

Stock Code: 600519

Stock Abbr.: Kweichow Moutai

KWEICHOW MOUTAI CO., LTD.

ANNUAL REPORT 2022

Important Statements

I. The Board of Directors, Board of Supervisors, directors, supervisors and the senior management of the Company guarantee that the information presented in this report is free of any false records, misleading statements or material omissions, and shall bear individual and joint legal liabilities for the truthfulness, accuracy and completeness of its contents.

II. All directors of the Company attend the meeting of the board of directors.

III. Baker Tilly China CPAs has issued a standard unqualified audit report for the Company.

IV. Ding Xiongjun, responsible person for the Company, Jiang Yan, responsible person for accounting work, and Cai Congying, responsible person for the Company's financial affairs (Accounting Supervisor), have warranted that the financial statements in this report are true, accurate and complete.

V. The proposed profit distribution plan or the proposed plan of capitalization of capital reserves in the reporting period approved by the resolution of the Board of Directors

On the basis of a total capital of 1,256,197,800 shares by the end of 2022, all shareholders will be distributed a cash dividend of CNY 259.11 (before tax) for every 10 shares, with a total profit distribution of CNY 32,549,341,195.80. If there is any change in the total share capital of the company before the equity registration date for the implementation of equity distribution, the total dividend amount will be maintained unchanged, and the dividend ratio per share will be adjusted accordingly. The above profit distribution proposal shall be submitted to the general assembly of shareholders of the Company for deliberation and approval before implementation.

VI. Risk disclosure statement for forward-looking statements

Forward-looking statements in this report concerning future plans or development strategies do not constitute substantial promises to investors, due to the related uncertainty. Investors are advised to be aware of their own investment risks.

VII. Existence of non-operational embezzlement of funds by controlling shareholders or their associated parties

No

VIII. Existence of Financial Guarantees to External Parties in Violation of the Regulated Decision Procedures

No

IX. Over half of the directors' failure to guarantee the truthfulness, accuracy and completeness of the Company's disclosed annual report.

No

X. Significant risk statements

The Company has elaborated the potential risks in the chapter of "The Company Discussion and Analysis on its Future Development". Investors are advised to pay their due attention.

XI. Information Statement

All information and data cited in this Report are objective and authentic. Financial figures herein are recorded in CNY, unless otherwise specified. This Report is prepared in Chinese and English, respectively. In case of any ambiguity in the Chinese and English texts, the Chinese text shall prevail.

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Documents Available for Reference	References include the accounting statements signed and stamped by the respective individuals in charge of the company, the company accounting work, and the accounting department (their accounting supervisor).
	References include the audit report original signed and stamped by the certified public accountant and stamped by the accounting firm.
	The originals of company documents and announcements that are publicly disclosed in China Securities Journal and Shanghai Securities News during the reporting period.

Section I Definitions

1. Definitions

Unless it is otherwise referred in the context, the terms in this report have the following meanings:

Terms and Definitions		
CSRC	refers to	China Securities Regulatory Commission
SSE	refers to	Shanghai Stock Exchange
Company, the company	refers to	Kweichow Moutai Co., Ltd.
Controlling shareholder, group company	refers to	China Kweichow Moutai Distillery (Group) Co., Ltd.
Reporting period	refers to	Fiscal Year of 2022
This report, the report	refers to	Annual Report 2022

Section II Company Profile and Key Financial Results

1. Corporate Information

Name of the Company in Chinese	贵州茅台酒股份有限公司
Abbr. of the Company name in Chinese (if any)	贵州茅台
Name of the Company in English	Kweichow Moutai Co., Ltd.
Legal Representative	Ding Xiongjun

2. Contact Information

	Secretary of the board	Representative for securities affairs
Name	Jiang Yan	Cai Congying
Address	Maotai Town, Renhuai City, Guizhou Province	Maotai Town, Renhuai City, Guizhou Province
Tel.	0851-22386002	0851-22386002
Fax	0851-22386193	0851-22386193
E-mail	mtdm@moutaichina.com	mtdm@moutaichina.com

3. Company profile

Registered address	Maotai Town, Renhuai City, Guizhou Province
Office address	Maotai Town, Renhuai City, Guizhou Province
Zip code of office address	564501
Website address	http://www.moutaichina.com/
E-mail address	mtdm@moutaichina.com

4. Information disclosure and the place where the report is available

Media name and its website address where the report is disclosed	China Securities Journal and Shanghai Securities News
Website address of the stock exchange where the report is disclosed	http://www.sse.com.cn/
Place where the report is available	The office of the Board of Directors

5. Stock information

Stock information				
Stock type	Stock exchange where the shares are listed	Stock abbreviation	Stock code	Previous stock Abbreviation (if any)
A shares	Shanghai Stock Exchange	Kweichow Moutai	600519	

6. Other information

Appointed accounting firm (domestic)	Name	Baker Tilly China CPAs
	Office address	Building 12, Foreign Language Culture and Creativity Park, 19 Chegongzhuang West Road, Haidian District, Beijing
	Name of the signing accountant	Tong Wenguang, Liu Zonglei, Yang Shu

7. Key Accounting Data and Financial Indicators in the past three years**7.1 Key accounting data**

Unit: CNY

Key accounting data	2022	2021	Change (%)	2020
Operating revenue	124,099,843,771.99	106,190,154,843.76	16.87	94,915,380,916.72
Net profits attributable to shareholders of the Public Company	62,716,443,738.27	52,460,144,378.16	19.55	46,697,285,429.81
Net profits attributable to shareholders of the Public Company after deducting non-recurring gains and losses	62,791,872,697.72	52,581,102,656.24	19.42	47,016,420,742.73
Net cash flows from operating activities	36,698,595,830.03	64,028,676,147.37	-42.68	51,669,068,693.03
	31 December 2022	31 December 2021	Changes of the Same Period(%)	31 December 2020
Net assets attributable to shareholders of the Company	197,506,672,396.00	189,539,368,797.29	4.20	161,322,735,087.56
Total assets	254,364,804,995.25	255,168,195,159.90	-0.31	213,395,810,527.46
Share capital	1,256,197,800.00	1,256,197,800.00		1,256,197,800.00

Note: Causes for the decrease in Net cash flows from operating activities: first, the group company transferred the equity of Guizhou Xijiu Co., Ltd., which is no longer a member of the company's holding subsidiary Kweichow Moutai Group Finance Co., Ltd, resulting the customer deposits to reduce ; Second, the company's holding subsidiary, Kweichow Moutai Group Finance Co., Ltd., had a net increase in Deposits with other banks that cannot be withdrawn at any time in the current period.

7.2 Key financial indicators

Key financial indicators	2022	2021	Change (%)	2020
Basic earnings per share (CNY/share)	49.93	41.76	19.55	37.17
Diluted earnings per share (CNY/share)	49.93	41.76	19.55	37.17
Basic earnings per share after non-recurring gains and losses	49.99	41.86	19.42	37.43

(CNY/share)				
Weighted average ROE (%)	30.26	29.90	Increase by 0.36 percentage point(s)	31.41
Weighted average ROE after non-recurring gains and losses (%)	30.29	29.97	Increase by 0.32 percentage point(s)	31.63

8. Differences in accounting data by domestic and overseas accounting standards

8.1 Differences in the net profits and net assets attributable to shareholders of the company disclosed in the financial reports prepared under the international accounting standards and China accounting standards

Applicable N/A

8.2 Differences in the net profits and net assets attributable to shareholders of the Company disclosed in the financial reports prepared under the overseas accounting standards and China accounting standards

Applicable N/A

8.3 Explanations for above accounting data differences

Applicable N/A

9. Quarterly key financial data in 2022

Unit: CNY

	Q1 (Jan.-Mar.)	Q2 (Apr.-Jun.)	Q3 (Jul.-Sept.)	Q4 (Oct.-Dec.)
Operating revenue	32,295,763,804.41	25,321,102,842.88	29,543,366,111.76	36,939,611,012.94
Net profits attributable to shareholders of the Company	17,244,968,587.32	12,548,939,490.51	14,605,907,505.71	18,316,628,154.73
Net profit attributable to ordinary shareholders of the company after deducting non-recurring profit and loss	17,243,064,446.83	12,519,757,284.58	14,630,409,785.50	18,398,641,180.81
Net cash flows from operating activities	-6,876,059,093.79	6,864,895,152.49	9,416,500,950.05	27,293,258,821.28

Explanations for the differences between quarterly data and those disclosed in previous periodical reports

Applicable N/A

10. Non-recurring Items and Their Gains/Losses

Applicable N/A

Unit: CNY

Non-recurring gains and losses	Amount in 2022	Note (if applicable)	Amount in 2021	Amount in 2020
Gain or loss from disposal of non-current assets	-20,567,757.19		-11,920,829.77	-100,113.92
Government grants accounted for, in the profit or loss for the current	14,973,304.55		4,616,000.00	2,028,500.00

period (except for the government grants closely related to the business of the Company and continuously given at a fixed amount or quantity in accordance with certain standards)				
Gains and losses from changes in fair value arising from holding trading financial assets, derivative financial assets, trading financial liabilities and derivative financial liabilities, as well as investment income from disposal of trading financial assets, derivative financial assets, trading financial liabilities, derivative financial liabilities and other debt investments, except for the effective hedging business associated with the company's regular business operations.			-3,750,122.23	4,966,170.34
Other non-operational income and expenditure in addition to the items listed above.	157,251,041.33	-	210,928,052.99	438,037,777.35
Other items of gains and losses that fall into the category of non-recurring gains and losses	63,840,000.00		61,031,069.26	237,455.55
Less: Income tax impact	-24,751,373.49		-40,237,983.93	107,726,441.35
Minority shareholder equity impact (after tax)	1,174,838.97		244,326.28	-4,044,011.11
Total	-75,428,959.45		120,958,278.08	319,135,312.92

Section III Management's Discussion and Analysis

1. Discussion and analysis of business situation

In 2022, the Company insisted on the guidance of Xi Jinping Thought on Socialism with Chinese Characteristics for a New Era, thoroughly studied and implement the spirit of the 20th National Congress of the Communist Party of China and the important speech addressed by the General Secretary Xi Jinping during the inspection in Guizhou, fully implemented the spirit of the 13th Congress of Party Representatives of Guizhou Province and the decision-making arrangements of the provincial party committee and government, and focused on the strategic goal of "double doubling, double consolidation and double building" of the group company as well as the high-quality development path of "five-line" of Moutai. It was not afraid of difficulties and dangers, production and operation, and reform and development. It delivered a strong performance by successfully completing all the objectives and tasks of the year and written a magnificent chapter of forging ahead with perseverance and common dreams and wishes.

2. Industry sector situation in the reporting period

See "Industry profile" and "Industry pattern and trend" in this report.

3. Business scope in the reporting period

The main business of the Company is the production and sales of Moutai liquor and a series of liquors. The leading product "Kweichow Moutai" is the originator and typical representative of Daqu sauce-flavored liquor in China. It is a brand that embodies national geographical indication products, organic foods and national intangible cultural heritages. The marketing network of the Company covers the domestic market and 64 countries and regions on five continents. Over the years, the Company insisted on the pursuit of product quality. With careful care for brewing ecology, the inheritance and innovation of traditional process, and the continuous development of corporate culture, the Company continuously empowered the enterprise and promoted high-quality development and modernization construction of the enterprise.

The Company's business model is: raw materials acquisition – merchandise production – sales. The acquisition of raw materials is carried out according to the Company's production and sales plan; the production process of products is as follows: yeast making - Chinese Baijiu making – cellaring - blending - packaging; the sales model is as follows: the Company's products are sold through direct sales and distributor channels. Direct sales channels refer to self-operated channels and the "i Moutai" digital marketing platform channel, while distributor channels refer to social distributors, supermarkets, e-commerce and other channels.

4. Analysis of core competitiveness

Applicable N/A

The Company has five core competitiveness of "ecology, technic, quality, brand and culture". The company also has four core potentials, which are "unique geographical protection of origin, irreproducible microbial colony, unique brewing technology inherited for thousands of years, and high-quality base liquor resources stored for a long time" There was no significant change in the Company's core competitiveness during the reporting period.

5. Business operation briefing for the reporting period

First, the Company went against the trend and achieved "excellent" performance. In the overall economic downturn, the Company realized growth against the trend, achieving a total of operating revenue of CNY 127.554 billion, representing a year-on-year increase of 16.53%; It is estimated that the net profit attributable to shareholders of listed companies will reach CNY 62.716 billion, representing a year-on-year increase of 19.55%; the main indicators display steady progress and will hit a record high. In 2022, for Kantar BrandZ's list of the most valuable brands in China, Moutai ranked third with a brand value of USD 108.49 billion, and ranked first among liquor brands; the market value of Kweichow Moutai remained above CNY 2 trillion, ranking first in A shares.

Second, the Company has embarked on the journey of "beauty" with dreams. We used the "five-in-one marketing method" to usher in the era of marketing beauty; adhered to the principle of taking "business" as the foundation, "chain" as the reinforcement way, and "circle" as the tool for beauty creation, and built a modern industrial chain ecosystem; insisted on the beauty of scientific and technological inheritance and innovation, implemented the "four projects" and "four plans" for talent training, and built a highland for scientific and technological innovation talents. The Company took "beauty" as the core and strove forward.

Third, the Company took the initiative to change and opened up a "new" track. We successfully launched the i Moutai digital marketing platform with the registered users of 30 million. The platform became a phenomenal APP, achieving sales revenue of CNY 11.883 billion. With the launch of Moutai ice cream, "Ice cross the Country" started a journey of alcohol and love among young people. With culture export, the Company appeared at the APEC summit in Thailand and actively spread Moutai culture. The Company took the initiative to integrate with the international market and focused on coordinating the construction of domestic and international markets.

Fourth, the Company has accumulated "strong" kinetic energy through reform. The Company completed the separation of institutions and the diversion of personnel, and comprehensively finished the tasks of the three-year action of state-owned enterprise reform, and the efficiency of corporate governance has been significantly improved. The Company started the capacity expansion of Moutai and dealt with a number of long-delayed legacy projects. It started more than 100 scientific and technological projects.

Fifth, a hymn of "courage" was composed with the fact that the Company overcame difficulties and forged ahead. The Company united to overcome the difficulties together, insisted on the principle of not leaving the front line on account of minor wounds, and made every effort to ensure the normal operation of production. All posts and lines wrote a touching and unforgettable chapter of struggle.

5.1 Main business analysis

A. Analysis of accounting item changes related to the income statement and the cash flow statement

Unit: CNY

Item	Amount in the reporting period	Amount in the same reporting period of last year	YoY Change (%)
Operating revenue	124,099,843,771.99	106,190,154,843.76	16.87
Operating costs	10,093,468,616.63	8,983,377,809.96	12.36
Sales expenses	3,297,724,190.94	2,737,369,434.78	20.47
General and administrative expenses	9,012,191,073.63	8,450,274,065.03	6.65
Financial expenses	-1,391,805,826.72	-934,523,406.02	N/A
R&D expenses	135,185,680.40	61,923,213.59	118.31
Net cash flows from operating activities	36,698,595,830.03	64,028,676,147.37	-42.68
Net cash flows from investment activities	-5,536,826,334.90	-5,562,445,704.34	N/A
Net cash flows from financing activities	-57,424,528,979.83	-26,564,141,388.96	N/A

Causes for the operating revenue change: mainly due to the increase of sales volume and the change of product structure in the reporting period.

Causes for the operating expense change: majorly due to the sales increase, the production costs increase, and the product structure change in the reporting period.

Causes for the sales expense change: mainly due to the advertising and marketing expense increases for the Moutai-flavor series liquor in the reporting period.

Causes for the general and administrative expense change: mainly due to the increase in trademark license fees and depreciation of fixed assets in the reporting period.

Causes for the financial expense change: mainly due to the increase of commercial bank interest income increase in the reporting period.

Causes for the R&D expense change: majorly due to the increase of R&D project increases in the reporting period.

Causes for the Net cash flow change from operating activities: first, the group company transferred the equity of Guizhou Xijiu Co., Ltd., which is no longer a member of the company's holding subsidiary Kweichow Moutai Group Finance Co., Ltd, resulting the customer deposits to reduce ; Second, the company's holding subsidiary, Kweichow Moutai Group Finance Co., Ltd., had a net increase in Deposits with other banks that cannot be withdrawn at any time in the current period.

Causes for the Net cash flow change from investment activities: mainly due to the increase in the cash paid to acquire and construct fixed assets, intangible assets and other long-term assets in the reporting

period and the certificate of deposit with large amount purchased in the previous period.

Causes for Net cash flow change from financing activities: Firstly, in December 2022, the company implemented a special dividend plan to repay shareholders.

