

Damai Entertainment Holdings (1060.HK)

FY26 Review and NDR takeaways: Investments weigh on near-term profit; focus on content and IP merchandising

1060.HK

12m Price Target: **HK\$0.82**Price: **HK\$0.64**Upside: **28.1%**
 **BUY**

Damai's FY26 result fell short of our earlier expectations, largely due to: 1) **adj. EBITA miss** (reported adj. EBITA at Rm746mn for FY26; organic adj. EBITA at Rmb850mn if excluding one-off loss from termination of a non-core business (self IP brand), at 30%+ yoy vs. Rmb640mn on a like-for-like basis) **dragged by upfront investment in Damai International and IP merchandising**, which is still ongoing, rather than one-off and likely to continue weighing on near-term profitability; 2) **IP merchandising 2H revenue miss** (+28% yoy, -26%/-22% vs. GSe/VA consensus), with market worries on continuous slowdown amid geopolitical tensions affecting brand/merchant orders and moderated growth of mature IPs such as Sanrio.

We acknowledge the near-term pressure for Damai Entertainment, especially into 1HFY27E (**GSe**: total revenue **+2%** yoy, adj. EBITA **-4%** yoy at Rmb526mn), considering: 1) **topline moderation in IP merchandising**, primarily due to delayed merchant orders for sublicensing amid external uncertainties; 2) **ongoing upfront investment in Damai International and self-developed IP ecosystem** weighing on profitability.

That said, we believe these pressures are **largely priced in** by the market, and expect **re-acceleration from 2HFY27E** (**GSe**: total revenue **+14%** yoy, adj. EBITA **+124%** yoy at Rmb439mn), supported by: 1) **unlocking of commercialization potential in live entertainment content**, including more promoter participation, "variety show + performance + commercialization" integration, monetization of offline performance ad slots, and AI-enabled B-end services through Beacon Pro and MySeat system; 2) **gradual recovery of IP merchandising**, driven by new retailing store expansion and potential progress in self-developed IP commercialization.

For the longer term, we see Damai International and IP

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Key Data

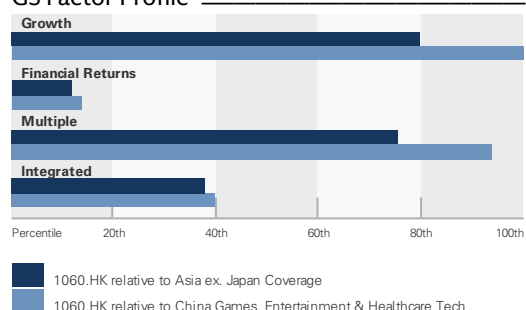
Market cap: HK\$19.0bn / \$2.4bn
Enterprise value: HK\$16.8bn / \$2.1bn
3m ADTV: HK\$121.3mn / \$15.5mn
China Games, Entertainment & Healthcare Tech
M&A Rank: 3
Leases incl. in net debt & EV?: Yes

GS Forecast

	3/26	3/27E	3/28E	3/29E
Revenue (Rmb mn) New	8,024.4	8,658.8	10,205.0	11,732.9
Revenue (Rmb mn) Old	7,708.7	9,123.0	10,670.3	11,974.4
EBITDA (Rmb mn)	897.6	896.6	1,200.2	1,439.5
EPS (Rmb) New	0.02	0.03	0.03	0.04
EPS (Rmb) Old	0.03	0.04	0.04	0.05
P/E (X)	34.5	21.8	17.4	14.7
P/B (X)	1.4	0.9	0.9	0.8
Dividend yield (%)	0.0	0.0	0.0	0.0
CROCI (%)	8.9	6.6	8.9	10.7

	9/25	3/26	9/26E	3/27E
EPS (Rmb)	0.02	0.01	0.02	0.02

GS Factor Profile



Source: Company data, Goldman Sachs Research estimates.
See disclosures for details.

