

Acuere Consultancy

Executive Summary · July 2024 · vs vs FY2024-25 YTD · Figures in Full

At a glance — Revenue ■170,000, Net Profit ■126,000, Cash Runway **2.8 mo.**

KEY METRICS

NET REVENUE ■ 170,000 ▼ -92.6% vs prior	GROSS MARGIN 100.0% ■ 170,000 ▲ +6.1 pts vs prior	EBITDA ■ 126,000 74.1% margin ▲ +82.6% vs prior	NET PROFIT (PAT) ■ 126,000 ▲ +96.4% vs prior
CASH & BANK ■ 122,944 bank ■ 15,891 + cash ■ 107,053 ▲ +210.5% vs prior	CASH RUNWAY 2.8 mo at ■ 44,000/mo burn ▲ +2.6 pts vs prior	NET WORKING CAPITAL ■ 347,111 Current Assets – Current Liabilities ▲ +204.8% vs prior	OVERDUE RECEIVABLES 0.3% ■ 614 ▼ -99.7 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	74.1%
EBITDA Margin	74.1%	Net (PAT) Margin	74.1%
Opex / Revenue	25.9%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
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	2024-07	Revenue fell 23.3% vs 2024-06	Rs. 51,667
WARNING	2024-07	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-07	DSO climbed 26 days vs 2024-06	
SUCCESS	2024-07	Portfolio is well diversified (35 customers)	

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