Detailed reasons for any significant changes to the business type, profit structure or profit sources of the Company in the reporting period.

Applicable N/A

B. Income and cost analysis

Applicable N/A

a. Main business grouped by business segment, by product, by region and by sales model.

Unit: CNY

Main business grouped by business segment						
Business segment	Operating revenue	Operating costs	Gross profit margin	YoY Change of operating revenue (%)	YoY change of operating costs (%)	YoY change of gross profit margin (%)
Liquor	123,772,332,348.71	9,896,113,336.80	92.00	16.70	11.30	Increase by 0.38 percentage point(s)
Main business grouped by product						
Product	Operating revenue	Operating costs	Gross profit margin	YoY Change of operating revenue (%)	YoY change of operating costs (%)	YoY change of gross profit margin (%)
Moutai	107,833,685,277.94	6,265,810,909.88	94.19	15.37	12.33	Increase by 0.16 percentage point(s)
Other liquor	15,938,647,070.77	3,630,302,426.92	77.22	26.55	9.57	Increase by 3.53 percentage point(s)
Main business grouped by region						
Region	Operating revenue	Operating costs	Gross profit margin	YoY Change of operating revenue (%)	YoY change of operating costs (%)	YoY change of gross profit margin (%)
Domestic	119,532,752,861.59	9,558,682,149.59	92.00	15.56	10.51	Increase by 0.36 percentage point(s)
Overseas	4,239,579,487.12	337,431,187.21	92.04	61.91	39.60	Increase by 1.27 percentage point(s)
Main business condition by sales model						

Sales model	Operating revenue	Operating costs	Gross profit margin	YoY Change of Operating revenue (%)	YoY change of operating costs (%)	YoY change of gross profit margin (%)
Wholesale agency	74,393,594,687.11	8,021,891,276.89	89.22	-9.31	0.80	Decrease by 1.08 percentage point(s)
Direct sales	49,378,737,661.60	1,874,222,059.91	96.20	105.49	100.97	Decrease by 0.08 percentage point(s)

b. Analysis of production volume, sales volume and inventory

√Applicable □N/A

Main product	Unit	Production volume	Sales volume	Inventory	YoY change of production volume (%)	YoY change of sales volume (%)	YoY change of inventory (%)
Liquor	Ton	91,885.83	68,176.32	276,623.17	8.46	2.62	6.09

c. Execution situation of major acquisition contracts and major sales contracts

□Applicable √N/A

d. Cost Analysis Table

Unit: CNY

Condition by business segment							
By business segment	Main breakdown items of cost	Amount in the reporting period	As % of total cost (%)	Amount in the same reporting period of previous year	As % of total cost in previous year (%)	YoY change (%)	Description of reasons
Liquor		9,896,113,336.80	100	8,890,990,510.72	100	11.30	
Condition by product							
By product	Main breakdown items of cost	Amount in the reporting period	As % of total cost (%)	Amount in the same reporting period of previous year	As % of cost in previous year (%)	YoY change (%)	Description of reasons
Liquor	Direct materials costs	5,344,548,452.24	54.00	5,006,828,759.74	56.32	6.75	
	Direct labor costs	3,395,434,595.85	34.31	2,776,100,778.17	31.22	22.31	
	Manufacturing costs	558,168,244.61	5.64	592,850,869.35	6.67	-5.85	
	Fuels and energies	342,073,450.40	3.46	271,547,032.80	3.05	25.97	
	Transportation costs	255,888,593.70	2.59	243,663,070.66	2.74	5.02	

	Total	9,896,113,336.80	100.00	8,890,990,510.72	100.00	11.30	
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e. Any share changes of subsidiaries merger scope changes in the reporting period

Applicable N/A

f. Information about significant changes or adjustments of the Company's businesses, products or services

Applicable N/A

g. Major customers and suppliers

(1) Major customers

The top five customers constitute a total revenue of CNY 14,158.13 million, accounting for 11.44% of annual total revenue, among which the revenue by the affiliated parties totaled CNY 5,276.56 million, accounting for 4.26% of the total annual revenue.

(2) Major suppliers

The total acquisition cost paid to the five suppliers is CNY 2,238.48 million, accounting for 35.33% of annual total acquisition cost, among which the total to the affiliated parties is CNY 832.71 million, accounting for 13.14% of annual total acquisition cost.

C. Expenses

Applicable N/A

Financial expenses in the reporting period was CNY -1,391.81 million, comparing with that in the last period of CNY -934.52 million, the cost reduction was mainly due to the increase of interest income from commercial bank deposits.

D. R&D expenses

a. Statement of R&D expenses

Applicable N/A

	Unit: CNY
R&D expenses in this period	368,433,594.16
Capitalized research and development investment in the reporting period	190,536,632.60
Total R&D expenses	558,970,226.76
as (%) in operating revenue	0.45
Proportion of capitalization of research and development investment (%)	34.09

Note: The R&D expenses in this period include the R&D expenses listed in the operating costs and the compensation of scientific researchers.

b. Statement of R&D employee

Applicable N/A

Number of R&D employees	761
as (%) in the total number of the Company's employees	2.42
Educational background structure of R&D employees	
Educational background structure type	Number in each educational background structure
Doctorate	72
Master's degree	174
Undergraduate	447
Junior college	45

High school and below	23
Age structure of R&D employee	
Age structure type	Number in each age structure
under 30 (excluding 30)	159
30-40 (including 30 but excluding 40)	391
40-50 (including 40 but excluding 50)	155
50-60 (including 50 but excluding 60)	50
over 60	6

c. Explanation

Applicable N/A

d. Reasons for the significant changes in R&D employees and their impacts on the Company's future development

Applicable N/A

E. Cash flows

Applicable N/A

Unit: CNY

Item	Amount in this period	Amount in last period	Change (%)
Net increase in customer bank deposits and due to banks and other financial institutions	-8,916,033,228.67	7,511,166,145.93	N/A
Tax refunds received	33,191,912.56		N/A
Receipt of other cash related to business activities	2,759,422,171.88	1,643,536,862.48	67.90
Net increase in loans and advances to customers	723,778,672.00	484,244,272.00	49.47
Net increase in lending funds		-400,000,000.00	N/A
Net increase in central and interbank deposits	13,037,761,321.90	559,089,326.28	2,231.96
Cash paid for interests, fees, and commissions	79,226,410.98	163,462,728.48	-51.53
Cash paid for taxes and surcharges	62,043,324,506.36	44,609,684,025.28	39.08
Cash received from investment recoveries		6,079,930.68	N/A
Cash received from investment returns	5,880,000.00	860,000.00	583.72
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	355,149.00	2,463,474.29	-85.58
Cash received from other investment relate activities	4,971,762.18	9,983,452.63	-50.20
Cash paid to acquire or construct fixed assets, intangible assets and other long-term assets	5,306,546,416.54	3,408,784,532.01	55.67
Cash paid for investments	210,000,000.00	2,150,000,000.00	-90.23
Cash paid for other investment related activities	31,486,829.54	23,048,029.93	36.61
Cash paid for distribution of dividends and profits or payment of interests	57,370,196,191.46	26,476,019,839.37	116.69
Cash paid for other financing related activities	54,332,788.37	88,121,549.59	-38.34

Impact of fluctuation in exchange rate on cash and cash equivalents	911,088.01	-2,026,542.60	N/A
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- (1) The decrease in the net increase in customer bank deposits and due to banks and other financial institutions was mainly due to the group company transferred the equity of Guizhou Xijiu Co., Ltd., which is no longer a member of the company's holding subsidiary Kweichow Moutai Group Finance Co., Ltd, resulting the customer deposits to reduce , compared with the previous period.
- (2) The increase in Tax refunds received was mainly due to the refunds of taxes from taxation authorities of Kweichow Moutai Liquor Sales Co., Ltd., a controlling subsidiary of the Company in the period.
- (3) The increase in the cash received from other operating activities was mainly due to the increase in income tax on withholding dividends and interest on deposits with commercial banks compared with the previous period.
- (4) The increase in the net increase in loans and advances to customers was mainly due to the increase in the loans to group member units issued by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company, compared with the previous period.
- (5) The change in the net increase of lending funds is mainly due to the recovery of interbank lending funds by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company, compared with the previous period.
- (6) The increase in the net increase in deposits in central and interbank deposits was mainly due to the increase in the time deposits with early withdrawal forbidden deposited by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company, compared with the previous period.
- (7) The decrease in the cash paid for interest, handling fee and commission was mainly due to the decrease in the cash paid for interests by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company compared with the previous period.
- (8) The increase in the cash paid for taxes and surcharges was mainly due to the taxes and surcharges payable at the beginning of the year and the increase in the taxes in the current period.
- (9) The decrease in the cash received from investment recoveries due to the cash received from disposal of non-current financial assets in the previous period.
- (10) The increase in the cash received from investment income was mainly due to the increase in the bond interest received by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company, in the current period compared with the previous period.
- (11) The decrease in the net cash received from disposal of fixed assets, intangible assets and other long-term assets was mainly due to the decrease in the cash received from disposal of fixed assets compared with the previous period.
- (12) The increase in the cash paid to acquire or construct fixed assets, intangible assets and other long-term assets was mainly due to the increase in the cash paid for capital construction project compared with the previous period.
- (13) The decrease in the cash received from other investing activities was mainly due to the decrease in the capital construction performance bond received compared with the previous period.
- (14) The decrease in the cash paid for investments was mainly due to the purchase of certificate of deposits in the previous period.
- (15) The increase in the cash paid for other investing activities was mainly due to the increase in the capital construction performance bond refunded compared with the previous period.

(16) The increase in the cash paid for distribution of dividends and profits or payment of interest was due to the company implemented a special dividend plan to repay shareholders in December 2022, which increasing the distribution of cash dividends compared with the previous period.

(17) The decrease in the cash paid for other financing related activities was mainly due to the decrease in the cash for lease fees compared with the previous period.

(18) The increase in the impact of fluctuation in exchange rate on cash and cash equivalents was due to the Company's wholly-owned subsidiary, Kweichow Moutai Paris Trading, whose financial statement of overseas operation has been converted as the foreign currency translation differences in the statement of recording currency.

5.2 Reasons for significant changes of profit caused by non-core business

Applicable N/A

5.3 Analysis of assets and liabilities

Applicable N/A

A. Assets and liabilities

Unit: CNY

Item	Amount by the end of this period	As % of total assets (%)	Amount by the end of last period	As % of total assets (%)	Change in percentage (%)	Explanation about any material change
Cash and cash equivalents	58,274,318,733.23	22.91	51,810,243,607.11	20.30	12.48	
Notes receivable	105,453,212.00	0.04			N/A	Mainly because the sales of bank acceptable bills by the Company's wholly-owned subsidiary, Kweichow Moutai-Flavor Liquor Marketing Co., Ltd., has increased.
Accounts receivable	20,937,144.00	0.008			N/A	Mainly due to the receivables of liquor of Guizhou Laymau Liquor Industry Co., Ltd., a controlling subsidiary of the Company which have been recovered in January 2023.
Prepayment	897,377,162.27	0.35	389,109,841.28	0.15	130.62	Mainly the increase in the prepaid land listing deposit.
Inventories	38,824,374,236.24	15.26	33,394,365,084.83	13.09	16.26	
Current portion of non-current assets	2,123,601,333.33	0.83			N/A	Mainly the certificates of deposits reclassified to the current portion of non-current assets
Other current assets	160,843,674.42	0.06	71,527,560.74	0.03	124.87	Mainly due to the increase in

						deduction VAT input tax.
Debt investment	380,685,319.09	0.15	170,468,623.71	0.07	123.32	Increase in the purchase of bonds by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company
Fixed assets	19,742,622,547.86	7.76	17,472,173,182.85	6.85	12.99	
Development expenditures	190,536,632.60	0.07			N/A	Mainly the new capitalized research and development expenses
Deferred income tax assets	3,458,931,368.11	1.36	2,237,206,443.84	0.88	54.61	Mainly caused by the increase of deferred tax assets due to the confirmation of internal transactions with unrealized profits.
Other non-current assets			2,059,761,333.33	0.81	N/A	Mainly the certificates of deposits reclassified to the current portion of non-current assets.
Payroll and employee benefits payable	4,782,311,242.41	1.88	3,677,845,718.53	1.44	30.03	Mainly the increase in annual bonus payable
Taxes payable	6,896,555,423.83	2.71	11,979,802,144.01	4.69	-42.43	Mainly the decrease in tax payable at the end of the year
Deposits from customers and inter-bank	12,874,043,355.42	5.06	21,763,575,647.32	8.53	-40.85	Decrease in the deposits absorbed from other member units of the group company by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company,
Total assets	254,364,804,995.25	100.00	255,168,195,159.90	100.00	-0.31	Firstly, in December 2022, the company implemented a special dividend plan to repay shareholders, which increased the distribution of cash dividends; Secondly, the group company transferred the equity of Guizhou Xijiu Co., Ltd., which is no longer

						a member of the company's holding subsidiary Kweichow Moutai Group Finance Co., Ltd, resulting the customer deposits to reduce.
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B. Main assets overseas
Applicable N/A
C. Restricted assets rights as of the end of this reporting period
Applicable N/A
D. Other description
Applicable N/A
5.4 Analysis of operating information in the industry
Applicable N/A
Analysis of operating information in the liquor production industry**A. Industry profile**
Applicable N/A

According to the National Bureau of statistics, the total output of Chinese Baijiu production enterprises in Chinese Baijiu above designated size has reached 6,712.4 million liters in 2022, a slight decrease of 5.58% compared with the same period last year. The sales revenue has reached CNY 662.645 billion, a year-on-year increase of 9.64%; the total profit was CNY 220.172 billion, a year-on-year increase of 29.36%.

B. Production Capacity**Current capacity**
Applicable N/A

Main Factories	Designed Capacity	Actual Capacity
Chinese Baijiu production workshop of Moutai	42,742.50	56,810.44
Series liquor production workshop	38,060.00	35,075.39

Notes: (1) In the design capacity of 38,060.00 tons of series base liquor, due to the production process characteristics of the series liquor, the design capacity of 6,400.00 tons of series base liquor was placed into operation in November 2022, and the actual capacity would be released in 2023. The basic liquor design capacity for Moutai and series liquor refer to the planned capacity. (2) The company uses the weight unit to measure according to the usual practice. The units of measurement used for production, sales, inventory, and production capacity in this report are all in "tons".

Capacity under Construction
Applicable N/A

Unit: CNY 10,000

Name of the Capacity under Construction	Planned investment amount	Amount invested in this reporting period	Accumulated investment amount
30000-ton Moutai-flavored series liquor technical renovation project and its supporting facilities	838,400.00	115,353.00	486,626.00
First Phase Construction Project of the "14th Five-Year Plan" Maotai-flavor Liquor Xishui Tongminba	411,000.00	42,850.00	42,850.00

Technical transformation and construction project of Moutai Liquor during the 14th Five-Year Plan period	1,551,600.00	85.00	85.00
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Production capacity calculation standards

Applicable N/A

In the above “Current capacity” table, the design capacity is calculated according to the production process requirements, combined with the plant specifications and the number of cellars, and the actual capacity is calculated according to the actual base liquor production yield in the reporting period.

C. Inventory at the end of the reporting period

Applicable N/A

Unit: Ton

Finished liquor	Semi-finished liquor (including base liquor)
12,495.28	264,127.89

Note: The finished liquor is the Company’s packaged inventory stock (including Moutai-flavor series liquor).

Inventory Impairment Risk Warning

Applicable N/A

D. Product profile

Applicable N/A

Unit: CNY 10,000

Product grade	Production (ton)	Change (%) Same Period	Sales (tons)	Change (%) Same period	Production-sales ratio (%)	Sales revenue	Change (%) same period	Main representing brand
Moutai	56,810.44	0.60	37,901.39	4.52		10,783,368.53	15.37	Moutai
Other series liquor	35,075.39	24.17	30,274.93	0.32		1,593,864.71	26.55	Moutai Wangzi liquor, Moutai 1935 liquor, Han Jiang liquor, Lai Mao liquor

Note: (1) In order to ensure the sustainable development of the Company, a certain amount of base liquor needs to be retained every year. According to the production process, it takes Maotai liquor at least 5 years of cellaring since its production before in can be released from the factory. (2) Moutai is a blend of base liquor of different years, different rounds and different concentrations. It is a perfect combination of technology and art. Therefore, the base liquor of a certain year may appear as a product in the next several years. (3) The Company regards quality as its life, adheres to quality first, adheres to the spirit of craftsmanship, and adheres to the principle of “honoring the principles, abiding by the rules, sticking to the craftsmanship, cellaring enough liquor to age, and not selling young liquor”. The production of Moutai is of natural solid-state fermentation, brewed with traditional craftsmanship, and therefore the production yield has certain volatility. (4) Based on the above reasons, the production and sales rate of Moutai base liquor cannot be accurately calculated. The product formation process of series liquor is similar to that of Moutai.

