

# Acuere Consultancy

Executive Summary · July 2024 · vs vs July 2025 · Figures in Full

**At a glance** — Revenue ■170,000, Net Profit ■126,000, Cash Runway **2.8 mo.**

## KEY METRICS

<b>NET REVENUE</b> <span style="font-size: 1.2em;">■</span> 170,000 ▼ -57.5% vs prior	<b>GROSS MARGIN</b> <span style="font-size: 1.2em;">100.0%</span> ■170,000 — +0.0 pts vs prior	<b>EBITDA</b> <span style="font-size: 1.2em;">■</span> 126,000 74.1% margin ▼ -65.8% vs prior	<b>NET PROFIT (PAT)</b> <span style="font-size: 1.2em;">■</span> 126,000 ▼ -65.8% vs prior
<b>CASH &amp; BANK</b> <span style="font-size: 1.2em;">■</span> 122,944 bank ■15,891 + cash ■107,053 ▼ -42.5% vs prior	<b>CASH RUNWAY</b> <span style="font-size: 1.2em;">2.8 mo</span> at ■44,000/mo burn ▼ -3.9 pts vs prior	<b>NET WORKING CAPITAL</b> <span style="font-size: 1.2em;">■</span> 347,111 Current Assets – Current Liabilities ▼ -22.5% vs prior	<b>OVERDUE RECEIVABLES</b> <span style="font-size: 1.2em;">0.3%</span> ■614 ▼ -35.5 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	74.1%
EBITDA Margin	74.1%	Net (PAT) Margin	74.1%
Opex / Revenue	25.9%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
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	2024-07	Revenue fell 23.3% vs 2024-06	Rs. 51,667
WARNING	2024-07	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-07	DSO climbed 26 days vs 2024-06	
SUCCESS	2024-07	Portfolio is well diversified (35 customers)	

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