

# Acuere Consultancy

Executive Summary · October 2024 · vs vs March 2026 · Figures in Full

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

## KEY METRICS

|  |  |  |   |
|--|--|--|---|
| <b>NET REVENUE</b><br><b>■230,000</b><br>▼ -36.6% vs prior                                     | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■230,000<br>▲ +33.1 pts vs prior         | <b>EBITDA</b><br><b>■171,811</b><br>74.7% margin<br>▲ +16.1% vs prior                                      | <b>NET PROFIT (PAT)</b><br><b>■159,559</b><br>▲ +8.3% vs prior            |
| <b>CASH &amp; BANK</b><br><b>■151,744</b><br>bank ■44,691 + cash ■107,053<br>▼ -71.5% vs prior | <b>CASH RUNWAY</b><br><b>2.6 mo</b><br>at ■58,189/mo burn<br>▼ -3.0 pts vs prior | <b>NET WORKING CAPITAL</b><br><b>■623,832</b><br>Current Assets – Current Liabilities<br>▲ +28.3% vs prior | <b>OVERDUE RECEIVABLES</b><br><b>0.2%</b><br>■878<br>▼ -79.5 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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