

# Acuere Consultancy

Executive Summary · August 2024 · vs vs November 2024 · Figures in Full

**At a glance** — Revenue **■383,000**, Net Profit **■145,800**, Cash Runway **1.3 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■383,000</b> ▲ +35.6% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■383,000 — +0.0 pts vs prior	<b>EBITDA</b> <b>■145,800</b> 38.1% margin ▲ +461.9% vs prior	<b>NET PROFIT (PAT)</b> <b>■145,800</b> ▲ +461.9% vs prior
<b>CASH &amp; BANK</b> <b>■298,344</b> bank ■191,291 + cash ■107,053 ▲ +6.0% vs prior	<b>CASH RUNWAY</b> <b>1.3 mo</b> at ■237,200/mo burn ▲ +0.2 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■467,911</b> Current Assets – Current Liabilities ▼ -21.5% vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.3%</b> ■638 ▼ -0.1 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	38.1%
EBITDA Margin	38.1%	Net (PAT) Margin	38.1%
Opex / Revenue	61.9%	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	2024-08	EBITDA margin dropped 36.0 pts (from 74.1% to 38.1%)	Rs. 138,071
WARNING	2024-08	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2024-08	Portfolio is well diversified (35 customers)	
SUCCESS	2024-08	Revenue up 125.3% vs 2024-07	

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