

Acuere Consultancy

Executive Summary · Q3 FY2024-25 (Oct-Dec 2024) · vs vs Q2 FY2024-25 (Jul-Sep 2024) · Figures in Full

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

KEY METRICS

NET REVENUE ■727,500 ▼ -15.7% vs prior	GROSS MARGIN 100.0% ■727,500 — +0.0 pts vs prior	EBITDA ■364,107 50.0% margin ▼ -3.5% vs prior	NET PROFIT (PAT) ■351,755 ▼ -6.8% vs prior
CASH & BANK ■242,690 bank ■35,637 + cash ■207,053 ▼ -16.1% vs prior	CASH RUNWAY 2.0 mo at ■121,131/mo burn ▲ +0.2 pts vs prior	NET WORKING CAPITAL ■742,029 Current Assets – Current Liabilities ▲ +37.8% vs prior	OVERDUE RECEIVABLES 100.0% ■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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