Product grading standards

Applicable N/A

Graded by the quality of the product.

Changes in the product structure and business strategy

E. Raw material purchase

a. purchase model

Applicable N/A

Raw materials are mainly purchased from the market through centralized procurement according to the Company's production and sales plan.

b. purchase amount

Applicable N/A

Unit: CNY 10,000

Raw materials type	Purchase amount in this period	Purchase amount in last period	as % in total purchase amount
Liquor brewing raw materials	248,398.92	310,081.75	41.78
Packaging materials	290,243.05	282,811.20	48.82
Energies	48,982.94	35,258.15	8.24
Workshop auxiliary materials	6,898.38	6,042.04	1.16

F. Sales

a. Sales model

Applicable N/A

The Company's products are sold through direct selling and distributor channels. Direct sales channels refer to self-operated channels and "i Moutai" digital marketing platform channel, and wholesale agency channels refer to social distributors, supermarkets, e-commerce and other channels.

b. Sales channel

Applicable N/A

Unit: CNY 10,000

Channel type	Sales amount in this period	Sales amount in last period	Sales volume in this period (ton)	Sales volume in last period (ton)
Direct selling	4,937,873.77	2,402,936.23	11,186.57	5,735.70
Wholesale agency	7,439,359.47	8,202,992.80	56,989.75	60,702.99

c. Regional situation

Applicable N/A

Unit: CNY 10,000

Region Name	Sales revenue in this period	Sales revenue in last period	as % in the total amount	Sales volume in this period (ton)	Sales volume in last period (ton)	as % in the total volume
Domestic	11,953,275.29	10,344,081.75	96.57	66,162.41	64,877.80	97.05
Overseas	423,957.95	261,847.28	3.43	2,013.91	1,560.89	2.95

Regional division standards

Applicable N/A

d. Distributor Situation

Applicable N/A

Region Name	Number of distributors by the end of the reporting period	Number increased in the reporting period	Number decreased in the reporting period
Domestic	2,084		5

Overseas	105	1
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Explanation

Applicable N/A

Management of distributors

Applicable N/A

e. Online-sales situation

Applicable N/A

Unit: CNY 10,000

Online sales platform	Product grade of online sales	Revenue from sales in the current period	Revenue from sales in the previous period	YoY (%)	Gross profit margin (%)
"I Moutai" digital marketing platform channel	Medium and high-grade liquor	1,188,270.28		N/A	95.26

Note: The sales revenue of the "I Moutai" digital marketing platform channel is the excluding tax income of liquor realized by the company through this platform.

Future online business strategy

Applicable N/A

G. Analysis of the Company's revenue and cost

a. the composition of the company's main business by different types

Applicable N/A

Unit: CNY

Type	Operating revenue	Change (%)	Operating costs	Change (%)	Gross profit rate (%)	Change (%)
By class of product						
Moutai	107,833,685,277.94	15.37	6,265,810,909.88	12.33	94.19	0.16
Other series liquor	15,938,647,070.77	26.55	3,630,302,426.92	9.57	77.22	3.53
Subtotal	123,772,332,348.71	16.70	9,896,113,336.80	11.30	92.00	0.38
by sales channel						
Direct selling	49,378,737,661.60	105.49	1,874,222,059.91	100.97	96.20	0.08
Wholesale agency	74,393,594,687.11	-9.31	8,021,891,276.89	0.80	89.22	-1.08
Subtotal	123,772,332,348.71	16.70	9,896,113,336.80	11.30	92.00	0.38
By regional segment						
Domestic	119,532,752,861.59	15.56	9,558,682,149.59	10.51	92.00	0.36
Overseas	4,239,579,487.12	61.91	337,431,187.21	39.60	92.04	1.27
Subtotal	123,772,332,348.71	16.70	9,896,113,336.80	11.30	92.00	0.38

Explanation

Applicable N/A

b. Costs

Applicable N/A

Explanation

Applicable N/A

See Statement of Cost, Analysis of main business, Section III Management Discussion and Analysis.

5.5 Analysis of investment situation**Total investment**

Applicable N/A

A. Significant equity investment

Applicable N/A

B. Important non-equity investment

Applicable N/A

Non raised fund projects (projects with total investment exceeding 10% of the Company's audited net assets at the end of last year)

a. According to the resolution of the Company's 2011 annual shareholders' meeting, the Company has planned to invest CNY 3,583.16 million in the construction of Moutai-flavor series liquor making technical transformation project and supporting facilities project. By the end of the reporting period, a total of CNY 2,053.55 million had been invested.

b. According to the resolution of the annual general meeting of shareholders in 2021, the Company adjusted the investment in the first-phase Moutai technical renovation project and supporting facilities in Zhonghua Area. The total investment of the project was adjusted from CNY 4,139 million to CNY 4,846 million. At the end of the reporting period, a total of CNY 4,832.15 million was invested. This project has been put into use.

C. Financial assets measured at fair value

Applicable N/A

4. Specific progress of major assets reorganization and integration during the reporting period

Applicable N/A

5.6 Analysis of major holding companies

Applicable N/A

Unit: CNY 10,000

Company name	Industry	Registered capital	Total assets	Net assets	Operating revenue	Operating profit	Net profit
Kweichow Moutai Sales Co., Ltd.	Liquor, beverages and tea wholesale	1,000.00	8,298,572.89	4,564,802.05	10,360,419.48	4,841,748.16	3,626,162.73

5.7 Structured entities controlled by the Company

Applicable N/A

6. Discussion and analysis of the Company's future development**6.1 Pattern and trend in the industry**

Applicable N/A

Industry pattern and trend.

From a macro-economic perspective, the long-term positive fundamentals of China's economy remains unchanged. The per capita disposable income of residents has continued to grow, and liquor consumption demand is likely to show an upward trend. In terms of industry development, the Company is facing a new situation of industry development in which three phases are superimposed, including the period of reshaping new order, the period of forming new pattern and the upgrading period of new consumption. The market consumption demand will be more concentrated in and inclined to advantageous production

areas, leading enterprises and excellent brands. Matthew effect is becoming more and more obvious in the industry, and the overall development of the industry displays an upward trend. In terms of policy, in the period of reshaping new order, the requirements for industry access, standards, land, environmental protection and safety are more precise and standardized; from the perspective of the supply side, in the period of forming a new pattern, the origin, main producing areas and base producing areas will further optimize the layout of liquor industry and accelerate the adjustment of the pattern of famous liquor enterprises versus small and medium-sized liquor enterprises; from the perspective of the demand side, in the upgrading period of new consumption, the individual needs of the young people, the expansion of consumption scenarios and the higher pursuit of quality culture will drive liquor enterprises to accelerate transformation and upgrading.

Competitive advantages of the Company

First, to pursue excellent quality at all times. The Company adheres to the principle that quality is the soul of life as well as the concept of "five-artisan quality", implements strict quality control throughout the life cycle from "improved variety" to "products with aesthetic feeling". The Company vigorously maintains the ecological uniqueness of the balanced producing areas, and innovates and inherits the scientific process method and engineering method of selected materials, excellent process and exquisite utensils. Each batch of products uses the long-term cellaring base resources and the diversified base liquor styles created by exquisite blending techniques to form the typical flavor and quality expression characteristics of Kweichow Moutai. The Company strove for excellence and refinement in the 30 processes and 165 links, and created the excellent quality integrating aesthetic senses, aesthetic perception, aesthetic feelings, and beauty aesthetic.

Second, to strive for building a first-class brand. After hundreds of years, Moutai has grown from a local product that nobody cares about in 1915 to the world's first brand of hard liquor with the single product revenue of CNY over 100 billion and a market value of over CNY one trillion. The Company strove to build a brand matrix with the Party building brand as the guide. It constantly made the brand as a brand with products with aesthetic feeling, optimized services, real public welfare, refined activity, and outstanding craftsmanship, continuously enhanced the kinetic energy of the brand, highlighted the brand tension of Moutai, greatly enhancing the brand influence and reputation, and constantly increasing the brand value. From 2016 to 2022, the brand value of Moutai ranked first in the list of "Top 50 Most Valuable Spirits Brands in the World" published by Brand Finance for seven consecutive years.

Third, to deeply explore the cultural connotation. Moutai culture is derived from the farming civilization that "Pu people are good at brewing". It developed continuously in modern civilization. A "nine series" cultural system was perfected and formed, leading the development trend of China liquor culture, which became the acme of Chinese liquor culture. The Company took the brewing tradition of "co-brewing by man and nature" and the craftsman spirit of pursuing excellence as the core, and fully combined the seasonal rhythm to carry out a series of activities of 24 solar terms, highlighting the cultural characteristics of "obedience to the heaven and respect to the man" and expanding and enriching the cultural extension of Moutai. It built a communication matrix of "Mass response online and offline", told a good brand story, spread the voice of Moutai, and made the unique Moutai culture sparkling.

Fourth, innovated and inherited traditional processes. The Company has a unique brewing process that has been passed down for thousands of years, insisting on the brewing of Moutai according to the weather changes and making the brewing more traditional. The Company has comprehensively established a quality evaluation system for raw materials of brewing, ensuring the high-quality supply of sorghum and wheat from the aspects of origin and quality indicators, and highlighting the "selected materials"; followed the traditional process of taking a year as one production cycle, stepping on the winter wheat during the Dragon Boat Festival, feeding on the Double Ninth Festival, brewing with pure grain, solid fermentation in an open manner, long-term storage in pottery jars, and blending liquor with liquor to display "excellent process"; adhere to the supply of traditional elements, such as drying hall of concrete, fermentation warehouse made with small green tile, pit stone and purple mud, to show the "exquisite utensils"; Adhere to both inheritance and innovation, and make innovation more modern. The Company continued to enhance the original innovation ability, deeply analyze the scientific connotation of traditional techniques,

and conclude the process system of yeast-making, liquor-making, storage and blending, and establish five core technical systems to keep the vitality of traditional process methods forever.

Fifth, to continue to construct a beautiful ecology. Special landform, climate environment, high-quality brewing water source, unique origin protection and unrepeatable microbial colonies are the unique characteristics of the core producing area of Kweichow Moutai liquor with the area of 15.03 square kilometers. By implementing the "five special projects" of increasing high-quality water resources, improving air quality, conservation of water and soil, protecting microorganism and maintaining ecosystem balance, the Company carried out the "five special actions" of energy saving, carbon reduction and efficiency improvement, green product design, green transformation of industrial chain, green scientific and technological innovation and green low-carbon life, and built a life community of "mountain, water, forest, soil, river and microorganism" to fully maintain the ecosystem balance on which Moutai depends.

In the production and operation, the Company also extended the maintenance of natural ecology to commercial ecology, and guided relevant parties to form a tough, agile and efficient production, supply and marketing ecosystem with excellent "Moutai standards" to jointly pursue the goal of specialization, greening and digitalization of modernization.

6.2 Development strategy

√Applicable □N/A

In 2023, under the guidance of Xi Jinping Thought on Socialism with Chinese Characteristics for a New Era, the Company will thoroughly study and implement the spirit of the 20th National Congress of the Communist Party of China and the important speech addressed by the General Secretary Xi Jinping during the inspection in Guizhou, focusing on the strategic goal of "double doubling, double consolidation and double building" of the group company, adhering to the overall high-quality development, upholding the concept of "quality is the soul of life", continuing to take the "five-line" high-quality development road with Moutai aesthetics as its value connotation, attaching importance to the main business of "liquor" and strengthening the strategic coordination, promoting work coordination and fully advance the high-quality development and modernization of Moutai.

6.3 Business plan

√Applicable □N/A

2023 is the first year to fully implement the spirit of the 20th National Congress of the Communist Party of China, and it is also a crucial year for the 14th Five-Year Plan. We will adhere to the general tone of striving for progress while maintaining stability, take the overall situation as a whole with high-quality development, closely follow the strategic goal of "dual-doubling, dual-consolidating and dual-construction" of the group company, aim at the annual objectives and tasks, and make every effort to do a good job in production, operation and reform and development. The business objectives in this year are as follows: first, the total operating revenue will increase by about 15.00% compared with the previous year; and the second is to complete the capital construction investment amounting to CNY 7.109 billion. The Board of Directors will focus on the annual objectives and tasks, make overall plans, and do a good job the following key tasks:

To insist on corporate governance. First, to strengthen the leadership of Party building. To adhere to the way of leading high-quality development with high-quality party building, unswervingly focus on party building and the promotion of integration, continuously enhance the political and organizational functions of grassroots party organizations, and promote the deep integration of party building with production and operation; do a good job in the cultivation of professional talents and improvement in professional ability, as well as cultivating a team of cadre talents possessing political consciousness and the ability of modernization and satisfying the needs for development; focus on risk points in nine major areas, continuously improve preventive measures, and consolidate the political ecology and development environment of "liquor aroma, healthy atmosphere and harmonious relationship". Second, to comprehensively improve modern corporate governance level. To insist on the benchmarking with the world's first-class, keep up with international advanced level, carry out in-depth study of modern management experience and practices, keep consolidating the achievements of state-owned enterprise

reform, and constantly make up management shortcomings; fully implement the requirements of "five adherences" for the construction of law-based Moutai, and continuously improve the legalization level of enterprise and compliance operation.

To continue to do a good job in production and operation. First, to make every effort to ensure stable production with high quality, continue to practice the "five artisans" quality concept, persist in improving the "365" quality management system, optimize quality evaluation indicators, strengthen production scheduling supervision and process control, and spare no effort to ensure the steady progress of base liquor production. Second, to do a good job in marketing, thoroughly implement the "five-integration marketing law", focus on the requirements of "six-limitation", center on making fine products, make every effort to build core products, continuously optimize product structure and reshape product development pattern; insist on expanding the market, continue to deepen the domestic market, accelerate the expansion of the international market; firmly adhere to the way of strengthening channels, improve the management of circulation channels, speed up the construction of terminal channels and increase the efforts in the development of online channels; continue to provide excellent services, effectively standardize services and handle appeals in a quick manner. At the same time, the Company will develop the classic models of Moutai ice cream, increase the efforts in the research and development of new products, enrich the flavor diversity of products, innovate and develop products which the young people love, and further broaden the product range.

To insist on consolidating the foundation. First, to aim at the target of reaching annual investments, pay close attention to quality, cost and progress, firmly promote the capacity expansion of Moutai during the 14th Five-Year Plan, packaging logistics park and the first phase of Xishui Tongminba as well as other new projects, do the preparatory work for the proposed and reserved projects, and further consolidate the foundation of industrial development. Second, to continue to optimize the system and mechanism for scientific and technological innovation, enhance the ability of independent innovation, promote the deep industry-university-research cooperation, vigorously promote the orderly development of scientific research projects, accelerate the transformation of scientific research achievements, and provide strong technical and intellectual support for high-quality development. Third, to accelerate the construction of smart Moutai, vigorously implement digital empowerment, comprehensively promote the construction of smart industrial chain, smart park and industrial Internet, promote the formation of industrial Internet platform, further cultivate new kinetic energy for development, and push digital transformation to a new level.

To build the bottom line of safety and environmental protection. To further improve the management and control system for safety and environmental protection, implement the responsibility of safe production and green development, optimize the systems for comprehensive management safety, emergency support, green and low carbon, pollution prevention and control at all levels, and improve the overall safety level and green development capability. First, to focus on the overall goal of "one base and one benchmark", make great efforts to promote five special projects of "increasing high-quality water resources, improving air quality, conservation of water and soil, protecting microorganism and maintaining ecosystem balance", and continue to carry out five special actions of "saving energy, reducing carbon and increasing efficiency, designing green products, green transformation of industrial chain, green technological innovation, and green low-carbon life", build China's ecological wetland with high standards and other projects, spare no effort to create a national "two mountains" base, strive for a national cleaner production class-I enterprise, optimize and improve the cleaner production evaluation index system for liquor (Moutai-flavor) manufacturing industry, and continuously build a green and low-carbon recycling industry system. Second, to strengthen comprehensive risk management, continue to do a good job in the management of food safety risks, compliance risks, environmental risks, etc., further promote safe production, and well perform the investigation and management of hidden dangers in terms of fire, electricity, soil, housing, water and vehicles, as well as fire protection, electrical equipment, aircraft operation, ground logistics and other fields in the storage area, and further build a bottom line for high-quality development.

