

# Acuere Consultancy

Executive Summary · May 2024 · vs vs September 2024 · Figures in Full

**At a glance** — Revenue **■100,000**, Net Profit **■2,115**, Cash Runway **0.7 mo.**

## KEY METRICS

|   |  |  |  |
|---|--|--|--|
| <b>NET REVENUE</b><br><b>■100,000</b><br>▼ -67.7% vs prior                                  | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■100,000<br>— +0.0 pts vs prior          | <b>EBITDA</b><br><b>■2,115</b><br>2.1% margin<br>▼ -98.0% vs prior   | <b>NET PROFIT (PAT)</b><br><b>■2,115</b><br>▼ -98.0% vs prior            |
| <b>CASH &amp; BANK</b><br><b>■65,777</b><br>bank ■6,724 + cash ■59,053<br>▼ -77.3% vs prior | <b>CASH RUNWAY</b><br><b>0.7 mo</b><br>at ■97,885/mo burn<br>▼ -0.7 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■199,520</b><br>Current Assets – Current Liabilities<br>▼ -62.9% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>0.4%</b><br>■549<br>▲ +0.1 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value  | Metric            | Value |
|----------------|--------|-------------------|-------|
| Gross Margin   | 100.0% | EBIT Margin       | 2.1%  |
| EBITDA Margin  | 2.1%   | Net (PAT) Margin  | 2.1%  |
| Opex / Revenue | 97.9%  | Interest Coverage | n/a   |

## TOP ALERTS

| Severity | Period  | Title  | At risk     |
|----------|---------|--|-------------|
| 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 | 2024-05 | Bank balance dropped 39% in one period       | Rs. 41,452  |
| WARNING  | 2024-05 | 15 customers gone quiet — ■5.62L at risk     | Rs. 562,500 |
| SUCCESS  | 2024-05 | Portfolio is well diversified (35 customers) |             |

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