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BUY

**Damai Entertainment Holdings
(1060.HK)**

Rating since Aug 12, 2025

Ratios & Valuation

	3/26	3/27E	3/28E	3/29E
P/E (X)	34.5	21.8	17.4	14.7
P/B (X)	1.4	0.9	0.9	0.8
FCF yield (%)	11.6	(5.5)	7.7	7.5
EV/EBITDAR (X)	28.6	15.1	11.3	9.1
EV/EBITDA (excl. leases) (X)	28.2	14.6	10.7	8.5
CROCI (%)	8.9	6.6	8.9	10.7
ROE (%)	4.3	4.4	5.2	5.8
Net debt/equity (%)	(19.3)	(11.7)	(16.9)	(21.1)
Net debt/equity (excl. leases) (%)	(20.9)	(14.4)	(20.4)	(25.4)
Interest cover (X)	58.3	55.8	76.6	91.9
Days inventory outst, sales	3.6	3.6	2.1	2.2
Receivable days	209.2	194.9	161.2	146.1
Days payable outstanding	433.7	404.7	303.8	280.9
DuPont ROE (%)	4.1	4.2	5.0	5.6
Turnover (X)	0.3	0.3	0.4	0.4
Leverage (X)	1.5	1.4	1.4	1.4
Gross cash invested (ex cash) (Rmb)	9,723.8	11,892.5	11,854.7	12,086.3
Average capital employed (Rmb)	13,933.7	14,501.0	15,364.1	15,226.2
BVPS (Rmb)	0.58	0.61	0.64	0.68

Growth & Margins (%)

	3/26	3/27E	3/28E	3/29E
Total revenue growth	19.7	7.9	17.9	15.0
EBITDA growth	18.7	(0.1)	33.9	19.9
EPS growth	92.9	6.4	25.4	18.3
DPS growth	NM	NM	NM	NM
EBIT margin	9.2	8.2	9.5	9.9
EBITDA margin	11.2	10.4	11.8	12.3
Net income margin	8.8	8.7	9.3	9.7

Price Performance**Income Statement (Rmb mn)**

	3/26	3/27E	3/28E	3/29E
Total revenue	8,024.4	8,658.8	10,205.0	11,732.9
Cost of goods sold	(5,259.2)	(5,593.4)	(6,688.1)	(7,766.9)
SG&A	(2,246.9)	(2,405.7)	(2,594.2)	(2,849.5)
R&D	—	—	—	—
Other operating inc./exp.)	219.9	46.4	46.4	46.4
EBITDA	897.6	896.6	1,200.2	1,439.5
Depreciation & amortization	(159.5)	(190.5)	(231.1)	(276.5)
EBIT	738.2	706.1	969.1	1,163.0
Net interest inc./exp.)	245.9	265.6	249.0	281.0
Income/(loss) from associates	—	—	—	—
Pre-tax profit	955.6	943.1	1,189.6	1,415.5
Provision for taxes	(263.4)	(188.6)	(237.9)	(283.1)
Minority interest	13.0	—	—	—
Preferred dividends	—	—	—	—
Net inc. (pre-exceptionals)	705.2	754.5	951.7	1,132.4
Post-tax exceptionals	7.8	259.3	234.3	214.3
Net inc. (post-exceptionals)	713.0	1,013.8	1,186.0	1,346.8
EPS (basic, pre-exception) (Rmb)	0.02	0.03	0.03	0.04
EPS (diluted, pre-exception) (Rmb)	0.02	0.03	0.03	0.04
EPS (basic, post-exception) (Rmb)	0.02	0.03	0.04	0.04
EPS (diluted, post-exception) (Rmb)	0.02	0.03	0.04	0.04
DPS (Rmb)	—	—	—	—
Div. payout ratio (%)	0.0	0.0	0.0	0.0

Balance Sheet (Rmb mn)

	3/26	3/27E	3/28E	3/29E
Cash & cash equivalents	3,573.6	2,606.1	3,907.0	5,172.7
Accounts receivable	4,875.0	4,373.0	4,643.7	4,752.3
Inventory	117.4	54.4	65.1	75.6
Other current assets	6,835.0	6,705.7	6,551.7	6,572.1
Total current assets	15,401.0	13,739.3	15,167.4	16,572.6
Net PP&E	870.7	1,264.6	1,567.3	1,904.5
Net intangibles	4,252.2	4,383.9	4,433.8	4,491.2
Total investments	735.8	735.8	735.8	735.8
Other long-term assets	4,620.2	4,780.7	4,907.3	5,032.5
Total assets	25,879.9	24,904.3	26,811.7	28,736.7
Accounts payable	7,090.9	5,313.7	5,818.7	6,135.8
Short-term debt	0.0	0.0	0.0	0.0
Short-term lease liabilities	45.5	210.4	365.7	530.4
Other current liabilities	1,301.7	849.4	993.2	1,135.2
Total current liabilities	8,438.1	6,373.5	7,177.5	7,801.4
Long-term debt	—	—	—	—
Long-term lease liabilities	232.8	277.6	305.4	335.9
Other long-term liabilities	124.2	156.4	184.3	211.9
Total long-term liabilities	357.0	434.0	489.7	547.8
Total liabilities	8,795.1	6,807.5	7,667.2	8,349.2
Preferred shares	—	—	—	—
Total common equity	16,832.4	17,844.3	18,892.1	20,135.0
Minority interest	252.5	252.5	252.5	252.5
Total liabilities & equity	25,879.9	24,904.3	26,811.7	28,736.7
Net debt, adjusted	(3,573.6)	(2,606.1)	(3,907.0)	(5,172.7)

