

Acuere Consultancy

Executive Summary · Q1 FY2024-25 (Apr-Jun 2024) · vs vs Q2 FY2024-25 (Jul-Sep 2024) · Figures in Full

At a glance — Revenue **■346,667**, Net Profit **■96,482**, Cash Runway **2.8 mo.**

KEY METRICS

| | | | |
|--|--|--|---|
| NET REVENUE ■346,667 ▼ -59.8% vs prior | GROSS MARGIN 100.0% ■346,667 — +0.0 pts vs prior | EBITDA ■96,482 27.8% margin ▼ -74.4% vs prior | NET PROFIT (PAT) ■96,482 ▼ -74.4% vs prior |
| CASH & BANK ■237,644 bank ■178,591 + cash ■59,053 ▼ -17.8% vs prior | CASH RUNWAY 2.8 mo at ■83,395/mo burn ▲ +1.1 pts vs prior | NET WORKING CAPITAL ■296,111 Current Assets – Current Liabilities ▼ -45.0% vs prior | OVERDUE RECEIVABLES 100.0% ■74,401 — +0.0 pts vs prior |

PROFITABILITY RATIOS

| Metric | Value | Metric | Value |
|----------------|--------|-------------------|-------|
| Gross Margin | 100.0% | EBIT Margin | 27.8% |
| EBITDA Margin | 27.8% | Net (PAT) Margin | 27.8% |
| Opex / Revenue | 72.2% | 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 | 2024-05 | Cash runway only 0.7 months | Rs. 293,655 |
| CRITICAL | 2024-04 | Cash runway only 1.3 months | Rs. 240,150 |
| CRITICAL | 2024-04 | Customers take 130 days to pay you | Rs. 108,401 |
| CRITICAL | 2024-04 | Operating loss of ■55.0k | Rs. 55,050 |
| CRITICAL | 2024-04 | Negative Return on Equity: -25.3% | Rs. 55,050 |
| CRITICAL | 2024-05 | Bank balance dropped 39% in one period | Rs. 41,452 |

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