

# Acuere Consultancy

Executive Summary · September 2024 · vs Prior — August 2024 · Figures in Full

**At a glance** — Revenue **■310,000**, Net Profit **■105,462**, Cash Runway **1.4 mo.**

## KEY METRICS

<b>NET REVENUE</b> <b>■310,000</b> ▼ <b>-19.1%</b> vs prior	<b>GROSS MARGIN</b> <b>100.0%</b> ■310,000 — <b>+0.0 pts</b> vs prior	<b>EBITDA</b> <b>■105,462</b> 34.0% margin ▼ <b>-27.7%</b> vs prior	<b>NET PROFIT (PAT)</b> <b>■105,462</b> ▼ <b>-27.7%</b> vs prior
<b>CASH &amp; BANK</b> <b>■289,204</b> bank ■182,151 + cash ■107,053 ▼ <b>-3.1%</b> vs prior	<b>CASH RUNWAY</b> <b>1.4 mo</b> at ■204,538/mo burn ▲ <b>+0.2 pts</b> vs prior	<b>NET WORKING CAPITAL</b> <b>■538,373</b> Current Assets – Current Liabilities ▲ <b>+15.1%</b> vs prior	<b>OVERDUE RECEIVABLES</b> <b>0.3%</b> ■745 ▼ <b>-0.0 pts</b> vs prior

## PROFITABILITY RATIOS

Metric	Value	Metric	Value
Gross Margin	100.0%	EBIT Margin	34.0%
EBITDA Margin	34.0%	Net (PAT) Margin	34.0%
Opex / Revenue	66.0%	Interest Coverage	n/a

## TOP ALERTS

Severity	Period	Title	At risk
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
WARNING	2024-09	15 customers gone quiet — ■5.62L at risk	Rs. 562,500
WARNING	2024-09	EBITDA margin slipped 4.0 pts to 34.0%	
WARNING	2024-09	Revenue down 19.1% vs 2024-08	Rs. 73,000
SUCCESS	2024-09	Portfolio is well diversified (35 customers)	

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