

Details of the Issue

Lead Manager	Swastika Investmart Ltd.
Registrar	Purva Sharegistry (India) Pvt. Ltd.
Market Maker	Swastika Investmart Ltd.

Promoters Holding (%)

Pre-Issue	74.32
Post-Issue	52.86

Offer Structure

Market Maker	3,30,000 shares
QIB	64,800 shares
Retail	31,34,400 shares
NII	30,70,800 shares
Fresh Issue	53,28,000 shares
Offer for Sale	12,72,000 shares
Total Issue	₹73.26 Cr

Financial Summary (₹ in Lakhs)

Particular	FY26	FY25	FY24
Revenue	27,398.01	18,773.86	11,972.69
EBITDA	3,277.88	2,413.42	1,477.14
PAT	2,340.42	1,654.00	1,027.18

Minimum Application

Category	Lots	Shares	Amount
Retail	2	2,400	₹2,66,400
S-HNI	3-7	3,600-8,400	₹3,99,600-₹9,32,400
B-HNI	8	9,600	₹10,65,600

Customer concentration (% of Revenue)

Particulars	FY26	FY25	FY24
Top 1 customer	37.60	30.61	54.82
Top 5 customers	69.82	68.20	76.77
Top 10 customers	79.94	85.08	84.62

Valuations

NAV(FY'26)	47.43
EPS(FY'26)	11.78
P/E(Pre Issue)	9.42

Promoters

Kurjibhai Rupareliya, Rahul Bhanushali and Sky Occean Infrastructure Ltd.

Company Overview

Incorporated in 2011, Dove Soft Limited provides integrated cloud communication solutions across SMS, RCS, Voice, WhatsApp, Email and other digital channels. The company serves enterprises and OTT platforms across diverse industries, helping streamline customer communication and business operations.

Object of the Issue

- Funding working capital requirements of the company: ₹4,600.00 lakhs
- General Corporate Purpose

Price Band Analysis

At the upper price band of ₹111, Dove Soft Limited commands a post-issue P/E of 11.57x and P/B of 2.34x, indicating a moderate valuation. The company operates in the cloud communication and Communications Platform as a Service (CPaaS) industry, offering SMS, RCS, Voice, WhatsApp, Email and other digital communication solutions, with demand supported by increasing enterprise digitisation, customer engagement and adoption of cloud-based communication platforms.

Peer Comparison as of FY26

CompanyName	EPS (₹)	P/E	RONW (%)	NAV (₹)
Dove Soft Ltd.	11.78	9.42	29.79	47.43
Route Mobile Ltd.	37.94	13.21	9.72	447.85
Tanla Platforms Ltd.	38.36	13.58	20.46	187.61

Risk Measures:

- The Company faces 5 tax proceedings involving ₹142.21 lakhs, including a ₹125.57 lakh demand relating to alleged unexplained cash credits and expenditure. The appeal is pending before the CIT(A), exposing the Company to potential financial liabilities.
- The Company relies on a limited pool of enterprise clients, with the top 5 and top 10 customers contributing 69.82% and 79.94% of FY26 operational revenue, respectively. The largest customer alone accounted for 37.60% of FY26 revenue, exposing the Company to significant customer dependency and revenue concentration risks.

Investment Rationale:

- Revenue from operations increased from ₹11,972.69 lakhs in FY24 to ₹27,398.01 lakhs in FY26, while PAT grew from ₹1,027.18 lakhs to ₹2,340.42 lakhs, with a consistent PAT margin of 8.54%, reflecting strong business growth and stable profitability.
- Dove Soft operates an asset-light, cloud-native communication platform across SMS, Voice, WhatsApp, RCS and Email. Customer churn declined from 29.16% in FY24 to 19.44% in FY26, while ARR reached ₹15,662.68 lakhs, indicating improving customer retention and recurring revenue visibility.
- The average debtor collection period stood at 146 days in FY26, with trade receivables accounting for 47.43% of operational revenue. The resulting working capital lock-up contributed to negative operating cash flows of ₹1,747.90 lakhs in FY25, indicating potential pressure on liquidity and cash generation.
- The company remains highly dependent on a limited supplier base, with the top 5 and top 10 service providers accounting for 86.66% and 92.88% of FY26 procurement, respectively. Further, SMS messaging contributed 88.61% of FY26 operational revenue, creating exposure to supplier concentration, pricing pressure and limited product diversification.

Financials (₹ in lakhs, Except for Percentage & Ratios)

Particular	FY26	FY25	FY24
Revenue From Operations	27,398.01	18,773.86	11,972.69
EBITDA	3,277.88	2,413.42	1,477.14
EBITDA Margin (%)	11.96	12.86	12.34
PAT	2,340.42	1,654.00	1,027.18
PAT Margin (%)	8.54	8.81	8.58
Return on Equity (RoE%)	29.79	33.12	36.71
Return on Capital Employed (RoCE%)	36.50	42.14	45.48
EPS	11.78	8.74	5.60
Debt to Equity	0.10	0.13	0.10

Service wise Revenue Bifurcation (₹ in lakhs)

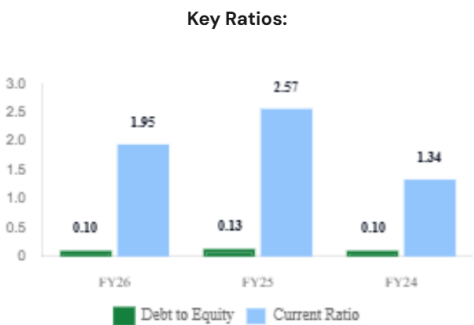
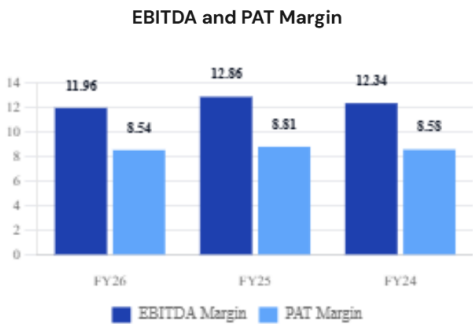
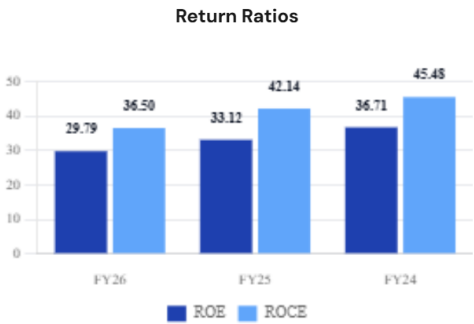
Particulars	FY26	FY25	FY24
SMS	24,277.61	16,532.90	10,979.24
Voices	1,311.26	1,753.68	39.66
WhatsApp	755.79	315.36	438.03
Email	4.69	8.71	2.45
Digital Marketing	449.65	90.41	513.31
RCS	599.02	72.79	-
Total	27,398.02	18,773.85	11,972.69

About The Founder



Rahul Bhanushali, aged 38, is the Promoter, Chairman and Managing Director of the Company. He completed his Higher Secondary education in 2004 and has 14 years of experience in the industry in which the Company operates.

FINANCIAL HIGHLIGHTS



Follow us on:        

Disclaimer & Disclosure: Beacon Capital Advisors Private Limited (SEBI Research Analyst Reg. No: INH000021377). This report is for informational purposes only and is not investment advice. Please consult your financial advisor before acting on any recommendations. For further assistance kindly contact research@beaconcaps.com