ₹3.84L stuck with customers over 60 days | Rs. 383,501 |
| CRITICAL | 2024-10 | Revenue fell 25.8% vs 2024-09 | Rs. 80,000 |

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