To continue to do a good job in brand building. First, to adhere to the construction of the "Nine Series" Moutai culture, continue to write articles on the "Twenty-four Solar Terms", organize cultural activities such as the Spring Equinox Forum, Tomb-sweeping Thanksgiving, and Grain Rain Talent Day to create a unique cultural card for the 24 solar terms. Continue to hold well the activities special activities such as

entering the four major academies, Moutai Fans Festival, Moutai Fans Carnival, "Happy Meeting Moutai 1935" and "Seeking the Source of Chinese Culture and Asking for Chinese Sauce-flavor", and make excellent cultural works and literary and artistic works such as movies, music and dances, so as to create a cultural activity matrix with Moutai characteristics. Second, to positively fulfill social responsibilities. To continue to deepen the brand of public welfare activities such as "Chinese Moutai, Pillar of the Country" and "Moutai Prince - Bright Youth", expand the carriers of public welfare cultural activities, create the brand IP of Moutai public welfare, and enhance the corporate brand image; improve the ability of industry to promote rural revitalization and local economic development.

6.4 Possible confronting risk

Applicable N/A

First, brand and reputation management risks; Second, the risks of environmental protection; Third, the risks of public opinion; Fourth, security risks; fifth, investment risks.

6.5 Others

Applicable N/A

7. The Company's failure to disclose the information and reasons in accordance with the standards due to non-application of the standards or special reasons such as state secrets and trade secrets

Applicable N/A

Section IV Corporate Governance

1. Description of the related situation of corporate governance

Applicable N/A

In strict accordance with *the Company Law, the Securities Law, the Code of Corporate Governance for Listed Companies* and other laws and regulations and the requirements of regulatory documents related to corporate governance, the Company has established and improved the corporate governance structure in combination with the actual situation of the Company, actively promoted the optimization of the corporate governance structure and standardized the Company's operation. The Company has the party committee, the general meeting of shareholders, the board of directors, the board of supervisors and the management. It implements the leadership system of "two-way entry and cross-service" for members of party committee and governance institutions, thus forming a corporate governance system with their own responsibilities, coordinated operation and effective checks and balances. The Company continued to optimize the governance mechanism, giving full play to the role of the general meeting of shareholders as the Company's authority, the role of the Party Committee in direction control, overall situation management and implementation promotion, the board of directors in decision-making and risk prevention as well as the role of the role of the management in operation management and strong management, and strengthening the supervision function of the board of supervisors.

General meeting of shareholders. In accordance with the requirements of the Articles of Association and the Rules of Procedure of the General Meeting of Shareholders of the Company, the Company convened general meetings of shareholders in a standardized manner to ensure that all shareholders, especially small and medium shareholders, may enjoy equal status and can fully exercise their rights, and hired legal advisers to issue legal opinions for the general meeting of shareholders. In 2022, the Company held two general meetings of shareholders, deliberated and approved 18 proposals, and all resolutions had been seriously implemented.

Board of Directors. At present, the Board of Directors of the Company consists of seven directors, including three independent directors and one employee director. The composition of the Board of Directors meets the requirements of laws and regulations. The Board of Directors of the Company has five special committees, namely, Strategy Committee, Audit Committee, Risk Management Committee, Nomination Committee, Remuneration and Appraisal Committee, with clear division of labor, clear

responsibilities and effective operation. All directors of the Company can perform their duties in good faith, loyalty, diligence, professionalism and due diligence from the interests of the Company and all shareholders, and earnestly safeguard the legitimate rights and interests of the Company and all shareholders.

Board of Supervisors. At present, the Board of Supervisors of the Company is composed of three supervisors, one of whom is an employee supervisor. The composition of the Board of Supervisors meets the requirements of laws and regulations. The Board of Supervisors of the Company can be diligent and responsible, exercise the function of supervision and inspection in the spirit of being responsible to shareholders, supervise the Company's financial status and operation, related transactions and the performance of duties by senior executives, and safeguard the legitimate rights and interests of the Company and all shareholders.

Situation of the work of the management. The management of the Company carried out daily production and operation matters according to the statutory authority and the authorization of the board of directors, and it was responsible for organizing and implementing the resolutions of the board of directors, and reporting the same to the board of directors. In 2022, production and operation, reform and development were successfully completed, and the role of operation, implementation and management worked effectively.

Information on controlling shareholders and listed companies. Controlling shareholders shall exercise the rights and assume the obligations of the investor in strict accordance with the requirements of *the Company Law*. The Company has independent business and self-management ability. The controlling shareholders and the listed companies are independent in business, personnel, assets, institutions and finance. The Board of Directors, the Board of Supervisors and internal institutions of the Company operate independently, ensuring that major decisions of the Company would be made and implemented independently by the Company.

Information disclosure of the Company. The Company shall disclose relevant information in a true, accurate, complete, timely and fair manner in strict accordance with laws, regulations, *Articles of Association and the Administrative Measures of the Company for Information Disclosure*, and ensure that all shareholders and other stakeholders would have equal access to company information. During the reporting period, the Company disclosed 35 temporary announcements and 4 regular reports. After comprehensive evaluation by Shanghai Stock Exchange, the evaluation result of the Company's information disclosure from 2021 to 2022 is A(Excellent).

Related transactions. There are related transactions between the Company and its controlling shareholder, China Kweichow Moutai Distillery (Group) Co., Ltd. and other related parties. These related transactions are carried out to ensure the normal production, operation and business development of the Company. The specific contents were regulated through relevant agreements. The legal procedures are fulfilled, and the principles of openness, fairness and impartiality were followed. Hence, there is no adverse impact on the operation of the Company.

Construction of internal control. During the reporting period, the Company continued to carry out internal control related work in accordance with the requirements of *the Basic Rules for Enterprise Internal Control*, and kept promoting internal control construction, evaluation, auditing and other related work to ensure the realization of the Company's internal control objectives and further improve the corporate governance level.

Whether there are significant differences between corporate governance and laws, administrative regulations and the CSRC regulations on the governance of listed companies; if there are any major differences, the reasons shall be explained

Applicable N/A

2. The specific measures taken by the controlling shareholders and actual controllers of the company to ensure the independence of the company's assets, personnel, finance, institutions and business, as well as the solutions, work progress and follow-up work plans that affect the independence of the company work progress and follow-up work plans that affect the independence of the company

Applicable N/A

The situation of the controlling shareholders, actual controllers and other units under their control engaged in the same or similar business as the company, as well as the impact of great changes in the industry competition or competition on the Company, the solution measures taken, solution progress and subsequent solution plans

Applicable N/A

3. Introduction of shareholders' Meeting

Session of the meeting	Date of convening	Query index of the designated website published in the resolution	Date of disclosure of the publication of the resolution	Meeting resolution
the annual general meeting in 2021	2022-06-16	The Shanghai Stock Exchange www.sse.com.cn	2022-06-17	Please refer to the Announcement on Resolution of 2021 Annual General Meeting of Shareholders of Kweichow Moutai (Announcement No.: Lin 2022-014) for details.
The first extraordinary general meeting of shareholders in 2022	2022-12-14	The Shanghai Stock Exchange www.sse.com.cn	2022-12-15	Please refer to the Announcement on Resolution of the First Extraordinary General Meeting of Shareholders of Kweichow Moutai in 2022 (Announcement No.: Lin 2022-031) for details.

Preferred shareholders with restored voting rights request an extraordinary general meeting of shareholders

Applicable N/A

Description of the shareholders' general meeting

Applicable N/A

4. Situation of directors, supervisors and senior officers**4.1 Shareholding changes and remuneration of outgoing directors, supervisors and senior managers currently and during the reporting period**

√Applicable □N/A

Unit: per share

Full Name	Position (note)	Gender	Age	Start Date of Term	Termination date of term	Number of shares held at the beginning of the year	Number of shares held at the end of the year	The increase or decrease of shares within the year	Cause of The increase or decrease of shares	Total pre-tax remuneration obtained from the Company during the reporting period (ten thousand CNY)	Whether to get paid from the related parties of the company
Ding Xiongjun	Secretary of the party committee	Male	48	October 06, 2022							Yes
	Chairman, director			September 24, 2021							
Li Jingren	Deputy Secretary of the party committee	Male	58	November 06, 2022							Yes
	Director			November 28, 2018							
	Acting general manager responsibilities			July 02, 2019							
Jiang Guohua	Independent director	Male	51	June 16, 2022						10.88	No
Guo Tianyong	Independent director	Male	54	June 16, 2022						10.88	No
Sheng Leiming	Independent director	Male	52	June 16, 2022						10.88	No
Liu Shizhong	Director	Male	47	June 16, 2022							Yes

Xie Qinqing	Employee director	Female	40	October 07, 2022							77.99	No
You Yalin	Deputy Secretary of the party committee, chairman of the Trade Union of the party committee	Male	53	November 03, 2022							93.63	No
	Chairman and supervisor of the Board of Supervisors			March 20, 2020								
Che Xingyu	Supervisor	Male	55	June 10, 2020							72.50	No
Liu Chenglong	Staff supervisor	Male	45	June 10, 2020							79.44	No
Zhong Zhengqiang	Member of the party committee	Male	51	November 03, 2022							119.21	No
	vice-general manager			July 13, 2015								
Tu Huabin	Member of the party committee	Male	47	November 03, 2022							93.78	No
	vice-general manager			February 27, 2020								
Wang Xiaowei	Member of the party committee	Male	51	November 03, 2022							93.27	No
	vice-general manager			February 27, 2020								
Jiang Yan	Member of the party committee	Female	45	November 03, 2022							53.34	No
	Deputy General Manager and Chief Financial Officer			November 15, 2021								

	Secretary of the Board			January 25, 2022							
Lu Jinhai	Independent director	Male	52	May 18, 2016	June 16, 2022					9.18	No
Xu Dingbo	Independent director	Male	59	September 20, 2016	September 22, 2022					14.57	No
Zhang Jingzhong	Independent director	Male	59	September 20, 2016	September 22, 2022					14.57	No
Fu Zhigang	Employee director	Male	44	March 20, 2020	October 07, 2022						Yes
Total	/	/	/	/	/				/	754.12	/

Note: 1. According to the relevant regulations of Guizhou State-owned Assets Supervision and Administration Commission, the annual salary of enterprise leaders is composed of basic annual salary, performance-based annual salary and term incentive. In principle, they do not enjoy other salary expenses except the three parts, such as subsidies. 2. The pre-tax remuneration received from the Company during the reporting period includes the tenure incentive for the period from 2018 to 2020.

Full Name	Main work experience
Ding Xiongjun	He served as deputy Secretary General of Guizhou Provincial Government and member of the Party Leadership Group of The General Office of Guizhou Provincial Government, Deputy Director of the Office of the Leading Group for Comprehensively Deepening Reform of Guizhou Provincial Party Committee, Standing Committee member and Vice Mayor of Bijie Municipal Committee of Guizhou Province (in charge of the executive work of the municipal Government), and Secretary of the Party Leadership Group and Director of Guizhou Energy Bureau. Currently, he is the Secretary of the party committee, Chairman and director of China Kweichow Moutai Distillery (Group) Co., Ltd., Secretary of the party committee, Chairman and director of Kweichow Moutai Co., Ltd., and Chairman and director of Moutai Institute.
Li Jingren	He served as a member of the Party Group and chief accountant of Guizhou Reservoir and Ecological Immigration Bureau, a member of the Party Group and deputy Director of Guizhou Reservoir and Ecological Immigration Bureau, the chief accountant of China Kweichow Moutai Distillery (Group) Co., Ltd.. Currently, he is deputy Secretary of the party committee, deputy Chairman, Director and General Manager of China Kweichow Moutai Distillery (Group) Co., LTD, deputy Secretary of the party committee, director and acting General Manager of Kweichow Moutai Co., Ltd.
Jiang Guohua	He served as a part-time member of the 17th Issuance Examination Commission of China Securities Regulatory Commission, a senior investment consultant of Boseria Funds, a global valuation consultant of KPMG, a member of the Global Agenda Council of the World Economic Forum, an independent director of CITIC Trust Co., Ltd., an independent director of Datang International Power Generation Co., Ltd. and an independent director of Zhongrong Fund Management Co., Ltd. Currently serves as a professor of accounting at Guanghua School of Management, Peking University, distinguished professor of Boya Plan in Peking University, distinguished professor of Changjiang scholar of the Ministry of Education, executive vice president of Graduate School of Peking University, and independent director of Bank of China Limited, China Merchants Life Insurance Co., Ltd., and Kweichow Moutai Co., Ltd.
Guo Tianyong	He worked in Yantai Branch of China People's Bank; currently serves as a professor and doctoral supervisor at the School of Finance of the Central University of Finance and Economics, and an Independent non executive director of PING AN HEALTH CLOUD COMPANY LIMITED and

	independent director Kweichow Moutai Co., Ltd.
Sheng Leiming	He served as a senior partner lawyer and director of Shanghai Zhongmao Law Firm. Currently serve as a Chairman of the Partnership Meeting of Beijing Guantao Zhongmao Law Firm, senior partner lawyer of Beijing Guantao Zhongmao (Shanghai) Law Firm, and independent director of Shanghai Zhenhua Heavy Industries Co., Ltd., Tsingtao Brewery Co., Ltd., Shanghai Foreign Service Holding Group Co., Ltd. and Kweichow Moutai Co., Ltd.
Liu Shizhong	Served as the division chief of the Department of Legal Intellectual Property Protection of China Kweichow Moutai Distillery (Group) Co., Ltd., and director of the Department of Legal Intellectual Property Protection of Kweichow Moutai Co., Ltd. Currently serve as the Party secretary and chairman of the Board of Directors of Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd., chairman of the Board of Directors of Kweichow Moutai Distillery (Group) Guiyang Business Co., Ltd., and director of Kweichow Moutai Co., Ltd.
Xie Qinqing	He served as the member of the party committee, secretary of the Disciplinary Committee and chairman of the Board of Supervisors of Kweichow Moutai-Flavor Liquor Marketing Co., Ltd., and deputy secretary, director and chairman of the Trade Union of Kweichow Moutai-Flavor Liquor Marketing Co., Ltd. Currently serve as director of Enterprise Management Department of China Kweichow Moutai Distillery (Group) Co., Ltd., and employee director and director of the Enterprise Development Department of Kweichow Moutai Co., Ltd.
You Yalin	He served as an assistant to the General Manager, director of the party committee Office, secretary of the party committee, director of the National Security Office, director of the Confidentiality Office, and director of the Petition Office of China Kweichow Moutai Distillery (Group) Co., Ltd. Currently serve as the deputy secretary of the party committee, chairman of the Board of Supervisors, supervisor and chairman of the Trade Union of the party committee of Kweichow Moutai Co., Ltd.
Che Xingyu	He served as the director of the Enterprise Management Department of Kweichow Moutai Co., Ltd., member of the Leading Group for Continuing the Reform Comprehensively of China Kweichow Moutai Distillery (Group) Co., Ltd., chairman of the Board of Full-time Supervisors of the Management Office of the Board of Supervisors of subsidiaries, Director of the Life Service Guarantee Center and Deputy Secretary of the Party Committee of China Kweichow Moutai Distillery (Group) Co., Ltd. Currently serves as the supervisor and the director of the Life Service Guarantee Center of Kweichow Moutai Co., Ltd.
Liu Chenglong	He served as the director of the Department of Legal Intellectual Property Protection, director of the Department of Human Resources and Social Security and Vice President of Party School of Party Committee (Staff Training School) of China Kweichow Moutai Distillery (Group) Co., Ltd. and the director of the Department of Legal Intellectual Property Protection of Kweichow Moutai Co., Ltd. Currently serves as the employee supervisor and director of the Department of Organization, Human Resources and Social Security of Kweichow Moutai Co., Ltd.
Zhong Zhengqiang	He served as director and Deputy Secretary of Workshop 13 of Kweichow Moutai Co., Ltd.; Assistant General Manager and Director of Production Management Department. Currently serves as a member of the party committee and deputy General Manager of Kweichow Moutai Co., Ltd.
Tu Huabin	He served as an Assistant General Manager of Kweichow Moutai Co., LTD., director of production management department, new workshop preparation group leader, party branch secretary of production, assistant General Manager of China Kweichow Moutai (Group) distillery Co., Ltd., deputy party secretary, deputy chairman, General Manager of Kweichow Moutai Distillery (Group) Xijiu Co., Ltd., and General Manager of Kweichow Moutai Co., Ltd. Heyixing Liquor Branch. Currently serves as a member of the party committee and deputy general manager of Kweichow Moutai Co., Ltd.
Wang Xiaowei	He served as the deputy secretary of the Party branch and deputy director of the 4 Workshop of Kweichow Moutai Co., Ltd., the secretary of the Party branch and deputy director of the 23 Workshop of Kweichow Moutai Co., Ltd., and the secretary of the Party branch and deputy director of the

	25 Workshop of Kweichow Moutai Co., Ltd. Currently serves as a member of the party committee and Deputy General Manager of Kweichow Moutai Co., Ltd. and concurrently serves as the Party Secretary and Chairman of the Board of Directors of Kweichow Moutai Sales Co., Ltd.
Jiang Yan	She served as the chairman of the board of directors and general manager of Moutai(Guizhou) Investment Management Co., Ltd. , the chairman of the board of directors and the secretary of Party Branch of Moutai Financial Leasing Co., Ltd, and the deputy chairman of the board of directors of Guiyang GY Financial Leasing Co., Ltd. Currently serves as a member of the Party Committee, deputy general manager, chief Accountant and secretary of the Board of Directors of Kweichow Moutai Co., Ltd., the secretary of the Party branch and chairman of the Board of Directors of Kweichow Moutai Group Finance Co., Ltd.

