

Acuere Consultancy

Executive Summary · January 2025 · Figures in Full

At a glance — Revenue **■165,000**, Net Profit **■115,550**, Cash Runway **5.3 mo.**

KEY METRICS

| | | | |
|--|--|--|--|
| NET REVENUE ■165,000 | GROSS MARGIN 100.0% ■165,000 | EBITDA ■115,550 70.0% margin | NET PROFIT (PAT) ■115,550 |
| CASH & BANK ■262,250 bank ■55,197 + cash ■207,053 | CASH RUNWAY 5.3 mo at ■49,450/mo burn | NET WORKING CAPITAL ■824,763 Current Assets – Current Liabilities | OVERDUE RECEIVABLES 0.3% ■1,167 |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 70.0% |
| EBITDA Margin | 70.0% | Net (PAT) Margin | 70.0% |
| Opex / Revenue | 30.0% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|---|-------------|
| CRITICAL | 2025-01 | ■4.13L stuck with customers over 60 days | Rs. 412,501 |
| CRITICAL | 2025-01 | Customers take 78 days to pay you | Rs. 412,501 |
| CRITICAL | 2025-01 | Revenue fell 23.3% vs 2024-12 | Rs. 50,000 |
| WARNING | 2025-01 | Cash runway down to 5.3 months | Rs. 296,700 |
| WARNING | 2025-01 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| WARNING | 2025-01 | DSO climbed 22 days vs 2024-12 | |
| CRITICAL | 2025-01 | EBITDA margin dropped 7.3 pts (from 77.4% to 70.0%) | Rs. 12,114 |
| SUCCESS | 2025-01 | Portfolio is well diversified (35 customers) | |

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