

# Acuere Consultancy

Executive Summary · Q2 FY2024-25 (Jul-Sep 2024) · vs vs October 2024 · Figures in Full

**At a glance** — Revenue **■863,000**, Net Profit **■377,262**, Cash Runway **1.8 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■863,000</b> ▲ +275.2% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■863,000 — +0.0 pts vs prior	<b>EBITDA</b> <b>■377,262</b> 43.7% margin ▲ +119.6% vs prior	<b>NET PROFIT (PAT)</b> <b>■377,262</b> ▲ +136.4% vs prior
<b>CASH &amp; BANK</b> <b>■289,204</b> bank ■182,151 + cash ■107,053 ▲ +90.6% vs prior	<b>CASH RUNWAY</b> <b>1.8 mo</b> at ■161,913/mo burn ▼ -0.8 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■538,373</b> Current Assets – Current Liabilities ▼ -13.7% vs prior	<b>OVERDUE RECEIVABLES</b> <b>100.0%</b> ■262,701 ▲ +99.8 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	43.7%
EBITDA Margin	43.7%	Net (PAT) Margin	43.7%
Opex / Revenue	56.3%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-08	Cash runway only 1.3 months	Rs. 711,600
CRITICAL	2024-08	■1.98L stuck with customers over 60 days	Rs. 197,801
CRITICAL	2024-07	Cash runway only 2.8 months	Rs. 132,000
CRITICAL	2024-07	■1.98L stuck with customers over 60 days	Rs. 198,301
CRITICAL	2024-07	Bank balance dropped 48% in one period	Rs. 114,700
CRITICAL	2024-09	Cash runway only 1.4 months	Rs. 613,614
CRITICAL	2024-09	■2.63L stuck with customers over 60 days	Rs. 262,701
CRITICAL	2024-08	EBITDA margin dropped 36.0 pts (from 74.1% to 38.1%)	Rs. 138,071

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