

# Acuere Consultancy

Executive Summary · January 2025 · vs vs Q2 FY2024-25 (Jul-Sep 2024) · Figures in Full

**At a glance** — Revenue **■165,000**, Net Profit **■115,550**, Cash Runway **5.3 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■165,000</b> ▼ -80.9% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■165,000 — +0.0 pts vs prior	<b>EBITDA</b> <b>■115,550</b> 70.0% margin ▼ -69.4% vs prior	<b>NET PROFIT (PAT)</b> <b>■115,550</b> ▼ -69.4% vs prior
<b>CASH &amp; BANK</b> <b>■262,250</b> bank ■55,197 + cash ■207,053 ▼ -9.3% vs prior	<b>CASH RUNWAY</b> <b>5.3 mo</b> at ■49,450/mo burn ▲ +3.5 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■824,763</b> Current Assets – Current Liabilities ▲ +53.2% vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.3%</b> ■1,167 ▼ -99.7 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	70.0%
EBITDA Margin	70.0%	Net (PAT) Margin	70.0%
Opex / Revenue	30.0%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2025-01	■4.13L stuck with customers over 60 days	Rs. 412,501
CRITICAL	2025-01	Customers take 78 days to pay you	Rs. 412,501
CRITICAL	2025-01	Revenue fell 23.3% vs 2024-12	Rs. 50,000
WARNING	2025-01	Cash runway down to 5.3 months	Rs. 296,700
WARNING	2025-01	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2025-01	DSO climbed 22 days vs 2024-12	
CRITICAL	2025-01	EBITDA margin dropped 7.3 pts (from 77.4% to 70.0%)	Rs. 12,114
SUCCESS	2025-01	Portfolio is well diversified (35 customers)	

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