

# Acuere Consultancy

Executive Summary · September 2024 · vs vs February 2026 · Figures in Full

**At a glance** — Revenue **■310,000**, Net Profit **■105,462**, Cash Runway **1.4 mo.**

## KEY METRICS

|   |   |  |   |
|---|---|--|---|
| <b>NET REVENUE</b><br><b>■310,000</b><br>▼ -13.5% vs prior                                      | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■310,000<br>— +0.0 pts vs prior           | <b>EBITDA</b><br><b>■105,462</b><br>34.0% margin<br>▼ -65.9% vs prior                                      | <b>NET PROFIT (PAT)</b><br><b>■105,462</b><br>▼ -64.5% vs prior           |
| <b>CASH &amp; BANK</b><br><b>■289,204</b><br>bank ■182,151 + cash ■107,053<br>▼ -30.1% vs prior | <b>CASH RUNWAY</b><br><b>1.4 mo</b><br>at ■204,538/mo burn<br>▼ -7.0 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■538,373</b><br>Current Assets – Current Liabilities<br>▼ -16.3% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>0.3%</b><br>■745<br>▼ -36.6 pts vs prior |

## PROFITABILITY RATIOS

| Metric         | Value  | Metric            | Value |
|----------------|--------|-------------------|-------|
| Gross Margin   | 100.0% | EBIT Margin       | 34.0% |
| EBITDA Margin  | 34.0%  | Net (PAT) Margin  | 34.0% |
| Opex / Revenue | 66.0%  | Interest Coverage | n/a   |

## TOP ALERTS

| Severity | Period  | Title  | At risk     |
|----------|---------|--|-------------|
| CRITICAL | 2024-09 | Cash runway only 1.4 months                  | Rs. 613,614 |
| CRITICAL | 2024-09 | ■2.63L stuck with customers over 60 days     | Rs. 262,701 |
| WARNING  | 2024-09 | 15 customers gone quiet — ■5.62L at risk     | Rs. 562,500 |
| WARNING  | 2024-09 | EBITDA margin slipped 4.0 pts to 34.0%       |             |
| WARNING  | 2024-09 | Revenue down 19.1% vs 2024-08                | Rs. 73,000  |
| SUCCESS  | 2024-09 | Portfolio is well diversified (35 customers) |             |

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