

Acuere Consultancy

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

At a glance — Revenue **■230,000**, Net Profit **■159,559**, Cash Runway **2.6 mo.**

KEY METRICS

| | | | |
|--|--|--|---|
| NET REVENUE ■230,000 ▼ -42.5% vs prior | GROSS MARGIN 100.0% ■230,000 — +0.0 pts vs prior | EBITDA ■171,811 74.7% margin ▼ -53.3% vs prior | NET PROFIT (PAT) ■159,559 ▼ -56.7% vs prior |
| CASH & BANK ■151,744 bank ■44,691 + cash ■107,053 ▼ -29.0% vs prior | CASH RUNWAY 2.6 mo at ■58,189/mo burn ▼ -4.1 pts vs prior | NET WORKING CAPITAL ■623,832 Current Assets – Current Liabilities ▲ +39.2% vs prior | OVERDUE RECEIVABLES 0.2% ■878 ▼ -35.6 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 74.7% |
| EBITDA Margin | 74.7% | Net (PAT) Margin | 69.4% |
| Opex / Revenue | 25.3% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|--|-------------|
| CRITICAL | 2024-10 | Cash runway only 2.6 months | Rs. 174,567 |
| CRITICAL | 2024-10 | ■4.16L stuck with customers over 60 days | Rs. 416,101 |
| CRITICAL | 2024-10 | Bank balance dropped 48% in one period | Rs. 137,460 |
| CRITICAL | 2024-10 | Revenue fell 25.8% vs 2024-09 | Rs. 80,000 |
| WARNING | 2024-10 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| WARNING | 2024-10 | DSO climbed 31 days vs 2024-09 | |
| SUCCESS | 2024-10 | Portfolio is well diversified (35 customers) | |

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