Cash Flow (Rmb mn)

	3/26	3/27E	3/28E	3/29E
Net income	955.6	943.1	1,189.6	1,415.5
D&A add-back	159.5	190.5	231.1	276.5
Minority interest add-back	—	—	—	—
Net (inc)/dec working capital	2,200.4	(1,352.6)	623.6	435.1
Other operating cash flow	(8.6)	(208.2)	(159.7)	(190.3)
Cash flow from operations	3,306.9	(427.3)	1,884.5	1,936.7
Capital expenditures	(459.0)	(495.2)	(583.7)	(671.1)
Acquisitions	—	—	—	—
Divestitures	—	—	—	—
Others	(1,370.1)	(45.0)	—	—
Cash flow from investing	(1,829.1)	(540.2)	(583.7)	(671.1)
Repayment of lease liabilities	—	—	—	—
Dividends paid (common & pref)	—	—	—	—
Inc/(dec) in debt	0.0	0.0	0.0	0.0
Other financing cash flows	0.0	0.0	0.0	0.0
Cash flow from financing	0.0	0.0	0.0	0.0
Total cash flow	1,477.8	(967.5)	1,300.9	1,265.7
Free cash flow	2,847.9	(922.5)	1,300.9	1,265.7

Source: Company data, Goldman Sachs Research estimates.

retailing/self-operated IP as potential incremental growth drivers, which could scale up and improve profitability through operating leverage and enhanced monetization once investment cycles mature.

Following the YTD price correction, the stock is currently trading at 7X fwd EV/EBITDA, at the low end of its historical range, vs. topline at 14% and adj. EBITDA at 23% 3-yr CAGR. Stay **Buy**. We also hosted Damai and AliFish management post results; detailed takeaways are within.

Positives (+)

1. **Film segment continues to narrow losses and approach breakeven**, supported by the low-budget movie *Dear You* (《给阿嬷的情书》) emerging as a massive sleeper hit, and disciplined investment strategy focusing on low-cost, higher-certainty projects.
2. **Clear roadmap to unlock live entertainment content monetization potential**, with multiple new revenue streams and profit contribution from “Variety show + performance + commercialization” integrated model, AI-driven B-end solutions (e.g. Beacon Pro) and SaaS (eg. MySeat) monetization, and ad inventory monetization of Damai offline performances.

Negatives (-)

1. **Upfront investment in Damai International and IP ecosystem** (incl. venue signing, overseas ticketing platform launches, securing overseas offline events resources, team buildup, tech infra, etc.) continues to weigh on near-term profitability.
2. **Moderation in IP merchandising growth**, with China-Japan tensions impacting brand/merchant order timing for sublicensing and cadence of new IP retailing stores opening.

What to do with the stock: We lower our FY27-28E revenue estimates by -4~-5% to mainly reflect weaker-than-expected IP merchandising business, partially cushioned by higher live entertainment content revenue within Damai segment. We also revise down our FY27-28E reported net profit forecasts by -16%~-17% accordingly to factor in additional investments around Damai International and IP segments. We now apply an unchanged 15X FY27E P/E to the Damai segment, a lowered 15X FY27E P/E for IP merchandising segment (vs. prior 18X FY27E P/E, considering slower topline, lower-margin IP offline retailing business and peers' lower valuation), and unchanged 8X P/E for Film and Drama segment with 5% net margin assumption. In light of above, our 12m SOTP-based target price for Damai Entertainment is lowered to **HK\$0.82** (from prior HK\$0.92). Stay **Buy**.

