

Acuere Consultancy

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

At a glance — Revenue **■383,000**, Net Profit **■145,800**, Cash Runway **1.3 mo.**

KEY METRICS

NET REVENUE ■383,000 ▼ -47.4% vs prior	GROSS MARGIN 100.0% ■383,000 — +0.0 pts vs prior	EBITDA ■145,800 38.1% margin ▼ -60.0% vs prior	NET PROFIT (PAT) ■145,800 ▼ -58.6% vs prior
CASH & BANK ■298,344 bank ■191,291 + cash ■107,053 ▲ +22.9% vs prior	CASH RUNWAY 1.3 mo at ■237,200/mo burn ▼ -0.7 pts vs prior	NET WORKING CAPITAL ■467,911 Current Assets – Current Liabilities ▼ -36.9% vs prior	OVERDUE RECEIVABLES 0.3% ■638 ▼ -99.7 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	38.1%
EBITDA Margin	38.1%	Net (PAT) Margin	38.1%
Opex / Revenue	61.9%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
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	2024-08	EBITDA margin dropped 36.0 pts (from 74.1% to 38.1%)	Rs. 138,071
WARNING	2024-08	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2024-08	Portfolio is well diversified (35 customers)	
SUCCESS	2024-08	Revenue up 125.3% vs 2024-07	

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