

# Acuere Consultancy

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

**At a glance** — Revenue **■2,282,167**, Net Profit **■64,143**, Cash Runway **0.2 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■2,282,167</b> ▲ +213.7% vs prior	<b>GROSS MARGIN</b> <b>93.9%</b> ■2,142,167 ▼ -6.1 pts vs prior	<b>EBITDA</b> <b>■69,011</b> 3.0% margin ▼ -81.0% vs prior	<b>NET PROFIT (PAT)</b> <b>■64,143</b> ▼ -81.8% vs prior
<b>CASH &amp; BANK</b> <b>■39,591</b> bank ■32,738 + cash ■6,853 ▼ -83.7% vs prior	<b>CASH RUNWAY</b> <b>0.2 mo</b> at ■172,763/mo burn ▼ -1.8 pts vs prior	<b>NET WORKING CAPITAL</b> <b>■113,889</b> Current Assets – Current Liabilities ▼ -84.7% vs prior	<b>OVERDUE RECEIVABLES</b> <b>100.0%</b> ■304,201 — +0.0 pts vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	93.9%	EBIT Margin	2.8%
EBITDA Margin	3.0%	Net (PAT) Margin	2.8%
Opex / Revenue	90.8%	Interest Coverage	86.6x

## TOP ALERTS

Severity	Period	Title	At risk
CRITICAL	2024-04	■1.08L stuck with customers over 60 days	Rs. 108,401
CRITICAL	2025-02	■3.60L stuck with customers over 60 days	Rs. 359,901
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	2024-11	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

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