Exhibit 1: Damai Entertainment: key changes to GSe

Damai Entertainment Rmb mn	New FY27E	% Diff.	New FY28E	% Diff.	New FY29E
Total revenues	8,659	-5%	10,205	-4%	11,733
Operating profit, non-GAAP	741	-34%	1,019	-27%	1,227
Adj. EBITA	965	-19%	1,203	-16%	1,377
Net income to shareholders, GAAP	754	-17%	952	-16%	1,132
Margin %					
Gross margin %	35.4%	1.1	34.5%	0.7	33.8%
Operating margin %, non-GAAP	8.6%	(3.8)	10.0%	(3.1)	10.5%
Adj. EBITA margin %	11.1%	(1.9)	11.8%	(1.6)	11.7%
Net margin %, GAAP	8.7%	(1.2)	9.3%	(1.3)	9.7%

Source: Company data, Goldman Sachs Global Investment Research

NDR takeaways

Separately, we present the key takeaways from our NDR with Damai Entertainment below.

Damai segment: Domestic ticketing stabilizing with live entertainment content and Damai International emerging as a new growth driver

Damai domestic ticketing business

Management indicated that **domestic ticketing revenue** remained broadly **flat yoy in FY26**, despite continued expansion in service scale, market share and GMV growth.

- The company notably expanded its operational scale, with no. of large-scale events served reaching c. 5.8k (+50% yoy), no. of total serviced ticketing events reaching c. 0.4mn, and overall ticketing share improving to c. **70%**. Meanwhile, **GMV continues to grow**, driven by category expansion (sports, tourism performances, etc.) and rich event supply.
- Management clarified that the **perceived decline in take rate is mainly driven by industry cost inflation rather than competitive pressure**, specifically:
 - Rising costs across artists, venues, and production (lighting/staging) have compressed event promoters' profitability, and **all service providers across the value chain face profit compression** as a result, leading to lower capture per project.
 - Despite these pressures, management **does not expect further structural decline**, viewing the current level as a post-COVID equilibrium state where industry economics have normalized.
- Asor **YTD trend**, management noted: 1) **concert pipeline is slightly better** vs. last year, supported by the return of some top-tier artists and more consistent touring schedules, though growth remains at **single-digit levels**; 2) other categories are broadly flat yoy.
- From a competitive perspective, management reiterated Damai's **advantages**

beyond pure ticketing, highlighting its **integrated service capabilities** (venue signing, on-site operations, underlying system infrastructure, etc.), which underpin its high project acquisition rate at c. 97%~98%.

Damai domestic live entertainment content

Management highlighted **content-side expansion as a core strategic focus**, with multiple monetization levers emerging:

- **Continue to expand its promoter/co-investor role in concerts** by increasing participation in **top-tier artist tours** as event promoter or investor, enabling greater value capture across the value chain.
- **“Variety show + performance + commercialization” integrated model**, which leverages variety show impact to extend into related artists’ offline performances and synchronized commercialization (e.g., artist touring + fan events), including variety shows from both Alibaba ecosystem and third-party platforms.
- **Monetization of Damai ad slots in offline events.** Management sees meaningful upside in underutilized commercial inventory, especially for large-scale and self-produced offline performances.
- **AI-driven commercialization. 1)** The **Beacon Pro** platform, historically a free C-end tool, is being upgraded into a **B-end service offering** leveraging AI capabilities, providing customized solutions for event promoters and creating incremental revenue streams; **2) MySeat (麦座) system commercialization.** The company’s venue management SaaS MySeat, currently largely provided to domestic venues for free, is expected to gradually monetize through enhanced AI-enabled functionality and partnerships with venues.

Damai International business

Management indicated Damai overseas expansion remains a core strategic initiative, albeit with **near-term margin dilution** to Damai segment.

- **Upfront investment** in Damai International including strategic signing of overseas venues and user acquisition spending for international app launches are key drivers of short-term gross margin dilution, given high cold-start costs across new markets.
 - New platforms (e.g. MySeat International and overseas secondary ticketing platform) are still in investment phase, with strong data ramp-up but high upfront costs.
- On **growth strategy**, Damai International is pursuing multiple parallel pathways:
 - **Tpo-tier Chinese artists going global**, where Damai has early access to certain artist pipelines backed by strong domestic relationships, enhancing project acquisition;
 - **Participation in global tours of top-tier international artists**, through investment, joint operation, or stand-alone operation of some specific legs;
 - **Investment into overseas companies**, particularly in K-pop-related assets;
 - **Development of proprietary boy/girl groups** with global positioning.

