

Acuere Consultancy

Executive Summary · July 2024 · vs Prior — June 2024 · Figures in Full

At a glance — Revenue **■170,000**, Net Profit **■126,000**, Cash Runway **2.8 mo.**

KEY METRICS

NET REVENUE ■170,000 ▼ -23.3% vs prior	GROSS MARGIN 100.0% ■170,000 — +0.0 pts vs prior	EBITDA ■126,000 74.1% margin ▼ -15.7% vs prior	NET PROFIT (PAT) ■126,000 ▼ -15.7% vs prior
CASH & BANK ■122,944 bank ■15,891 + cash ■107,053 ▼ -48.3% vs prior	CASH RUNWAY 2.8 mo at ■44,000/mo burn ▼ -0.5 pts vs prior	NET WORKING CAPITAL ■347,111 Current Assets – Current Liabilities ▲ +17.2% vs prior	OVERDUE RECEIVABLES 0.3% ■614 ▼ -0.5 pts vs prior

PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	74.1%
EBITDA Margin	74.1%	Net (PAT) Margin	74.1%
Opex / Revenue	25.9%	Interest Coverage	n/a

TOP ALERTS

Severity	Period	Title	At risk
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	2024-07	Revenue fell 23.3% vs 2024-06	Rs. 51,667
WARNING	2024-07	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-07	DSO climbed 26 days vs 2024-06	
SUCCESS	2024-07	Portfolio is well diversified (35 customers)	

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