

Acuere Consultancy

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

At a glance — Revenue **■215,000**, Net Profit **■166,250**, Cash Runway **5.0 mo.**

KEY METRICS

NET REVENUE ■215,000 ▼ -30.6% vs prior	GROSS MARGIN 100.0% ■215,000 — +0.0 pts vs prior	EBITDA ■166,350 77.4% margin ▲ +57.7% vs prior	NET PROFIT (PAT) ■166,250 ▲ +57.6% vs prior
CASH & BANK ■242,690 bank ■35,637 + cash ■207,053 ▼ -16.1% vs prior	CASH RUNWAY 5.0 mo at ■48,650/mo burn ▲ +3.6 pts vs prior	NET WORKING CAPITAL ■742,029 Current Assets – Current Liabilities ▲ +37.8% vs prior	OVERDUE RECEIVABLES 0.2% ■957 ▼ -0.0 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	77.4%
EBITDA Margin	77.4%	Net (PAT) Margin	77.3%
Opex / Revenue	22.6%	Interest Coverage	1663.5x

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-12	■3.84L stuck with customers over 60 days	Rs. 383,501
CRITICAL	2024-12	Revenue fell 23.9% vs 2024-11	Rs. 67,500
WARNING	2024-12	Cash runway down to 5.0 months	Rs. 291,900
WARNING	2024-12	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-12	DSO climbed 31 days vs 2024-11	
WARNING	2024-12	Bank balance down 14% vs prior period	Rs. 38,874
SUCCESS	2024-12	Portfolio is well diversified (35 customers)	

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