- Management also suggested potential future collaboration (instead of competition) with global leaders such as Live Nation, which could represent a longer-term upside catalyst if realized.

IP merchandising: short-term disruption driven by geopolitics, but underlying demand remains solid

Management highlighted that segment profitability was distorted by one-off shutdown of non-core businesses, while **core IP platform (AliFish) delivered 70%+ yoy revenue growth in FY26**.

- **Sublicensing:** temporary slowdown driven by external factors
 - Management noted the **soft performance in 2HFY26** was primarily attributable to geopolitical tensions impacting merchant behavior, leading to order delays rather than cancellations. Importantly, management views this as **temporary**, with underlying C-end user demand intact and expected normalization over time.
 - **IP portfolio: Sanrio** growth is transitioning into a **steady phase**, following a period of rapid expansion, yet management highlighted AliFish's advantage as a leading IP licensing platform with 200~300 signed IPs, and expects future growth will be driven by the comprehensive and diversified IP portfolio, with other top-tier IPs such as **Chiikawa yet to fully ramp up commercialization**.
- **Retailing:** asset-light expansion with margin trade-off
 - Offline retailing continues to adopt an asset-light, outsourced operation model, resulting in **lower gross margin**, but with limited balance sheet risk.
 - The company plans **new store openings (e.g. Chiikawa)** this year, although the cadence and marketing intensity are partially constrained by external geopolitical factors.
- **Margin dynamics:** mix-driven dilution rather than operational factors
 - Management reiterated that **gross margin decline** in IP segment in FY26 is primarily **mix-driven** due to faster growth of lower-margin retailing business and one-off drag from termination of a non-core business;
 - Importantly, **underlying gross margins for both sublicensing and retailing business themselves are stable yoy**.

Shareholder return

Management acknowledged strong balance sheet (Rmb10.8bn net cash) and increasing investor focus on shareholder return, indicating that **buyback and dividend are both under consideration**, although no decision has been made yet.

Exhibit 2: Damai Entertainment: financial summary

RMB mn (March YE)	FY24	FY25	FY26	FY27E	FY28E	FY29E	1HFY25	2HFY25	1HFY26	2HFY26	1HFY27E	2HFY27E
Revenue	5,036	6,702	8,024	8,659	10,205	11,733	3,051	3,652	4,047	3,977	4,136	4,523
Film segment	2,999	2,712	2,178	2,326	2,386	2,435	1,255	1,457	1,064	1,114	1,188	1,138
Drama series production	596	578	1,401	721	735	750	61	517	484	917	180	540
IP merchandising	828	1,356	2,170	3,007	4,148	5,304	565	790	1,160	1,009	1,275	1,732
Damai	613	2,057	2,276	2,605	2,936	3,244	1,169	888	1,339	937	1,493	1,112
yoy %	44%	33%	20%	8%	18%	15%	17%	51%	33%	9%	2%	14%
Film segment	38%	-10%	-20%	7%	3%	2%			-15%	-24%	12%	2%
Drama series production	-24%	-3%	142%	-49%	2%	2%			693%	77%	-63%	-41%
IP merchandising	52%	64%	60%	39%	38%	28%			105%	28%	10%	72%
Damai		236%	11%	14%	13%	11%			15%	5%	12%	19%
Adjusted EBITA	504	809	746	965	1,203	1,377	642	169	550	196	526	439
Film segment	299	(227)	(53)	31	83	86	(3)	(225)	(153)	99	56	(25)
Drama series production	29	20	4	11	11	14	(8)	29	(14)	17	(11)	22
IP merchandising	157	209	170	219	302	363	111	97	174	(4)	70	150
Damai	18	808	626	704	807	914	542	266	542	84	412	292
Margin %	10%	12%	9%	11%	12%	12%	21%	5%	14%	5%	13%	10%
Film segment	10%	-8%	-2%	1%	3%	4%	0%	-15%	-14%	9%	5%	-2%
Drama series production	5%	3%	0%	2%	1%	2%	-14%	6%	-3%	2%	-6%	4%
IP merchandising	19%	15%	8%	7%	7%	7%	20%	12%	15%	0%	5%	9%
Damai	3%	39%	28%	27%	27%	28%	46%	30%	40%	9%	28%	26%
YoY %	61%	61%	-8%	29%	25%	14%			-14%	16%	-4%	124%
Net profit (IFRS)	335	364	705	754	952	1,132	337	27	520	186	394	360
% Net margin (IFRS)	7%	5%	9%	9%	9%	10%	11%	1%	13%	5%	10%	8%
% yoy	N.M.	9%	94%	7%	26%	19%	-27%	N.M.	54%	588%	-24%	94%

