

# Acuere Consultancy

Executive Summary · H1 FY2024-25 (Apr 2024-Sep 2024) · vs vs FY2024-25 · Figures in Full

**At a glance** — Revenue **■1,209,667**, Net Profit **■473,744**, Cash Runway **2.4 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■1,209,667</b> ▼ <b>-47.0%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■1,209,667 ▲ <b>+6.1 pts</b> vs prior	<b>EBITDA</b> <b>■473,744</b> 39.2% margin ▲ <b>+586.5%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■473,744</b> ▲ <b>+638.6%</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>2.4 mo</b> at ■122,654/mo burn ▲ <b>+2.1 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>100.0%</b> ■262,701 — <b>+0.0 pts</b> vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	39.2%
EBITDA Margin	39.2%	Net (PAT) Margin	39.2%
Opex / Revenue	60.8%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-04	■1.08L stuck with customers over 60 days	Rs. 108,401
CRITICAL	2024-05	■1.45L stuck with customers over 60 days	Rs. 145,201
CRITICAL	2024-08	Cash runway only 1.3 months	Rs. 711,600
CRITICAL	2024-08	■1.98L stuck with customers over 60 days	Rs. 197,801
CRITICAL	2024-07	Cash runway only 2.8 months	Rs. 132,000
CRITICAL	2024-07	■1.98L stuck with customers over 60 days	Rs. 198,301
CRITICAL	2024-07	Bank balance dropped 48% in one period	Rs. 114,700
CRITICAL	2024-09	Cash runway only 1.4 months	Rs. 613,614

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