

# Acuere Consultancy

Executive Summary · September 2024 · vs vs FY2024-25 · Figures in Full

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

## KEY METRICS

<b>NET REVENUE</b> <b>■310,000</b> ▼ <b>-86.4%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■310,000 ▲ <b>+6.1 pts</b> vs prior	<b>EBITDA</b> <b>■105,462</b> 34.0% margin ▲ <b>+52.8%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■105,462</b> ▲ <b>+64.4%</b> vs prior
<b>CASH &amp; BANK</b> <b>■289,204</b> bank ■182,151 + cash ■107,053 ▲ <b>+630.5%</b> vs prior	<b>CASH RUNWAY</b> <b>1.4 mo</b> at ■204,538/mo burn ▲ <b>+1.2 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■538,373</b> Current Assets – Current Liabilities ▲ <b>+372.7%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.3%</b> ■745 ▼ <b>-99.7 pts</b> 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
<b>CRITICAL</b>	2024-09	Cash runway only 1.4 months	Rs. 613,614
<b>CRITICAL</b>	2024-09	■2.63L stuck with customers over 60 days	Rs. 262,701
<b>WARNING</b>	2024-09	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
<b>WARNING</b>	2024-09	EBITDA margin slipped 4.0 pts to 34.0%	
<b>WARNING</b>	2024-09	Revenue down 19.1% vs 2024-08	Rs. 73,000
<b>SUCCESS</b>	2024-09	Portfolio is well diversified (35 customers)	

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