Other information

Applicable N/A

4.2 The current and outgoing directors, supervisors and senior management personnel during the reporting period

A. Appointment in shareholder entity

√Applicable □N/A

Name of incumbent	Name of shareholder units	Positions held in shareholder units	Start date of term of service	End date of term of service
Ding Xiongjun	China Kweichow Moutai Distillery (Group) Co., Ltd.	Party secretary, chairman and director	August 2021	
Li Jingren	China Kweichow Moutai Distillery (Group) Co., Ltd.	Deputy Party Secretary, Vice Chairman and General Manager	July 2019	
		Director	October 2018	
Xie Qinqing	China Kweichow Moutai Distillery (Group) Co., Ltd.	Director of the Enterprise Management Department	December 2021	
Che Xingyu	China Kweichow Moutai Distillery (Group) Co., Ltd.	Deputy Secretary of Party Committee and Director of Life Service Guarantee Center	December 2020	November 2022
Liu Chenglong	China Kweichow Moutai Distillery (Group) Co., Ltd.	Director of Human Resources and Social Security Department, Vice President of Party School of Party Committee (Staff Training School)	February 2020	November 2022

B. Appointment in other units

√Applicable □N/A

Name of incumbent	Name of other units	Positions held in other units	Start date of term of service	End date of term of service
Ding Xiongjun	Moutai Institute	Chairman of the Board of Directors, director	March 2022	
Jiang Guohua	Peking University	Executive vice president of Graduate School, Professor of accounting at Guanghua School of Management	April 2020	
		BANK OF CHINA LIMITED	Independent director	December 2018
		China Merchants Life Insurance Company Limited	Independent director	September 2017
Guo Tianyong	Central University of Finance and Economics	Professor and		

		doctoral supervisor at the School of Finance		
	PING AN HEALTH CLOUD COMPANY LIMITED	Independent non executive director	May 2018	
	AA Industrial Belting (Shanghai) Co., Ltd	Independent director	October 2018	June 2022
Sheng Leiming	Beijing Guantao Zhongmao Law Firm	lawyer	April 2016	
	Shanghai Zhenhua Port Machinery Company Limited	Independent director	June 2019	
	Tsingtao Brewery Co.,Ltd	Independent director	June 2020	
	Shanghai Foreign Service (Group) Co.,Ltd.	Independent director	September 2021	
	Shanghai United Imaging Healthcare Co., Ltd.	Independent director	November 2020	
Liu Shizhong	Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.	Chairman of the Board, director	May 2020	
	Guiyang Business Co., Ltd.	Chairman of the Board, director	May 2020	
Liu Chenglong	Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.	Director	December 2015	January 2023
	Kweichow Moutai Group Finance Co., Ltd.	Director	December 2018	November 2022
Jiang Yan	Moutai (Guizhou) Investment Management Co., Ltd.	Chairman of the Board	December 2017	August 2022
	Moutai Financial Leasing Co., Ltd	Secretary of the Party Branch	December 2017	

4.3 Remuneration of directors, supervisors and senior management personnel

√Applicable □N/A

Decision-making procedure of the remuneration of directors, supervisors and senior executives	The annual assessment criteria for the chairman of the board of directors, vice chairman, deputy general manager and chairman of the board of supervisors shall be organized by the provincial SASAC in accordance with relevant regulations, and comprehensively determined in combination with the Company's annual operating conditions and performance appraisal results. Those for employee directors and supervisors are comprehensively determined according to the Company's salary management system and the results of personal performance appraisal. The decision-making procedures of independent directors shall be implemented in accordance with the relevant regulations of the board of directors.
Basis for determining the remuneration of directors, supervisors	Determined by <i>the Administrative Measures for the Remuneration of the Person in Charge of the Enterprises Supervised by State-owned Assets Supervision and Administration Commission of Guizhou Province, the</i>

and senior managers	<i>Measures for Assessing the Operating Performance of the Persons in Charge of the Enterprises Supervised by State-owned Assets Supervision and Administration Commission of Guizhou Province, the Operational Guidelines for the Promotion of Tenure System and Contract-based Management for the Member of the Management in the Enterprises Supervised by State-owned Assets Supervision and Administration Commission of Guizhou Province (for Trial Implementation), and the Administrative Measures for the Performance Appraisal of the Members of the Management, the Administrative Measures for the Renumeration of the Members of the Management and the Measures for the Implementation of Salary Management of the Company</i> and other systems, and the basis for determining the remuneration of independent directors shall be implemented in accordance with the relevant provisions of the board of directors.
Actual payment of remuneration of directors, supervisors and senior management personnel	For details, please refer to “Shareholding changes and remuneration of outgoing directors, supervisors and senior managers currently and during the reporting period” in this report.
Total actual remuneration received by all directors, supervisors and senior management personnel at the end of the reporting period	For details, please refer to “Shareholding changes and remuneration of outgoing directors, supervisors and senior managers currently and during the reporting period” in this report.

4.4 Changes in directors, supervisors and senior management personnel of the company

√Applicable □N/A

Name	Position	Situation of change	Reasons of change
Jiang Guohua	Independent director	Elected	Election of Shareholders Meeting. Please refer to <i>the Announcement on Resolution of 2021 Annual General Meeting of Shareholders of Kweichow Moutai</i> (Announcement No.: Lin 2022-014) disclosed on June 17, 2022 for details.
Guo Tianyong	Independent director	Elected	Election of Shareholders Meeting. Please refer to <i>the Announcement on Resolution of 2021 Annual General Meeting of Shareholders of Kweichow Moutai</i> (Announcement No.: Lin 2022-014) disclosed on June 17, 2022 for details.
Sheng Leiming	Independent director	Elected	Election of Shareholders Meeting. Please refer to <i>the Announcement on Resolution of 2021 Annual General Meeting of Shareholders of Kweichow Moutai</i> (Announcement No.: Lin 2022-014) disclosed on June 17, 2022 for details.
Liu Shizhong	Director	Elected	Election of Shareholders Meeting. Please refer to <i>the Announcement on Resolution of 2021 Annual General Meeting of Shareholders of Kweichow Moutai</i> (Announcement No.: Lin 2022-014) disclosed on June 17, 2022 for details.
Xie Qinqing	Employee director	Elected	Employee representative election. Please refer to <i>the Announcement of Kweichow Moutai on the Election Results of Employee Directors</i> (Announcement No.: Lin 2022-019) disclosed on October 11, 2022 for details.
Lu Jinhai	Independent	Left post	Resolutions of the Shareholders Meeting. Please refer to <i>the</i>

	director		<i>Announcement on Resolution of 2021 Annual General Meeting of Shareholders of Kweichow Moutai</i> (Announcement No.: Lin 2022-014) disclosed on June 17, 2022 for details.
Xu Dingbo	Independent director	Left post	Resign. Please refer to <i>the Announcement of Kweichow Moutai on Resignation of Independent Directors</i> (Announcement No.: Lin 2022-018) disclosed on September 24, 2022.
Zhang Jingzhong	Independent director	Left post.	Resign. Please refer to <i>the Announcement of Kweichow Moutai on Resignation of Independent Directors</i> (Announcement No.: Lin 2022-018) disclosed on September 24, 2022.
Fu Zhigang	Employee director	Left post.	Left post. Please refer to <i>the Announcement of Kweichow Moutai on the Election Results of Employee Directors</i> (Announcement No.: Lin 2022-019) disclosed on October 11, 2022 for details.

4.5 Explanation of punishment by securities regulatory agencies in recent three years

Applicable N/A

4.6 Others

Applicable N/A

5. Board meetings during reporting period

Session of the meeting	Date of convening	Meeting resolution
The first annual meeting of the third Board of Directors in 2022	January 25, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the First Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-002) disclosed on January 27, 2022 for details.
The second meeting of the third Board of Directors in 2022	March 29, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Second Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-005) disclosed on March 31, 2022 for details.
The third meeting of the third Board of Directors in 2022	April 25, 2022	The meeting deliberated and approved the Report for the First Quarter of 2022.
The fourth meeting of the third Board of Directors in 2022	May 26, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Fourth Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-011) disclosed on May 27, 2022 for details.
The fifth meeting of the third Board of Directors in 2022	June 14, 2022	The meeting deliberated and approved <i>the Proposal on Formulating the Development Plan for the Fourteenth Five Year Plan, the Proposal on Formulating the Administrative Measures for the Selection and Appointment of Members of the Management, the Proposal on Formulating the Administrative Measures for the Performance Appraisal of Members of the Management and the Proposal on Formulating the Administrative Measures for Guarantee as well as the Proposal on Formulating the One Agreement and Two Liability Statements for the Members of the Management.</i>
The sixth meeting of the third Board	August 01, 2022	The meeting deliberated and approved <i>the Semi-annual Report of Kweichow Moutai in 2022.</i>

of Directors in 2022		
The seventh meeting of the third Board of Directors in 2022	September 08, 2022	The meeting deliberated and approved <i>the Proposal on Purchasing the Right to Use the State-owned Construction Land in Plot C and D of Zhuwangtuo in Yantan Community, Maotai Town</i>
The eighth meeting of the third Board of Directors in 2022	September 09, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Eighth Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-017) disclosed on September 10, 2022 for details.
The ninth meeting of the third Board of Directors in 2022	October 08, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Ninth Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-021) disclosed on October 17, 2022 for details.
The Tenth meeting of the third Board of Directors in 2022	October 14, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Tenth Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-022) disclosed on October 17, 2022 for details.
The eleventh meeting of the third Board of Directors in 2022	November 08, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Eleventh Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-023) disclosed on November 9, 2022 for details.
The twelfth meeting of the third Board of Directors in 2022	November 28, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Twelfth Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-025) disclosed on November 29, 2022 for details.
The thirteenth meeting of the third Board of Directors in 2022	December 14, 2022	Please refer to <i>the Announcement of Kweichow Moutai on the Resolution of the Thirteenth Meeting of the Third Board of Directors in 2022</i> (Announcement No.: Lin 2022-032) disclosed on December 15, 2022 for details.
The fourteenth meeting of the third Board of Directors in 2022	December 31, 2022	The meeting deliberated and approved <i>the Company Organizational Setting Scheme of the Company</i> .

6. Performance of duties by the directors

6.1 The directors attend the board of directors and the general meeting of shareholders

director surname and personal name	Whether an independent director	Participation in the Board of Directors						Joining the shareholders' general meeting
		Number of board attendance this year	Number of in-person attendance	Number of participation by communication	Number of commissioned attendance	Absence, number	Did not personally attend the meeting for twice in a row	Number of attendance at shareholders' meetings
Ding Xiongjun	No	14	14	11	0	0	No	2
Li Jingren	No	14	14	11	0	0	No	2
Jiang Guohua	Yes	9	9	9	0	0	No	1
Guo Tianyong	Yes	9	9	8	0	0	No	1
Sheng Leiming	Yes	9	9	8	0	0	No	1
Liu Shizhong	No	9	9	8	0	0	No	1
Xie Qingqing	No	6	6	4	0	0	No	1
Lu Jinhai	Yes	5	4	4	1	0	No	1
Xu Dingbo	Yes	8	8	7	0	0	No	1
Zhang	Yes	8	8	7	0	0	No	1

Jingzhong								
Fu Zhigang	No	8	8	7	0	0	No	1

Failure to personally attend board meetings for two consecutive occasions

Applicable N/A

Number of board meetings held within the year	14
Including: the number of live meetings	1
Number of meetings held by communication mode	11
The number of meetings were held on site combined with communication methods	2

6.2 Explanation of directors' objections to company-related matters

Applicable N/A

6.3 Other

Applicable N/A

7. Situation of a special committee under the Board of Directors

Applicable N/A

7.1 The members of a special committee under the Board of Directors

Special Committee category	Member name
The Audit committee	Jiang Guohua, Guo Tianyong, Sheng Leiming
The Nomination committee	Sheng Leiming, Ding Xiongjun, Guo Tianyong
The Salary and Assessment Committee	Guo Tianyong, Jiang Guohua, Liu Shizhong
The Strategy Committee	Ding Xiongjun, Li Jingren, Jiang Guohua, Guo Tianyong, Sheng Leiming, Liu Shizhong, Xie Qinqing
The Risk Management Committee	Li Jingren, Jiang Guohua, Sheng Leiming

7.2 The audit committee held four meetings during the reporting period

Date of convening	content of meeting	Important comments and suggestions
March 29, 2022	The first annual meeting of the Audit Committee in 2022	Deliberated and approved <i>the Report on the Performance of the Audit Committee under the Board of Directors in 2021, the Annual Report of 2021 (Full Text and Abstract), the Annual Report on Final Accounts in 2021, the Annual Financial Budget Plan of 2022, the Report on the Evaluation of Internal Control of 2021, the Internal Control Audit Report of 2021, the Proposal on Hiring Financial Audit Institutions and Internal Control Audit Institutions in 2022, the Proposal on Daily Related Transactions</i> and other proposals and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
April 25, 2022	The Second Meeting of the Audit Committee in 2022	Deliberated and approved the Report of Kweichow Moutai for the First Quarter of 2022 and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
August 01, 2022	The Third Meeting of the Audit Committee in 2022	Deliberated and approved the Semi-annual Report of Kweichow Moutai in 2022 and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.

October 13, 2022	The Fourth Meeting of the Audit Committee in 2022	Deliberated and approved <i>the Report of Kweichow Moutai for the Second Quarter of 2022, the Proposal on Amending the Rules of Procedure of the Audit Committee under the Board of Directors</i> and other proposals and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
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7.3 The nominating committee held three meeting during the reporting period

Date of convening	content of meeting	Important comments and suggestions
May 26, 2022	The First Meeting of the Nomination Committee in 2022	Deliberated and approved <i>the Proposal on Nominating Candidates for Independent Directors</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
June 14, 2022	The Second Meeting of the Nomination Committee in 2022	Deliberated and approved <i>the Proposal on Formulating the Administrative Measures for the Selection and Appointment of the Members of the Management</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
October 13, 2022	The Third Meeting of the Nomination Committee in 2022	Deliberated and approved <i>the Proposal on Amending the Rules of Procedure of the Nomination Committee under the Board of Directors</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.

7.4 The Remuneration and Appraisal Committee held three meetings during the reporting period

Date of convening	content of meeting	Important comments and suggestions
May 26, 2022	The First meeting of the Remuneration and Appraisal Committee in 2022	Deliberated and approved <i>the Proposal on Adjusting the Allowance Standards for Independent Directors of the Company</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
June 14, 2022	The Second meeting of the Remuneration and Appraisal Committee in 2022	Deliberated and approved <i>the Report of Kweichow Moutai for the Second Quarter of 2022, the Proposal on Amending the Rules of Procedure of the Audit Committee under the Board of Directors</i> and other proposals and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
October 13, 2022	The Third meeting of the Remuneration and Appraisal Committee in 2022	Deliberated and approved <i>the Proposal on Amending the Rules of Procedure of the Nomination Committee under the Board of Directors</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.

