

Acuere Consultancy

Executive Summary · May 2024 · vs vs Q1 FY2024-25 (Apr-Jun 2024) · Figures in Full

At a glance — Revenue **■100,000**, Net Profit **■2,115**, Cash Runway **0.7 mo.**

KEY METRICS

| | | | |
|---|--|--|---|
| NET REVENUE ■100,000 ▼ -71.2% vs prior | GROSS MARGIN 100.0% ■100,000 — +0.0 pts vs prior | EBITDA ■2,115 2.1% margin ▼ -97.8% vs prior | NET PROFIT (PAT) ■2,115 ▼ -97.8% vs prior |
| CASH & BANK ■65,777 bank ■6,724 + cash ■59,053 ▼ -72.3% vs prior | CASH RUNWAY 0.7 mo at ■97,885/mo burn ▼ -2.2 pts vs prior | NET WORKING CAPITAL ■199,520 Current Assets – Current Liabilities ▼ -32.6% vs prior | OVERDUE RECEIVABLES 0.4% ■549 ▼ -99.6 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 2.1% |
| EBITDA Margin | 2.1% | Net (PAT) Margin | 2.1% |
| Opex / Revenue | 97.9% | Interest Coverage | n/a |

TOP ALERTS

| Severity | Period | Title | At risk |
|----------|---------|--|-------------|
| CRITICAL | 2024-05 | ■1.45L stuck with customers over 60 days | Rs. 145,201 |
| CRITICAL | 2024-05 | Cash runway only 0.7 months | Rs. 293,655 |
| CRITICAL | 2024-05 | Bank balance dropped 39% in one period | Rs. 41,452 |
| WARNING | 2024-05 | 15 customers gone quiet — ■5.62L at risk | Rs. 562,500 |
| SUCCESS | 2024-05 | Portfolio is well diversified (35 customers) | |

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