

Acuere Consultancy

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

At a glance — Revenue **■310,000**, Net Profit **■105,462**, Cash Runway **1.4 mo.**

KEY METRICS

NET REVENUE ■310,000 ▼ -57.4% vs prior	GROSS MARGIN 100.0% ■310,000 — +0.0 pts vs prior	EBITDA ■105,462 34.0% margin ▼ -71.0% vs prior	NET PROFIT (PAT) ■105,462 ▼ -70.0% vs prior
CASH & BANK ■289,204 bank ■182,151 + cash ■107,053 ▲ +19.2% vs prior	CASH RUNWAY 1.4 mo at ■204,538/mo burn ▼ -0.6 pts vs prior	NET WORKING CAPITAL ■538,373 Current Assets – Current Liabilities ▼ -27.4% vs prior	OVERDUE RECEIVABLES 0.3% ■745 ▼ -99.7 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	34.0%
EBITDA Margin	34.0%	Net (PAT) Margin	34.0%
Opex / Revenue	66.0%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-09	Cash runway only 1.4 months	Rs. 613,614
CRITICAL	2024-09	■2.63L stuck with customers over 60 days	Rs. 262,701
WARNING	2024-09	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-09	EBITDA margin slipped 4.0 pts to 34.0%	
WARNING	2024-09	Revenue down 19.1% vs 2024-08	Rs. 73,000
SUCCESS	2024-09	Portfolio is well diversified (35 customers)	

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