

# Acuere Consultancy

Executive Summary · November 2024 · vs vs H2 FY2024-25 (Oct 2024-Mar 2025) · Figures in Full

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

## KEY METRICS

|   |  |  |  |
|---|--|--|--|
| <b>NET REVENUE</b><br><b>■282,500</b><br>▼ <b>-73.7%</b> vs prior                                       | <b>GROSS MARGIN</b><br><b>100.0%</b><br>■282,500<br>▲ <b>+13.1 pts</b> vs prior          | <b>EBITDA</b><br><b>■25,946</b><br>9.2% margin<br>▲ <b>+106.4%</b> vs prior  | <b>NET PROFIT (PAT)</b><br><b>■25,946</b><br>▲ <b>+106.3%</b> vs prior           |
| <b>CASH &amp; BANK</b><br><b>■281,564</b><br>bank ■174,511 + cash ■107,053<br>▲ <b>+611.2%</b> vs prior | <b>CASH RUNWAY</b><br><b>1.1 mo</b><br>at ■256,554/mo burn<br>▲ <b>+0.9 pts</b> vs prior | <b>NET WORKING CAPITAL</b><br><b>■595,779</b><br>Current Assets – Current Liabilities<br>▲ <b>+423.1%</b> vs prior | <b>OVERDUE RECEIVABLES</b><br><b>0.4%</b><br>■891<br>▼ <b>-99.6 pts</b> 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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