

# Acuere Consultancy

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

**At a glance** — Revenue **■221,667**, Net Profit **■149,417**, Cash Runway **3.3 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■221,667</b> ▼ <b>-81.7%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■221,667 — <b>+0.0 pts</b> vs prior	<b>EBITDA</b> <b>■149,417</b> 67.4% margin ▼ <b>-68.5%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■149,417</b> ▼ <b>-68.5%</b> vs prior
<b>CASH &amp; BANK</b> <b>■237,644</b> bank ■178,591 + cash ■59,053 ▼ <b>-17.8%</b> vs prior	<b>CASH RUNWAY</b> <b>3.3 mo</b> at ■72,250/mo burn ▲ <b>+0.9 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■296,111</b> Current Assets – Current Liabilities ▼ <b>-45.0%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.8%</b> ■569 ▼ <b>-99.2 pts</b> vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	67.4%
EBITDA Margin	67.4%	Net (PAT) Margin	67.4%
Opex / Revenue	32.6%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
<b>CRITICAL</b>	2024-06	■74.4k stuck with customers over 60 days	Rs. 74,401
<b>WARNING</b>	2024-06	Cash runway down to 3.3 months	Rs. 433,500
<b>WARNING</b>	2024-06	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
<b>SUCCESS</b>	2024-06	Portfolio is well diversified (35 customers)	
<b>SUCCESS</b>	2024-06	Revenue up 121.7% vs 2024-05	

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