

# Acuere Consultancy

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

**At a glance** — Revenue **■170,000**, Net Profit **■126,000**, Cash Runway **2.8 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■170,000</b> ▼ -76.6% vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■170,000 — +0.0 pts vs prior	<b>EBITDA</b> <b>■126,000</b> 74.1% margin ▼ -65.4% vs prior	<b>NET PROFIT (PAT)</b> <b>■126,000</b> ▼ -64.2% vs prior
<b>CASH &amp; BANK</b> <b>■122,944</b> bank ■15,891 + cash ■107,053 ▼ -49.3% vs prior	<b>CASH RUNWAY</b> <b>2.8 mo</b> at ■44,000/mo burn ▲ +0.8 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■347,111</b> Current Assets – Current Liabilities ▼ -53.2% vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.3%</b> ■614 ▼ -99.7 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	74.1%
EBITDA Margin	74.1%	Net (PAT) Margin	74.1%
Opex / Revenue	25.9%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
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	2024-07	Revenue fell 23.3% vs 2024-06	Rs. 51,667
WARNING	2024-07	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-07	DSO climbed 26 days vs 2024-06	
SUCCESS	2024-07	Portfolio is well diversified (35 customers)	

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