Source: Company data, Goldman Sachs Global Investment Research

Exhibit 3: Damai Entertainment: our 12m-TP is revised to HK\$0.82

Rmb mn	Revenue	EBITA	NOPAT	P/E	Valuation
SOTP	FY27E	FY27E	FY27E	FY27E	Rmb mn
Damai	2,605	704	598	15x	8,972
IP merchandising	3,007	219	186	15x	2,797
Film segment & Drama	3,046	42	36	8x	1,218
Subtotal	8,659	965	821	17	12,987
Net Cash					10,838
Total					23,826
Discount %					10%
Equity value					21,443
12-m target price (HK\$)					0.82

Source: Company data, Goldman Sachs Global Investment Research

Price Target Risks and Methodology - Damai Entertainment Holdings

Our 12m SOTP-based target price for Damai Entertainment is **HK\$0.82**, derived from a 15X FY27E P/E for the Damai segment, 15X FY27E P/E for the IP merchandising segment and 8X P/E for the Film and Drama segment with 5% net margin assumption. We have a **Buy** rating. **Key downside risks** include: **1)** Lower-than-expected growth on live entertainment ticketing; supply constraints especially for music concerts due to capacity of quality stadiums and intense competition; **2)** Weaker than expected IP merchandising growth and adjustment of IP licensing contracts from key IP owners; **3)** Execution and operational risk in the movie business.

Disclosure Appendix

Reg AC

We, Lincoln Kong, CFA, Ronald Keung, CFA and Luqing Zhou, hereby certify that all of the views expressed in this report accurately reflect our personal views about the subject company or companies and its or their securities. We also certify that no part of our compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report.

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GS Factor Profile

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Growth is based on a stock's forward-looking sales growth, EBITDA growth and EPS growth (for financial stocks, only EPS and sales growth), with a higher percentile indicating a higher growth company. **Financial Returns** is based on a stock's forward-looking ROE, ROCE and CROCI (for financial stocks, only ROE), with a higher percentile indicating a company with higher financial returns. **Multiple** is based on a stock's forward-looking P/E, P/B, price/dividend (P/D), EV/EBITDA, EV/FCF and EV/Debt Adjusted Cash Flow (DACF) (for financial stocks, only P/E, P/B and P/D), with a higher percentile indicating a stock trading at a higher multiple. The **Integrated** percentile is calculated as the average of the Growth percentile, Financial Returns percentile and (100% - Multiple percentile).

Financial Returns and Multiple use the Goldman Sachs analyst forecasts at the fiscal year-end at least three quarters in the future. Growth uses inputs for the fiscal year at least seven quarters in the future compared with the year at least three quarters in the future (on a per-share basis for all metrics).

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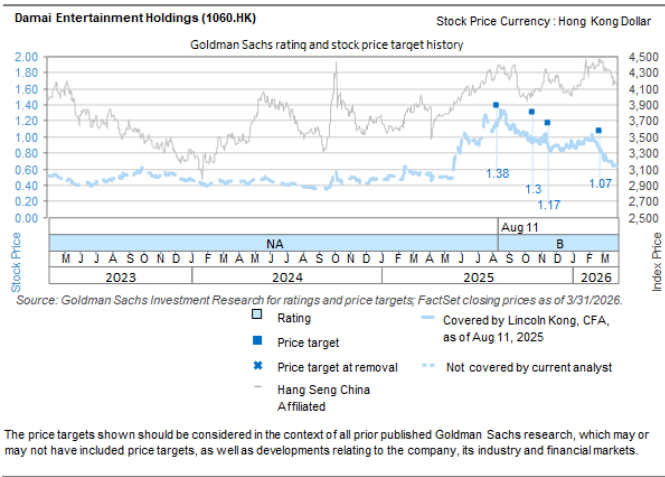
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Price target and rating history chart(s)



Target price history table(s)
Damai Entertainment Holdings (1060.HK)

Date of report	Target price (HK\$)	Closing price (HK\$)
04-May-26	0.92	0.58
25-Feb-26	1.07	0.83
18-Nov-25	1.17	0.86
19-Oct-25	1.30	0.93
11-Aug-25	1.38	1.17

Price targets shown in table(s) are unadjusted for corporate actions.

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