

Acuere Consultancy

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

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

KEY METRICS

NET REVENUE ■346,667 ▲ +11.8% vs prior	GROSS MARGIN 100.0% ■346,667 — +0.0 pts vs prior	EBITDA ■96,482 27.8% margin ▼ -8.5% vs prior	NET PROFIT (PAT) ■96,482 ▼ -8.5% vs prior
CASH & BANK ■237,644 bank ■178,591 + cash ■59,053 ▼ -17.8% vs prior	CASH RUNWAY 2.8 mo at ■83,395/mo burn ▲ +1.4 pts vs prior	NET WORKING CAPITAL ■296,111 Current Assets – Current Liabilities ▼ -45.0% vs prior	OVERDUE RECEIVABLES 100.0% ■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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