

Acuere Consultancy

Executive Summary · FY2024-25 YTD · vs vs October 2024 · Figures in Full

At a glance — Revenue **■2,282,167**, Net Profit **■64,143**, Cash Runway **0.2 mo.**

KEY METRICS

NET REVENUE ■2,282,167 ▲ +892.2% vs prior	GROSS MARGIN 93.9% ■2,142,167 ▼ -6.1 pts vs prior	EBITDA ■69,011 3.0% margin ▼ -59.8% vs prior	NET PROFIT (PAT) ■64,143 ▼ -59.8% vs prior
CASH & BANK ■39,591 bank ■32,738 + cash ■6,853 ▼ -73.9% vs prior	CASH RUNWAY 0.2 mo at ■172,763/mo burn ▼ -2.4 pts vs prior	NET WORKING CAPITAL ■113,889 Current Assets – Current Liabilities ▼ -81.7% vs prior	OVERDUE RECEIVABLES 100.0% ■304,201 ▲ +99.8 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	93.9%	EBIT Margin	2.8%
EBITDA Margin	3.0%	Net (PAT) Margin	2.8%
Opex / Revenue	90.8%	Interest Coverage	86.6x

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-04	■1.08L stuck with customers over 60 days	Rs. 108,401
CRITICAL	2025-02	■3.60L stuck with customers over 60 days	Rs. 359,901
CRITICAL	2024-10	Cash runway only 2.6 months	Rs. 174,567
CRITICAL	2024-10	■4.16L stuck with customers over 60 days	Rs. 416,101
CRITICAL	2024-10	Bank balance dropped 48% in one period	Rs. 137,460
CRITICAL	2024-11	Cash runway only 1.1 months	Rs. 769,661
CRITICAL	2024-11	■2.30L stuck with customers over 60 days	Rs. 230,101
CRITICAL	2024-11	EBITDA margin dropped 65.5 pts (from 74.7% to 9.2%)	Rs. 185,083

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