

# Acuere Consultancy

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

**At a glance** — Revenue **■282,500**, Net Profit **■25,946**, Cash Runway **1.1 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■282,500</b> ▼ -87.6% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■282,500 ▲ +6.1 pts vs prior	<b>EBITDA</b> <b>■25,946</b> 9.2% margin ▼ -62.4% vs prior	<b>NET PROFIT (PAT)</b> <b>■25,946</b> ▼ -59.5% vs prior
<b>CASH &amp; BANK</b> <b>■281,564</b> bank ■174,511 + cash ■107,053 ▲ +611.2% vs prior	<b>CASH RUNWAY</b> <b>1.1 mo</b> at ■256,554/mo burn ▲ +0.9 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■595,779</b> Current Assets – Current Liabilities ▲ +423.1% vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.4%</b> ■891 ▼ -99.6 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	9.2%
EBITDA Margin	9.2%	Net (PAT) Margin	9.2%
Opex / Revenue	90.8%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-11	Cash runway only 1.1 months	Rs. 769,661
CRITICAL	2024-11	■2.30L stuck with customers over 60 days	Rs. 230,101
CRITICAL	2024-11	EBITDA margin dropped 65.5 pts (from 74.7% to 9.2%)	Rs. 185,083
WARNING	2024-11	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2024-11	Portfolio is well diversified (35 customers)	
SUCCESS	2024-11	Revenue up 22.8% vs 2024-10	

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