

Acuere Consultancy

Executive Summary · H1 FY2024-25 (Apr 2024-Sep 2024) · vs vs Q2 FY2024-25 (Jul-Sep 2024) · Figures in Full

At a glance — Revenue **■1,209,667**, Net Profit **■473,744**, Cash Runway **2.4 mo.**

KEY METRICS

NET REVENUE ■1,209,667 ▲ +40.2% vs prior	GROSS MARGIN 100.0% ■1,209,667 — +0.0 pts vs prior	EBITDA ■473,744 39.2% margin ▲ +25.6% vs prior	NET PROFIT (PAT) ■473,744 ▲ +25.6% vs prior
CASH & BANK ■289,204 bank ■182,151 + cash ■107,053 — +0.0% vs prior	CASH RUNWAY 2.4 mo at ■122,654/mo burn ▲ +0.6 pts vs prior	NET WORKING CAPITAL ■538,373 Current Assets – Current Liabilities — +0.0% vs prior	OVERDUE RECEIVABLES 100.0% ■262,701 — +0.0 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	39.2%
EBITDA Margin	39.2%	Net (PAT) Margin	39.2%
Opex / Revenue	60.8%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-04	■1.08L stuck with customers over 60 days	Rs. 108,401
CRITICAL	2024-05	■1.45L stuck with customers over 60 days	Rs. 145,201
CRITICAL	2024-08	Cash runway only 1.3 months	Rs. 711,600
CRITICAL	2024-08	■1.98L stuck with customers over 60 days	Rs. 197,801
CRITICAL	2024-07	Cash runway only 2.8 months	Rs. 132,000
CRITICAL	2024-07	■1.98L stuck with customers over 60 days	Rs. 198,301
CRITICAL	2024-07	Bank balance dropped 48% in one period	Rs. 114,700
CRITICAL	2024-09	Cash runway only 1.4 months	Rs. 613,614

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