7.5 The Strategy Committee held seven meetings during the reporting period

Date of convening	content of meeting	Important comments and suggestions
January 25, 2022	The First meeting of the Strategy Committee in 2022	Deliberated and approved <i>the Proposal on Investing in the Implementation of the First Phase Construction Project of the "14th Five-Year Plan" Maotai-flavor Liquor Xishui Tongminba</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
May 26, 2022	The Second meeting of the	Deliberated and approved <i>the Proposal on Investing in the Construction of 30 Liquor Storehouses in Zhonghua</i>

	Strategy Committee in 2022	<i>Area, the Proposal on Adjusting the Investment in the Phase-I Moutai Liquor Technical Transformation Project and Supporting Facilities in Zhonghua Area, the Proposal on Adjusting the Investment in the Technical Transformation Project of Maotai Liquor-making Project in the Second Phase in Zhonghua Area of the Technical Transformation and Expansion Project of Moutai Liquor in the Twelfth Five-Year Plan, the Proposal on Adjusting the Investment in the Technical Renovation Project of Maotai yeast-making Workshop with Annual Capacity of 4,000 tons and the Supporting Facilities in Plot 7 and the Proposal on Adjusting the Investment in Road Construction Project of Hengsi Road (Connection Road between Tanmao Express and Zhonghua Area) in Zhonghua Area and other proposals and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.</i>
June 14, 2022	The Third meeting of the Strategy Committee in 2022	deliberated and approved <i>the Proposal on Formulating the Development Plan of the 14th Five-Year Plan</i> , and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
September 08, 2022	The Fourth meeting of the Strategy Committee in 2022	Deliberated and approved <i>the Proposal on Purchasing the Right to Use the State-owned Construction Land in Plots C and D of Zhuwangtuo in Yantan Community, Maotai Town</i> , and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
October 13, 2022	The Fifth meeting of the Strategy Committee in 2022	Deliberated and approved <i>the Proposal on Amending the Rules of Procedure of the Strategy Committee under the Board of Directors</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
November 27, 2022	The Sixth meeting of the Strategy Committee in 2022	Deliberated and approved <i>the Proposal on Investing in the Construction of Raw and Auxiliary Materials Storage Project for Moutai Liquor, the Proposal on Purchasing the Right to Use State-owned Construction Land, the Proposal on Investing in the Maintenance and Renovation of Moutai International Hotel, the Proposal on Revising the Articles of Association</i> and other proposals, and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
December 13, 2022	The Seventh meeting of the Strategy Committee in 2022	Deliberated and approved <i>the Proposal on Investing in the Technical Transformation and Construction Project of Moutai Liquor during the 14th Five-Year Plan Period</i> , and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.

7.6 The Risk Management Committee held three meetings during the reporting period

Date of convening	content of meeting	Important comments and suggestions
March 29, 2022	The First meeting of the Risk Management Committee in 2022	Deliberated and approved <i>the 2021 Annual Report (full text and abstract), the Internal Control Evaluation Report of 2021 and the Proposal on Daily Related Transactions</i> and agreed to submit the

		relevant proposals to the Board of Directors of the Company for deliberation as required.
August 01, 2022	The Second meeting of the Risk Management Committee in 2022	Deliberated and approved <i>the Semi-annual Report in 2022</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.
October 13, 2022	The Third meeting of the Risk Management Committee in 2022	Deliberated and approved <i>the Proposal on Amending the Rules of Procedure of the Risk Management Committee under the Board of Directors</i> and agreed to submit the relevant proposals to the Board of Directors of the Company for deliberation as required.

7.7 Specific circumstances where objections exist

Applicable N/A

8. Explanation that the Board of Supervisors finds the risks of the Company

The Board of Supervisors has no objection to the supervision matters during the reporting period.

9. Report on the employees of the parent company and its main subsidiaries at the end of the period

9.1 Employee condition

Number of active employees in the parent company	30,113
Number of active employees in the main subsidiary	1,300
Total number of current employees	31,413
The number of retired employees of the parent company and its main subsidiary that shall bear the expenses	2,075
Professional composition	
Professional composition category	Number of majors
operating personnel	26,157
salesman	1,143
artisan	698
financial staff	225
clerical staff	1,645
other personnel	1,545
Total	31,413
Educational background	
Education background type	Quantity (person)
graduate degree or above	395
bachelor degree	9,119
college degree	4,259
technical secondary school, high school and below	17,640
Total	31,413

9.2 Compensation policy

Applicable N/A

First, the senior managers implement the annual salary system, according to the relevant regulations of SASAC and the Company; Second, the intermediate managers implement the quasi annual salary system, according to the work nature, responsibilities, risk and performance, the performance pay system, and adopt the total wage contract system according to different management needs, the technical content, knowledge content, labor intensity and performance of different series and posts.

9.3 Training plan

√Applicable □N/A

First, to improve the training quality. According to the principle of "grading and classification, overall consideration, highlighting key points, focusing on the front line, emphasizing internal training supplemented by outsourcing", the training plan has made more detailed, targeted and practical adjustments, and the curriculum design has been optimized and the teaching contents have become richer. At a practical level, the number of training people and per capita training hours have been increased, and the quality of training has been continuously improved. Second, to be strict with training content. The training strictly followed the regulations, such as "every employee should receive at least 42 hours of professional training every year" and "if the training hours reach 24 or more, national laws and regulations, company rules and systems and corporate culture should be included in the training course", and safety, laws and regulations, culture and environmental protection were included in the general training; Third, to highlight the featured contents. The training not only covers the professional knowledge, business skills and quality improvement training related to production, such as liquor-making and yeast preparation, but also other kinds of special trainings such as production technology, finance, comprehensive management, equipment management, qualification certification and pre-job training combined with various functional units.

9.4 Labor service outsourcing condition

√Applicable □N/A

The company accepts the labor service of Kweichow Moutai Liquor Factory (Group) Technology Development Co., Ltd., the holding subsidiary of the parent company, for packaging some products of Moutai-flavor series liquor. The transaction amount is calculated based on the actual packaging workload. The annual transaction amount in 2022 was CNY 254 million.

10. Profit distribution or capital reserve conversion plan**10.1 The formulation, implementation or adjustment of the cash dividend policies**

√Applicable □N/A

The articles of Association of the company defines the principles, conditions, methods, cycles, cash dividend ratio, profit distribution decision and adjustment procedures and mechanisms of profit distribution.

According to *the Annual Profit Distribution Plan for 2021* deliberated and approved at the annual general meeting of shareholders in 2021 of the Company, on the basis of the total share capital amounting to 1,256,197,800 shares, the Company distributed cash dividends of CNY 216.75 (including tax) for each ten shares to all the shareholders. For the profit distribution plan, opinions were proposed by the independent directors of the Company. The plan was deliberated and approved by the Board of Directors of the Company, and then submitted to the general meeting of shareholders of the Company for deliberation and approval. The votes of the minority shareholders were counted separately when the general meeting of shareholders deliberated the proposal. The profit distribution was completed in June 2022.

According to *the Special Dividend Plan for Returning Shareholders* deliberated and approved at the first extraordinary general meeting of shareholders in 2022, the Company distributed the cash dividends of CNY 219.1 (including tax) to all shareholders of the Company for every 10 shares based on the total share capital amounting to 1,256,197,800 shares registered on the registration date for the implementation of equity distribution. For the profit distribution plan, opinions were proposed by the independent directors of the Company. The plan was deliberated and approved by the Board of Directors of the Company, and then submitted to the general meeting of shareholders of the Company for deliberation and approval. The votes of the minority shareholders were counted separately when the general meeting of shareholders deliberated the proposal. The profit distribution was completed in December 2022.

During the reporting period, the company's profit distribution shall comply with the provisions of the Articles of Association of the company.

10.2 Special explanation of the cash dividend policy

√Applicable □N/A

Whether it complies with the provisions of the articles of association or the resolution of the general meeting of shareholders	√Yes □No
Whether the dividend standard and proportion are clear	√Yes □No
Whether the relevant decision-making procedures and mechanisms are complete	√Yes □No
Whether the independent directors perform their duties and play their due role	√Yes □No
Whether minority shareholders have the opportunity to fully express their opinions and appeals, and whether their legitimate rights and interests have been fully protected	√Yes □No

10.3 If the profits are made during the reporting period and the parent company's distributable profits available to shareholders are positive, but fails to put forward the cash profit distribution plan, the company shall disclose in detail the reasons, the use and use plan of the undistributed profits

√Applicable □N/A

Reasons for the fact that profits were made during the reporting period and the profit available to shareholders of the parent company was positive, but the cash profit distribution plan was not proposed	Purpose and use plan of the undistributed profit

10.4 Profit distribution and conversion of capital reserves into share capital during the reporting period

√Applicable □N/A

Unit: CNY

Dividend payout for every 10 shares (CNY) (tax included)	435.85
Amount of cash dividends (tax included)	54,751,381,113.01
Net profit attributable to ordinary shareholders of listed companies in the consolidated statement for the year of dividends distribution	62,716,443,738.27
Proportion of the net profit attributable to ordinary shareholders of listed companies in the consolidated statement (%)	87.30

11. Situation and impact of the Company's equity incentive plan, employee stock ownership plan or other employee incentive measures**11.1 The relevant incentive matters have been disclosed in the interim announcement and there is no progress or change in the subsequent implementation**

□Applicable √N/A

11.2 Incentives if not disclosed or with subsequent progress in the interim announcement

Equity incentive

□Applicable √N/A

Other specifications

□Applicable √N/A

Employee stock ownership plan condition

□Applicable √N/A

Other incentives

Applicable N/A

11.3 The equity incentive situation granted by the directors and senior managers during the reporting period

Applicable N/A

11.4 The evaluation mechanism of senior management personnel and the establishment and implementation of the incentive mechanism during the reporting period

Applicable N/A

In 2022, the Company's evaluation and incentive mechanism for senior executives were implemented in accordance with the relevant provisions of *the Administrative Measures for the Remuneration of the Person in Charge of the Enterprises Supervised by State-owned Assets Supervision and Administration Commission of Guizhou Province and the Measures for Assessing the Operating Performance of the Persons in Charge of the Enterprises Supervised by State-owned Assets Supervision and Administration Commission of Guizhou Province*, and *the Administrative Measures for the Performance Appraisal of the Members of the Management and the Administrative Measures for the Remuneration of the Members of the Management* of the Company. The remuneration of senior executives was comprehensively determined in combination with the relevant circulars of *State-owned Assets Supervision and Administration Commission of Guizhou Province* and the annual operating status of the Company.

12. Construction and implementation of the internal control system during the reporting period

Applicable N/A

According to the basic specification of enterprise internal control and its supporting guidelines and other internal control regulatory requirements, combined with the company's internal control system and evaluation method, on the basis of daily supervision and special supervision, the board of directors of the company on December 31, 2022 (internal control evaluation report base date) internal control effectiveness of the evaluation. See the Shanghai Stock Exchange website along with this report (website: www.sse.com.cn) 2022 Internal Control Evaluation Report.

Description of the major defects existing in the internal control during the reporting period

Applicable N/A

13. Management and control of the subsidiaries during the reporting period

Applicable N/A.

The Company adhered to the principle of subsidiary management and control based on corporate governance and centered on functional management and control for the management and control over its branches and subsidiaries. In order to strengthen the Company's management over its subsidiaries and standardize its deliberative bodies and procedures, the Company held system review meetings from time to time, and pre-reviewed the Articles of Association and the rules of procedure of the "Three Boards" of its subsidiaries in accordance with the principles of legality, applicability, timeliness and problem-oriented improvement of management, and studied and discussed the overall framework, duties and powers and specific scope of discussion of the Articles of Association and the rules of procedure of the "Three Boards". By reviewing the articles of association and the rules of procedure of the "Three Boards" of subsidiaries, the Company strengthened its restriction and supervision over the power operation of the subsidiary's leading groups, improved work efficiency and work level, and promoted the legalization, institutionalization and scientific decision-making of the deliberative institutions. In 2022, the Company closely focused on the indicators of Moutai liquor and Moutai-flavor liquor series, and monitored the implementation of strategies of its subsidiaries. The subsidiaries exceeded the annual strategic targets, the market foundation was constantly consolidated, the high-quality development trend was obvious, and the modernization construction was steadily advanced.

14. Relevant information description of the internal control audit report

Applicable N/A

See the Shanghai Stock Exchange website along with this report (website: www.sse.com.cn) Part 21 was disclosed in the Company's 2022 Internal Control Audit Report.

Whether to disclose the internal control audit report: Yes

Type of internal control audit report opinion: standard unqualified opinion

15. Rectification of self-inspection problems in the special action of governance of listed companies

According to the requirements of the Announcement of China Securities Regulatory Commission on the Special Action of Listed Companies and the Notice of Guizhou Securities Regulatory Bureau on Matters Related to the Self-examination of The Governance of Listed Companies, the company conscientiously carried out the special self-inspection of listed companies according to the special self-inspection list of the governance of listed companies.

In view of the problems found in the self-inspection, the Company attached great importance to such problems and seriously made rectifications. As of the end of the reporting period, there are still the following problems, specifically: First, the controlling shareholders failed to fulfill the commitment to implement the equity incentive plan; Second, a senior executive of the Company works part-time in the controlling shareholder.

In the next step, the Company will continue to make rectifications as required, strengthen the modernization construction of corporate governance capacity and level, continuously improve the corporate governance system and mechanism, keep optimizing the internal control system, steadily improve the effectiveness of corporate governance, and promote the high-quality development of the Company.

16. Other

Applicable N/A

Section V Environment and Social Responsibility

1. Environmental information situation

Whether relevant mechanisms for environmental protection are established	Yes
Environmental protection funds invested during the reporting period (Unit: CNY 10,000)	38,108.29

1.1 Environmental information of the company and its major subsidiaries that are key emission units announced by the environmental protection authorities

Applicable N/A

A. Emission information

Applicable N/A

(1) Main pollutants: waste water, waste gas, solid waste.

(2) Name of characteristic pollutants: COD, ammonia nitrogen, sulfur dioxide, nitrogen oxides, smoke (dust).

(3) Emissions of pollutants from January to December 2022.

①Wastewater

There are five sewage treatment plants in the Company, and each sewage treatment plant is equipped with a discharge outlet. These plants are distributed in the old factory area of the company headquarters, Zhonghua Area, and Dadi Area, Xinzhai Area and Yuping Area of Heyixing Liquor Branch. For Yuping Area, sewage is pretreated and then discharged to Erhe Sewage Treatment Plant for up-to-standard discharge, and the sewage in other areas are directly discharged after wastewater treatment reaches the standard.

Name of sewage treatment plants	COD	Ammonia nitrogen	
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		Average emission concentration (mg/l)	Total emissions (ton)	Average emission concentration (mg/l)	Total emissions (ton)	Pollutant emission standards implemented
Company headquarters	7000t/d Sewage treatment plant	18.385	13.785	0.236	0.177	Emission Standards for Pollutants in Fermented Alcohol and White Liquor Industry (GB27631-2011) Table 3 Direct Emission Standards
	4000t/d Sewage treatment plant	30.148	7.057	0.548	0.128	
Heyixing Liquor Branch	Xinzhai Sewage Treatment Plant	32.055	14.258	0.672	0.254	
	Dadi Sewage Treatment Plant	29.99	10.567	0.199	0.06	
	Erhe Sewage Treatment Plant	22.864	9.451	0.097	0.04	Discharge standard of pollutants for municipal wastewater treatment plant(GB27631-2002) Grade I A standard

②Exhaust gas

The company's gas boilers are located in the old factory and Zhonghua area of the company's headquarters, and in the Dadi area, Xinzhai area and Erhe area of Heyixing Liquor Branch. The company's gas boilers use natural gas as the energy source, with direct emissions of boiler exhaust.

Emission of gas boilers								
Region	Sulfur dioxide		Nitrogen oxides		Smoke (dust)		Standards implemented	
	Average emission concentration (mg/m ³)	Total emissions (ton)	Average emission concentration (mg/m ³)	Total emissions (ton)	Average emission concentration (mg/m ³)	Total emissions (ton)		
Company headquarters (old area and Zhonghua Area)	4.00	3.05	73.17	53.89	4.16	3.07	Emission Standards for Boiler Air Pollutants (GB13271-2014) Table 2	
Heyixing Liquor Branch	Xinzhai Area	3.00	0.73	39.45	12.00	10.15		2.61
	Dadi Area	3.00	0.21	46.39	4.32	9.43		0.75
	Yuping Area	3.00	0.37	50.39	7.35	10.72	1.28	

③Solid waste disposal

The company's solid waste lees, waste cellar sludge and waste yeast are handed over to Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd. and other units for comprehensive utilization and disposal, while domestic waste is entrusted to third-party units for transportation to waste incineration power plants for incineration.

(4) Total approved emissions

According to the Administrative Measures for Pollutant Discharge Permit (For Trial Implementation) issued by the Ministry of Environmental Protection and related requirements, the pollutant discharge permit has been applied for and obtained.

The total approved emissions for the reporting period are: COD 60.1 tons; ammonia nitrogen 6.01 tons; nitrogen oxides 203.87 tons; sulfur dioxide and (powder) dust in accordance with Table 2 of the *Emission Standards for Boiler Air Pollutants* (GB13271-2014).

