

# Acuere Consultancy

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

**At a glance** — Revenue **■282,500**, Net Profit **■25,946**, Cash Runway **1.1 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■282,500</b> ▼ <b>-61.2%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■282,500 — <b>+0.0 pts</b> vs prior	<b>EBITDA</b> <b>■25,946</b> 9.2% margin ▼ <b>-92.9%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■25,946</b> ▼ <b>-92.6%</b> vs prior
<b>CASH &amp; BANK</b> <b>■281,564</b> bank ■174,511 + cash ■107,053 ▲ <b>+16.0%</b> vs prior	<b>CASH RUNWAY</b> <b>1.1 mo</b> at ■256,554/mo burn ▼ <b>-0.9 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■595,779</b> Current Assets – Current Liabilities ▼ <b>-19.7%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.4%</b> ■891 ▼ <b>-99.6 pts</b> vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	9.2%
EBITDA Margin	9.2%	Net (PAT) Margin	9.2%
Opex / Revenue	90.8%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
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
WARNING	2024-11	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
SUCCESS	2024-11	Portfolio is well diversified (35 customers)	
SUCCESS	2024-11	Revenue up 22.8% vs 2024-10	

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