Acuere Consultancy

Executive Summary · June 2024 · vs vs January 2025 · Figures in Full

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

KEY METRICS

NET REVENUE ■221,667 ▲ +34.3% vs prior	GROSS MARGIN 100.0% ■221,667 — +0.0 pts vs prior	EBITDA ■149,417 67.4% margin ▲ +29.3% vs prior	NET PROFIT (PAT) ■149,417 ▲ +29.3% vs prior
CASH & BANK ■237,644 bank ■178,591 + cash ■59,053 ▼ -9.4% vs prior	CASH RUNWAY 3.3 mo at ■72,250/mo burn ▼ -2.0 pts vs prior	NET WORKING CAPITAL ■296,111 Current Assets – Current Liabilities ▼ -64.1% vs prior	OVERDUE RECEIVABLES 0.8% ■569 ▲ +0.5 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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