B. Construction and operation of pollution prevention facilities

Applicable N/A

Wastewater pollutant control facilities are mainly sewage treatment plants and other equipment facilities, whose construction has been completed and in normal operation; the company began to implement the boiler “coal to gas” project in 2011, and completed the comprehensive transformation in 2014, eliminating the coal-fired boilers and building gas boilers, which are now in normal operation.

C. Environmental Impact Assessment of Construction Projects and Other Administrative Permits for Environmental Protection

Applicable N/A

(1) The company carried out environmental impact assessment for new, reformed and expanded projects in accordance with the law and obtained 6 approvals for administrative permits for environmental impact assessment in 2022.

(2) Environmental protection inspection and acceptance of completed projects have been carried out in accordance with the law and 3 online recordings have been completed.

D. Emergency response plan for environmental emergencies

Applicable N/A

According to the *Management Measures for the Filing of Emergency Response Plans for Enterprises and Institutions* (for Trial Implementation) (Huanfa [2015] No. 4) and other relevant documents, the Company’s plants (Old Plant Area/Zhonghua area), and Heyixing Liquor Branch (Dadi Area, Xinzhai Area and Erhe Area) have prepared emergency environmental response plans and obtained filing forms from environmental protection authorities.

E. Self-monitoring environmental program

Applicable N/A

According to the *Measures for Environmental Information Disclosure by Enterprises and Institutions*, *Self-monitoring Technical Guide for Emission Units Liquor and Beverage Manufacturing*, *Self-monitoring Technical Guide for Emission Units Thermal Power Generation and Boilers* and *Self-monitoring Technical Guide for Emission Units General Rules* and other documents, in order to grasp the status of pollutant emissions from our enterprise and its impact on the surrounding environment quality, fulfill our legal obligations and social responsibilities, we have developed a self-monitoring program to ensure that our self-monitoring meets the requirements of environmental management.

F. Administrative penalties for environmental issues during the reporting period

Applicable N/A

G. Other environmental information that should be made public

Applicable N/A

1.2 Environmental information of the company other than key emission units

Applicable N/A

1.3 Relevant information conducive to ecological protection, pollution prevention and control, and environmental responsibility fulfillment

Applicable N/A

The Company adhered to the development path of ecological priority, green, low carbon and high quality, scientifically planned the ecological environment construction, established an efficient environmental management operation system, monitored and analyzed the changes of key performance indicators by means of benchmarking and correlation analysis, and optimized and adjusted measures in time to ensure the continuous improvement of the ecological environment quality of Moutai brewing.

First, constructed a life community of “mountain, water, forest, soil, river and microorganism” life community. In order to effectively maintain the stable balance of the ecosystem in Maotai producing areas, the Company has gradually promoted five special protection projects of "increasing high-quality water resources, improving air quality, conservation of water and soil, protecting microorganism and maintaining ecosystem balance". Through measures such as ecological bearing research, ecological space optimization, soil and water gas system management, ecological restoration of vegetation and ecological compensation, the water quality of the Maotai section along Chishui River was guaranteed to be stable at Class II surface water, the water ecological index was good, the excellent and good rate of air quality was over 98%, the vegetation coverage rate within the plant was over 27%, the diversity of native plants exceeded 230 varieties, and the ecological development index of the production area remained stable.

Second, comprehensively improved the ecological design standards of newly-built parks. The Company adhered to the design concept of "high-quality, green, efficient and open". It was planned that the newly-built park would realize 100% utilization rate of solid production waste, over 30% reuse rate of reclaimed water, implement Class IV standard of surface water for ecological water recession, effectively monitor and warn environmental data through the whole process of carbon accounting, low-disturbance development and construction, wastewater resource utilization, closed double-cycle water cooling, intelligent environmental monitoring and other measures, to create a demonstration park of Moutai-flavor liquor industry cluster in all directions and multi-dimensions, and realize the goal of "the best comprehensive benefit, the most beautiful ecological environment and the latest intelligent management".

Third, built a green treatment technology system for wastewater from Moutai-flavor liquor brewing. By summarizing the common problems in wastewater treatment technology, equipment, management and engineering, the domestic first-class expert team provided technical support to formulate a series of technical standards for wastewater from Maotai-flavor liquor brewing. The Company standardized the design of Moutai-flavor liquor wastewater treatment, achieved the goal of convenient management, intelligent operation, high efficiency and low consumption, green and safe sewage system with stable water quality, supported the ecological protection of water environment in the river basin, realized sustainable green development, continuously reduced the pollutant discharge per unit product, and achieved stable pollutant discharging compliance.

Fourth, established a small-scale ecological bearing capacity evaluation model for river basin. The Company carried out investigation and research on the present situation and evolution trend of ecological environment elements in Maotai region, systematically evaluated the key constraints of ecological environment in Maotai region, built a small-scale (town-level) ecological carrying capacity model based on the perspective of resources-environment-ecology, broke through the technical bottleneck of ecological carrying capacity research in small watershed scale, and put forward policy suggestions such as the setting of buffer zone and construction of low-emission zone, which provided technical support for ecological environment planning and management. The water quality stability, excellent and good rate of air quality and resource utilization rate of water resources continued to increase year by year.

1.4 Measures taken to reduce its carbon emissions during the reporting period and their effects

Whether any carbon reduction measure is taken	Yes
Carbon dioxide equivalents of reduced emission (unit: ton)	32,930.60
Types of carbon reduction measures (such as using clean energy to for power generation, using carbon reduction technology in the production process,	In 2022, the Company has completed the procurement of 44 million kwh green power certificate, with a carbon reduction of 32,930.60 tons, and completed the procurement of green electricity during the period from 2023 to 2025.

developing and producing new products that support carbon reduction, etc.)	Since 2023, the coverage of green electricity consumption of the Company will reach 100%.
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Specific explanation

Applicable N/A

2. Social Responsibility Work

2.1 Whether there is any social responsibility report, sustainable development report or ESG report disclosed separately

Applicable N/A

For details, please refer to our “Social Responsibility and ESG Report 2022” disclosed on the website of Shanghai Stock Exchange (URL: www.sse.com.cn) at the same time as this report.

2.2 Specific information on social responsibilities

Applicable N/A

Specific explanation

Applicable N/A

3. Specific work on consolidating and expanding the progress in poverty alleviation and rural revitalization

Applicable N/A

Item of poverty alleviation and rural revitalization	Quantity/Contents
Total input (Unit: CNY 10,000)	6,396.05
Including: funds (Unit: CNY 10,000)	1,384.56
Amount equivalent to goods and materials (Unit: CNY 10,000)	5,011.49
Number of beneficiaries (person)	37,483
Forms of assistance (such as poverty alleviation through industries, employment, education, etc.)	Poverty alleviation through industries and education

Specific description

Applicable N/A

Section VI Significant Events

1. Undertakings of Commitment Fulfillment

1.1 Undertakings of the Company’s actual controller, shareholders, related parties and acquirers, as well as the Company and other commitment makers fulfilled in the reporting period or ongoing by the end of this reporting period

Applicable N/A

Commitment Background	Type	Committed Parties	Commitment Content	Commitment time and period	If there is a fulfillment period	If fulfilled timely and strictly	State the specific reason in case of failure to fulfill	Explain the next plan in case of failure to fulfill
Commitments related to shareholders	Other	China Kweichow Moutai	Equity incentive commitment: After	Advance the development of equity	Yes	No	The higher authorities have	

ding reform		Distiller y (Group) Co., Ltd.	the completion of the equity share reform, the company will develop the equity incentive scheme for the manageme nt and core technical team according to the relevant national policies and regulations.	incentives for the company's manageme nt and core technical team by the end of December 2017.			not issued relevant guidance and specific measures .	
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1.2 If there is a profit forecast for the company's assets or projects, and the reporting period is still in the profit forecast period, the company provides an explanation on whether the assets or projects meet the original profit forecast and its reasons

Have met Have not met N/A

1.3 The completion of performance commitments and their impact on the goodwill impairment test

Applicable N/A

2. Non-operating appropriation of funds by controlling shareholders and other related parties during the reporting period

Applicable N/A

3. Non-compliance with guarantees

Applicable N/A

4. Explanation of the board of directors regarding the "Non-standard audit opinion" by the CPA firm

Applicable N/A

5. Analysis of the reasons for and effects of changes in accounting policies, accounting estimates or corrections of significant accounting errors by the Company

5.1 Analysis of the reasons for and effects of changes in accounting policies and accounting estimates

Applicable N/A

5.2 Analysis of the reasons for and effects of corrections of significant accounting errors by the Company

Applicable N/A

5.3 Communication with the previous CPA firm

Applicable N/A

6. Engagement and disengagement of CPA firms

Unit: CNY 10,000

	Current CPA
Name of the domestic CPA firm	Baker Tilly China CPAs
Remuneration of the domestic CPA firm	120
Years of audit by the domestic CPA firm	5

	Name	Remuneration
Internal control audit CPA firm	Baker Tilly China CPAs	41

Note on the engagement and disengagement of CPA firms

Applicable N/A

Note on reappointing the CPA firm during the audit

Applicable N/A

7. Cases facing the risk of delisting**7.1 Reasons of delisting risk warnings**

Applicable N/A

7.2 Measures to be taken by the Company in response

Applicable N/A

7.3 Circumstances and reasons for facing termination of listing

Applicable N/A

8. Matters related to bankruptcy restructuring

Applicable N/A

9. Significant litigation and arbitration matters

The company has significant litigation and arbitration matters during the year

The company has no significant litigation and arbitration matters during the year

10. The listed company and its directors, supervisors, senior management, controlling shareholders and actual controllers are suspected of violating the law, being punished and their rectification

Applicable N/A

11. Description of the integrity of the Company and its controlling shareholders and actual controllers during the reporting period

Applicable N/A

The integrity of the Company and its controlling shareholders during the reporting period is good.

12. Significant related party transactions**12.1 Related party transactions related to daily operations****A. Matters that have been disclosed in the interim announcement with no progress or changes in subsequent implementation**

Applicable N/A

B. Matters that have been disclosed in the interim announcement with progress or changes in subsequent implementation

Applicable N/A

C. Matters not disclosed in the interim announcement

Applicable N/A

(1) Related party transactions with the same related party as those considered and approved by the Board of Directors

Unit: CNY

Name of related parties	Relationship	Type of Related party transactions	Content of Related party transactions	Pricing Principles for Related party transactions	Connected transaction price	Amount of Related party transactions	Proportion of the amount of similar transactions (%)	Settlement of Related party transactions	Market Price	Reasons for large differences between transaction prices and market reference prices
China Kweichow Moutai Distillery (Group) Co., Ltd.	Parent company	Acceptance of labor services	Comprehensive Service Fee	Agreed Price		194,415.10	100.00	cash payment		
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	Majority-owned subsidiary of the parent company	Acceptance of labor services	transportation services	Refer to independent third-party transaction prices		176,888,990.77	62.54	cash payment		
Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	Majority-owned subsidiary of the parent company	Purchase of goods	Purchase of goods	The same purchase price as the supply price of other unrelated suppliers of the company		261,924,856.26	8.04	cash payment		
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	Other	Purchase of goods	Purchase of goods	The same purchase price as the supply price of other unrelated suppliers of the company		186,087,312.72	5.72	cash payment		
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Wholly-owned subsidiary of the parent company	Purchase of goods	Purchase of goods	Agreed Price		130,101,300.00	100.00	cash payment		
Gui Zhou New Huaxi Glass Co., Ltd	Other	Purchase of goods	Purchase of goods	The same purchase price as the supply price of other unrelated suppliers of the company		102,311,289.42	3.14	cash payment		
Guizhou Fuming Packaging Co. Ltd	Other	Purchase of goods	Purchase of goods	The same purchase price as the supply price of other unrelated suppliers of the company		88,324,091.21	2.71	cash payment		

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Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	Other	Purchase of goods	Purchase of goods	The same purchase price as the supply price of other unrelated suppliers of the company		63,728,794.52	2.91	cash payment		
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	Wholly-owned subsidiary of the parent company	Purchase of goods	Purchase of goods	Agreed Price		159,019.22	100.00	cash payment		
Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	Other	Purchase of goods	Purchase of goods	The same purchase price as the supply price of other unrelated suppliers of the company		74,203.56	0.19	cash payment		
Guizhou Xijiu Co., Ltd.	Other	Other utility costs such as water, electricity and gas (purchase)	Receiving water services	Agreed Price		5,064,200.00	99.05	cash payment		
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Other	Other utility costs such as water, electricity and gas (purchase)	Receiving water and power services	Agreed Price		48,625.95	0.95	cash payment		
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Wholly-owned subsidiary of the parent company	Acceptance of labor services	Labor fee	Agreed Price		229,128,409.82	24.26	cash payment		
Hotel Management Company of Moutai Group	Wholly-owned subsidiary of the parent company	Acceptance of labor services	Labor fee	Agreed Price		67,315,342.78	7.13	cash payment		
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	Other	Acceptance of labor services	Labor fee	Agreed Price		64,402,800.47	6.82	cash payment		
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Wholly-owned subsidiary of the parent company	Acceptance of labor services	Labor fee	Agreed Price		25,273,693.09	2.72	cash payment		
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	Majority-owned subsidiary of the parent company	Acceptance of labor services	Labor fee	Agreed Price		5,224,867.44	0.55	cash payment		
Kweichow Moutai (group) International Travel Service Co., Ltd.	Other	Acceptance of labor services	Labor fee	Agreed Price		2,684,355.24	0.28	cash payment		
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Wholly-owned subsidiary of the parent company	Acceptance of labor services	Labor fee	Agreed Price		1,939,970.05	0.21	cash payment		
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Other	Acceptance of labor services	Labor fee	Agreed Price		25,661.62	0.0027	cash payment		

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China Kweichow Moutai Distillery (Group) Co., Ltd.	Parent company	Rent in and rent out	Rental fee	Agreed Price		26,062,215.21	34.32	cash payment		
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Wholly-owned subsidiary of the parent company	Rent in and rent out	Rental fee	Agreed Price		3,582,654.81	4.72	cash payment		
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Other	Rent in and rent out	Rental fee	Agreed Price		1,503,734.86	1.98	cash payment		
Kweichow Zunyi Moutai Airport Co., Ltd.	Majority-owned subsidiary of the parent company	Rent in and rent out	Rental fee	Agreed Price		337,599.08	0.44	cash payment		
Beijing Moutai Trading Co., Ltd.	Wholly-owned subsidiary of the parent company	Rent in and rent out	Rental fee	Agreed Price		4,678.90	0.0062	cash payment		
Kweichow Moutai Group Marketing Co., Ltd.	Wholly-owned subsidiary of the parent company	Sales of goods	Sales of goods	The sale price is the same as the purchase price of the company's other unaffiliated dealers		5,241,503,023.90	4.23	cash payment		
Hotel Management Company of Moutai Group	Wholly-owned subsidiary of the parent company	Sales of goods	Sales of goods	The sale price is the same as the purchase price of the company's other unaffiliated dealers		23,529,334.51	0.02	cash payment		
Shanghai Kweichow Moutai Industrial Co., Ltd.	Wholly-owned subsidiary of the parent company	Sales of goods	Sales of goods	The sale price is the same as the purchase price of the company's other unaffiliated dealers		6,435,461.94	0.005	cash payment		
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	Wholly-owned subsidiary of the parent company	Sales of goods	Sales of goods	The sale price is the same as the purchase price of the company's other unaffiliated dealers		2,999,915.04	0.0024	cash payment		

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Beijing Moutai Trading Co., Ltd.	Wholly-owned subsidiary of the parent company	Sales of goods	Sales of goods	The sale price is the same as the purchase price of the company's other unaffiliated dealers		1,568,516.81	0.001	cash payment		
Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	Other	Sales of goods	Sales of goods	The sale price is the same as the purchase price of the company's other unaffiliated dealers		466,152.22	0.00038	cash payment		
China Kweichow Moutai Distillery (Group) Co., Ltd.	Parent company	Sales of goods	Sales of goods	The sale price is the same as the purchase price of the company's other unaffiliated dealers		53,978.23	0.00004	cash payment		
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	Other	Sales of goods	Labor fee	Agreed Price		571,925.36	63.67	cash payment		
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Wholly-owned subsidiary of the parent company	Providing services	Labor fee	Agreed Price		239,611.71	26.67	cash payment		
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Wholly-owned subsidiary of the parent company	Providing services	Labor fee	Agreed Price		86,782.75	9.66	cash payment		
Kweichow Moutai Group Marketing Co., Ltd.	Wholly-owned subsidiary of the parent company	Rent in and rent out	Rental fee	Agreed Price		495,146.47	50.32	cash payment		
China Kweichow Moutai Distillery (Group) Co., Ltd.	Parent company	Rent in and rent out	Rental fee	Agreed Price		488,903.16	49.68	cash payment		
Total						6,720,831,834.20				

(2) Related transactions with the same related party deliberated and approved by the general meeting of shareholders

The Company used the registered trademark of its parent company, China Kweichow Moutai Distillery (Group) Co., Ltd., and the expenses for the right to use trademarks incurred during the reporting period amounted to CNY 1,639.84 million.

