

Acuere Consultancy

Executive Summary · Q2 FY2024-25 (Jul-Sep 2024) · vs vs Q3 FY2024-25 (Oct-Dec 2024) · Figures in Full

At a glance — Revenue **■863,000**, Net Profit **■377,262**, Cash Runway **1.8 mo.**

KEY METRICS

NET REVENUE ■863,000 ▲ +18.6% vs prior	GROSS MARGIN 100.0% ■863,000 — +0.0 pts vs prior	EBITDA ■377,262 43.7% margin ▲ +3.6% vs prior	NET PROFIT (PAT) ■377,262 ▲ +7.3% vs prior
CASH & BANK ■289,204 bank ■182,151 + cash ■107,053 ▲ +19.2% vs prior	CASH RUNWAY 1.8 mo at ■161,913/mo burn ▼ -0.2 pts vs prior	NET WORKING CAPITAL ■538,373 Current Assets – Current Liabilities ▼ -27.4% vs prior	OVERDUE RECEIVABLES 100.0% ■262,701 — +0.0 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	43.7%
EBITDA Margin	43.7%	Net (PAT) Margin	43.7%
Opex / Revenue	56.3%	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	2024-07	Cash runway only 2.8 months	Rs. 132,000
CRITICAL	2024-07	■1.98L stuck with customers over 60 days	Rs. 198,301
CRITICAL	2024-07	Bank balance dropped 48% in one period	Rs. 114,700
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
CRITICAL	2024-08	EBITDA margin dropped 36.0 pts (from 74.1% to 38.1%)	Rs. 138,071

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