

Acuere Consultancy

Executive Summary · June 2024 · vs vs October 2024 · Figures in Full

At a glance — Revenue **■221,667**, Net Profit **■149,417**, Cash Runway **3.3 mo.**

KEY METRICS

| | | | |
|--|--|--|--|
| NET REVENUE ■221,667 ▼ -3.6% vs prior | GROSS MARGIN 100.0% ■221,667 — +0.0 pts vs prior | EBITDA ■149,417 67.4% margin ▼ -13.0% vs prior | NET PROFIT (PAT) ■149,417 ▼ -6.4% vs prior |
| CASH & BANK ■237,644 bank ■178,591 + cash ■59,053 ▲ +56.6% vs prior | CASH RUNWAY 3.3 mo at ■72,250/mo burn ▲ +0.7 pts vs prior | NET WORKING CAPITAL ■296,111 Current Assets – Current Liabilities ▼ -52.5% vs prior | OVERDUE RECEIVABLES 0.8% ■569 ▲ +0.6 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 67.4% |
| EBITDA Margin | 67.4% | Net (PAT) Margin | 67.4% |
| Opex / Revenue | 32.6% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|--|-------------|
| CRITICAL | 2024-06 | ■74.4k stuck with customers over 60 days | Rs. 74,401 |
| WARNING | 2024-06 | Cash runway down to 3.3 months | Rs. 433,500 |
| WARNING | 2024-06 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| SUCCESS | 2024-06 | Portfolio is well diversified (35 customers) | |
| SUCCESS | 2024-06 | Revenue up 121.7% vs 2024-05 | |

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