

# Acuere Consultancy

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

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

## KEY METRICS

<b>NET REVENUE</b> <b>■215,000</b> ▼ <b>-6.5%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■215,000 — <b>+0.0 pts</b> vs prior	<b>EBITDA</b> <b>■166,350</b> 77.4% margin ▼ <b>-3.2%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■166,250</b> ▲ <b>+4.2%</b> vs prior
<b>CASH &amp; BANK</b> <b>■242,690</b> bank ■35,637 + cash ■207,053 ▲ <b>+59.9%</b> vs prior	<b>CASH RUNWAY</b> <b>5.0 mo</b> at ■48,650/mo burn ▲ <b>+2.4 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■742,029</b> Current Assets – Current Liabilities ▲ <b>+18.9%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.2%</b> ■957 ▲ <b>+0.0 pts</b> 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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