

# Acuere Consultancy

Executive Summary · Q3 FY2024-25 (Oct-Dec 2024) · vs vs Q1 FY2024-25 (Apr-Jun 2024) · Figures in Full

**At a glance** — Revenue **■727,500**, Net Profit **■351,755**, Cash Runway **2.0 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■727,500</b> ▲ +109.9% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■727,500 — +0.0 pts vs prior	<b>EBITDA</b> <b>■364,107</b> 50.0% margin ▲ +277.4% vs prior	<b>NET PROFIT (PAT)</b> <b>■351,755</b> ▲ +264.6% vs prior
<b>CASH &amp; BANK</b> <b>■242,690</b> bank ■35,637 + cash ■207,053 ▲ +2.1% vs prior	<b>CASH RUNWAY</b> <b>2.0 mo</b> at ■121,131/mo burn ▼ -0.8 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■742,029</b> Current Assets – Current Liabilities ▲ +150.6% vs prior	<b>OVERDUE RECEIVABLES</b> <b>100.0%</b> ■383,501 — +0.0 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	50.0%
EBITDA Margin	50.0%	Net (PAT) Margin	48.4%
Opex / Revenue	50.0%	Interest Coverage	3641.1x

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-10	Cash runway only 2.6 months	Rs. 174,567
CRITICAL	2024-10	■4.16L stuck with customers over 60 days	Rs. 416,101
CRITICAL	2024-10	Bank balance dropped 48% in one period	Rs. 137,460
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
CRITICAL	2024-12	■3.84L stuck with customers over 60 days	Rs. 383,501
CRITICAL	2024-10	Revenue fell 25.8% vs 2024-09	Rs. 80,000

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