

# Acuere Consultancy

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

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

## KEY METRICS

<b>NET REVENUE</b> ■221,667 ▼ -16.5% vs prior	<b>GROSS MARGIN</b> 100.0% ■221,667 — +0.0 pts vs prior	<b>EBITDA</b> ■149,417 67.4% margin ▼ -27.2% vs prior	<b>NET PROFIT (PAT)</b> ■149,417 ▼ -27.2% vs prior
<b>CASH &amp; BANK</b> ■237,644 bank ■178,591 + cash ■59,053 ▼ -39.4% vs prior	<b>CASH RUNWAY</b> 3.3 mo at ■72,250/mo burn ▼ -3.2 pts vs prior	<b>NET WORKING CAPITAL</b> ■296,111 Current Assets – Current Liabilities ▼ -56.6% vs prior	<b>OVERDUE RECEIVABLES</b> 0.8% ■569 ▼ -40.9 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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