

Acuere Consultancy

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

At a glance — Revenue **■230,000**, Net Profit **■159,559**, Cash Runway **2.6 mo.**

KEY METRICS

NET REVENUE ■230,000 ▼ -68.4% vs prior	GROSS MARGIN 100.0% ■230,000 — +0.0 pts vs prior	EBITDA ■171,811 74.7% margin ▼ -52.8% vs prior	NET PROFIT (PAT) ■159,559 ▼ -54.6% vs prior
CASH & BANK ■151,744 bank ■44,691 + cash ■107,053 ▼ -37.5% vs prior	CASH RUNWAY 2.6 mo at ■58,189/mo burn ▲ +0.6 pts vs prior	NET WORKING CAPITAL ■623,832 Current Assets – Current Liabilities ▼ -15.9% vs prior	OVERDUE RECEIVABLES 0.2% ■878 ▼ -99.8 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	74.7%
EBITDA Margin	74.7%	Net (PAT) Margin	69.4%
Opex / Revenue	25.3%	Interest Coverage	n/a

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	2024-10	Revenue fell 25.8% vs 2024-09	Rs. 80,000
WARNING	2024-10	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-10	DSO climbed 31 days vs 2024-09	
SUCCESS	2024-10	Portfolio is well diversified (35 customers)	

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