(3) Related transactions with other related parties

A. The Company purchased Ankang comprehensive insurance for female employees from Huagui Life Insurance Co., Ltd., and the amount incurred in the current period amounted to CNY 499.6 thousand.

B. The ending balance of the Company's deposit in Bank of Guizhou amounted to CNY 20,851.24 million (including 2,000,000,000 of certificates of deposit), and the interest income in the current period was CNY 632.53 million, and the investment income was CNY 63.84 million. Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company, purchased the bonds issued by Bank of Guizhou Co., Ltd. from the open market, with a cost of CNY 300 million and recognized interest income of CNY 3.69 million. As of the end of the period, the balance of provision for impairment of such creditor's right investments amounted to CNY 170,600, the balance of accrued interest was CNY 425,300, and the book value was CNY 300.25 million.

12.2 Affiliated transactions arising from the acquisition or sale of assets or equity

A. Matters disclosed in the interim announcement but without progress or change in subsequent implementation

Applicable N/A

B. Matters disclosed in the interim announcement but without progress or change in subsequent implementation

Applicable N/A

C. Matters not disclosed in the interim announcement

Applicable N/A

D. If performance agreement is involved, the realization of performance during the reporting period shall be disclosed

Applicable N/A

12.3 Important related party transactions jointly invested

A. Matters disclosed in the temporary announcement without subsequent progress or change

Applicable N/A

B. Matters disclosed in the temporary announcement with subsequent progress or change

Applicable N/A

C. Matters not disclosed in the temporary announcement

Applicable N/A

12.4 Related debt transactions

A. Matters disclosed in the temporary announcement without subsequent progress or change

Applicable N/A

B. Matters disclosed in the temporary announcement with subsequent progress or change

Applicable N/A

C. Matters not disclosed in the temporary announcement

Applicable N/A

12.5 Financial business between the Company and the financial company with which the Company is associated, the financial company in which the Company holds a majority of shares and the related parties

Applicable N/A

A. Deposit business

Applicable N/A

Unit: CNY

Related party	Related party relationship	Maximum deposit per day	Range of deposit rate	Opening balance	Current period		Closing balance
					Total deposit in the current period	Total withdrawal in the current period	
China Kweichow Moutai Distillery (Group) Co., Ltd.	Parent company			2,495,925,365.33	83,368,340,575.05	82,529,984,267.10	3,334,281,673.28
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Wholly-owned subsidiary of the parent company			1,717,927,696.48	4,270,945,679.63	4,333,865,663.09	1,655,007,713.02
Kweichow Moutai Group Marketing Co., Ltd.	Wholly-owned subsidiary of the parent company			4,125,683,019.60	9,732,581,050.43	9,508,682,469.61	4,349,581,600.42
Kweichow Moutai Liquor (Group) Health Liquor Sales Co., Ltd.	Other			703,943,274.58	2,762,454,769.00	2,833,323,219.07	633,074,824.51
Kweichow Zunyi Moutai Airport Co., Ltd.	Majority-owned subsidiary of the parent company			62,588,751.47	789,575,665.48	565,566,933.09	286,597,483.86
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Wholly-owned subsidiary of the parent company			111,809,289.12	3,522,004,617.60	3,476,801,126.50	157,012,780.22
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	Other			210,256,768.22	458,814,577.26	517,009,374.30	152,061,971.18
Kweichow Moutaichun Marketing Company	Other			611,840,193.66	465,715,862.82	869,175,433.47	208,380,623.01
ChangLi Moutai Liquor Trade Co., Ltd.	Other			285,759,553.99	663,827,644.99	715,873,205.78	233,713,993.20
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Wholly-owned subsidiary of the parent company			129,905,237.28	555,957,010.49	441,103,326.16	244,758,921.61
Guizhou Zunpeng Liquor Industry Co., Ltd.	Other			118,316,553.92	1,207,283,208.16	1,030,804,163.07	294,795,599.01
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	Wholly-owned subsidiary of the parent company			218,557,849.69	1,389,409,236.39	1,307,065,113.46	300,901,972.62
Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	Majority-owned subsidiary of the parent company			59,468,124.71	323,044,597.27	333,678,950.62	48,833,771.36
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	Majority-owned subsidiary of the parent company			53,805,881.56	1,038,074,184.71	709,646,437.29	382,233,628.98
Kweichow Moutai Distillery (Group) Sanya Investment Co., Ltd.	Other			17,310,976.60	711,348,104.28	639,572,912.92	89,086,167.96
Shanghai Moutai Trading Co., Ltd.	Other			46,676,247.54	372,965,400.11	367,577,052.96	52,064,594.69
Beijing Moutai Trading Co., Ltd.	Wholly-owned subsidiary of the parent company			32,451,635.50	593,110,907.26	511,709,113.18	113,853,429.58

Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	Other			36,003,808.59	187,175,625.56	203,480,958.73	19,698,475.42
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	Other			16,156,106.85	223,246,937.54	232,062,487.30	7,340,557.09
Kweichow Moutai Distillery (Group) Guiding Jingqi Glasswork Co., Ltd.	Other			52,942,266.44	317,622,033.14	309,647,700.77	60,916,598.81
Health Industry Co., Ltd. of Kweichow Moutai Group.	Other			39,369,350.32	315,138,664.26	335,382,804.52	19,125,210.06
Guizhou Fuming Packaging Co. Ltd	Other			11,770,678.41	127,121,465.12	127,497,500.95	11,394,642.58
Guizhou Jiuyuan Property Co., Ltd.	Other			28,325,260.27	62,465,176.66	61,037,288.50	29,753,148.43
Kweichow Moutai (group) International Travel Service Co., Ltd.	Other			25,842,341.72	10,791,809.53	10,539,422.00	26,094,729.25
Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.	Wholly-owned subsidiary of the parent company			18,266,371.84	122,947,011.89	117,346,298.72	23,867,085.01
Shanghai Kweichow Moutai Industrial Co., Ltd.	Wholly-owned subsidiary of the parent company			15,967,961.65	135,156,567.26	107,544,802.19	43,579,726.72
Kweichow Moutai Distillery Group Changli Liquor Co., Ltd.	Majority-owned subsidiary of the parent company			9,477,982.97	277,558,935.65	280,162,719.10	6,874,199.52
Guizhou Xijiu Co., Ltd.	Other			573,990,484.69	3,490,212,506.80	4,064,202,991.49	
Hotel Management Company of Moutai Group	Wholly-owned subsidiary of the parent company			36,722,376.06	81,179,038.56	66,905,471.18	50,995,943.44
Gui Zhou New Huaxi Glass Co., Ltd	Other			679,580.38	175,542,696.34	151,764,353.49	24,457,923.23
Tianchao Shangpin Liquor Industry (Guizhou) Co., Ltd.	Other			14,880,578.48	36,547.92	14,917,126.40	
Kweichow Moutai Distillery (Group) Guiyang Business Co., Ltd.	Wholly-owned subsidiary of the parent company			1,947,197.79	4,230,619.02	5,083,295.96	1,094,520.85
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Other			621,579.71	2,200.66	623,780.37	
Kweichow Moutai Distillery (Group) Lvsheng Organic Fertilizer Co., Ltd.	Other			179,194.11	1,648,440.79	1,115,847.59	711,787.31
Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.	Wholly-owned subsidiary of the parent company			2,110,181.09	12,115,847.70	14,017,516.53	208,512.26
Guizhou Xijiu Sales Co., Ltd.	Other			9,734,392,686.40	11,179,298,046.78	20,913,690,733.18	
Moutai Financial Leasing Co., Ltd	Wholly-owned subsidiary of the parent company			5,268.68	37.95	18.72	5,287.91
Moutai (Guizhou) Investment Management Co., Ltd.	Majority-owned subsidiary of the parent company			4,018.30	28.95	14.28	4,032.97

Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	Other			3,502.12	25.24	12.45	3,514.91
Maotai (Guizhou) Investment Fund (L.P.)	Majority-owned subsidiary of the parent company			843.33	6.08	3	846.41
Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd.	Other			27.87	191,250.31	191,250.23	27.95
Guizhou Baijin Liquor Sales Co., Ltd.	Other			63,730,740.85	64,445,570.08	128,176,310.93	
Guizhou Baijin Liquor Co., Ltd.	Other			48,855,234.24	42,922,683.86	91,777,918.10	
Guizhou Renhuai Renshuai Liquor Industry Co., Ltd.	Other			29,103,604.91	236,404,391.44	253,837,267.17	11,670,729.18
Kweichow Moutai Distillery (Group) Hongyingzi Agricultural Technology Development Co., Ltd.	Majority-owned subsidiary of the parent company				33,511,214.70	33,506,107.10	5,107.60
Total				21,763,575,647.32	129,326,418,470.72	138,215,950,762.62	12,874,043,355.42

Note: The above deposit interest rate ranges from 0.35% to 1.50%.

Interest paid to related parties

Unit: CNY

Related party	This reporting period
Guizhou Xijiu Sales Co., Ltd.	28,811,523.39
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	27,445,198.75
Kweichow Moutai Group Marketing Co., Ltd.	17,622,560.74
China Kweichow Moutai Distillery (Group) Co., Ltd.	9,331,364.94
Kweichow Moutaichun Marketing Company	3,651,119.60
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	2,538,298.58
ChangLi Moutai Liquor Trade Co., Ltd.	2,364,961.46
Guizhou Zunpeng Liquor Industry Co., Ltd.	2,534,657.65
Kweichow Moutai Liquor (Group) Health Liquor Sales Co., Ltd.	1,601,934.07
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	1,825,616.62
Kweichow Zunyi Moutai Airport Co., Ltd.	2,331,439.32
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	602,628.76
Guizhou Baijin Liquor Sales Co., Ltd.	262,285.04
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	712,081.81
Guizhou Jiuyuan Property Co., Ltd.	451,888.16
Health Industry Co., Ltd. of Kweichow Moutai Group.	228,228.42
Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	338,111.19
Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	255,008.11
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	815,661.10
Shanghai Moutai Trading Co., Ltd.	236,597.15
Beijing Moutai Trading Co., Ltd.	204,185.32
Kweichow Moutai Distillery (Group) Sanya Investment Co., Ltd.	242,065.55
Guizhou Xijiu Co., Ltd.	106,253.40
Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.	148,394.67
Guizhou Baijin Liquor Co., Ltd.	67,006.43
Shanghai Kweichow Moutai Industrial Co., Ltd.	99,284.51
Kweichow Moutai (group) International Travel Service Co., Ltd.	87,576.28
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	108,806.11
Hotel Management Company of Moutai Group	117,010.65
Guizhou Fuming Packaging Co. Ltd	95,285.07
Kweichow Moutai Distillery Group Changli Liquor Co., Ltd.	59,060.03
Guizhou Renhuai Renshuai Liquor Industry Co., Ltd.	41,444.56
Gui Zhou New Huaxi Glass Co., Ltd	44,176.66
Kweichow Moutai Distillery (Group) Guiyang Business Co., Ltd.	20,844.06
Tianchao Shangpin Liquor Industry (Guizhou) Co., Ltd.	18,273.96
Kweichow Moutai Distillery (Group) Guiding Jingqi Glasswork Co., Ltd.	154,157.83
Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.	1,655.27
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	1,100.33
Kweichow Moutai Distillery (Group) Hongyingzi Agricultural Technology Development Co., Ltd.	5,607.60
Kweichow Moutai Distillery (Group) Lvsheng Organic Fertilizer Co., Ltd.	803.24

Moutai Financial Leasing Co., Ltd	19.23
Moutai(Guizhou) Investment Management Co., Ltd.	14.67
Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	12.79
Maotai (Guizhou) Investment Fund (L.P.)	3.08
Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd.	0.08
Total	105,584,206.24

B. Loan business

√Applicable □N/A

Unit: CNY

Related party	Relation	Loan amount	Interest Rate	Opening balance	Amount for this period		Closing balance
					Total loan amount for the current period	Total repayment amount for the current period	
China Kweichow Moutai Distillery (Group) Co., Ltd.	Parent company	3,500,000,000.00	3.65%-3.70%	3,500,000,000.00	3,500,000,000.00	3,500,000,000.00	3,500,000,000.00
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	Other	299,000,000.00	3.65%-3.70%	10,000,000.00	61,730,000.00	14,000,000.00	57,730,000.00
Total	/	/	/	3,510,000,000.00	3,561,730,000.00	3,514,000,000.00	3,557,730,000.00

Interest charged to related parties

Unit: CNY

Item	Related party	This reporting period
Loan interest income	China Kweichow Moutai Distillery (Group) Co., Ltd.	126,595,256.84
Loan interest income	Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	359,002.00
	Total	126,954,258.84

C. Credit business or other financial business

√Applicable □N/A

Unit: CNY

Related party	Relation	Business type	Total amount	Actual amount
China Kweichow Moutai Distillery (Group) Co., Ltd.	Parent company	Credit loan	3,500,000,000.00	3,500,000,000.00
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	Other	Mortgage loan	100,000,000.00	57,730,000.00
		Credit loan	199,000,000.00	
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Wholly-owned subsidiary of the parent company	Credit loan	500,000,000.00	

Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	Other	Credit loan	10,000,000.00	
Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.	Wholly-owned subsidiary of the parent company	Entrusted loans	9,955,184.18	9,955,184.18
Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd.	Other	Entrusted loans	9,955,184.18	9,955,184.18

D. Other instructions

Applicable N/A

Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company, purchased the bonds issued by Guiyang GY Financial Leasing Co., Ltd. from the open market, with a cost of CNY 20 million and recognized interest income of CNY 0.86 million. As of the end of the period, the balance of provision for impairment of such creditor's right investments amounted to CNY 0.01million, the balance accrued interest was CNY 0.15 million, and the book value was CNY 20.14 million.

12.6 Others

Applicable N/A

13. Significant contracts and their performance**13.1 Trusteeship, contracting and leasing****A. Trusteeship**

Applicable N/A

B. Contracting

Applicable N/A

C. Leasing

Applicable N/A

13.2 Major guarantees

Applicable N/A

13.3 Entrusting others to manage cash assets**A. Entrusted assets management****a. Overview of entrusted assets management**

Applicable N/A

Other situations

Applicable N/A

b. Principal entrusted assets management

Applicable N/A

Other situations

Applicable N/A

c. Provision for impairment of entrusted assets management

Applicable N/A

B. Entrusted loans**a. Overview of entrusted loans**

Applicable N/A

Other situations
Applicable N/A

b. Principal entrusted loans

Applicable N/A
 Other situations
Applicable N/A

c. Provision for impairment of entrusted loans

Applicable N/A

C. Other situations

Applicable N/A

13.4 Other significant contracts

Applicable N/A

14. Instruction of other major events that have a significant impact on investors' value judgments and investment decisions

Applicable N/A

Section VII Changes in Shares and Information about Shareholders

1. Changes in share capital

1.1 Changes in shares

A. Changes in shares

During the reporting period, there is no change to the total number of shares and share capital structure of the Company.

B. Explanation of changes in shares

Applicable N/A

C. Impact of changes in shares on financial indicators such as earnings per share and net assets per share in the latest year and the latest period (if any)

Applicable N/A

D. Other contents deemed necessary by the Company or required by securities regulators to disclose

Applicable N/A

1.2 Changes in restricted shares

Applicable N/A

2. Securities issuance and listing

2.1 Issues of securities as of the reporting period

Applicable N/A

Explanation of securities issuance as of the reporting period (for bonds with different interest rates in the duration, please explain separately):

Applicable N/A

2.2 Changes in the Company's total shares and shareholder structure, and changes in the Company's asset and liability structure

□Applicable √N/A

2.3 Existing employees' shares

□Applicable √N/A

3. Shareholders and actual controllers

3.1 Total number of shareholders

The total number of ordinary shareholders as of the end of the reporting period	167,516
The total number of ordinary shareholders at the end of the previous month before the disclosure date of the annual report	159,541

3.2 Shareholdings of the top ten shareholders and top ten tradable shareholders (or shareholders without restrictions on sales) as of the end of the reporting period

Unit: Share

Shareholdings of the top ten shareholders							
Shareholder name (full name)	Increase or decrease during the reporting period	Number of shares held at the end of the period	Proportion (%)	Number of shares held with restrictions on sales	Staking, tokenizing or freezing		Nature of shareholders
					Share status	Quantity	
China Kweichow Moutai Distillery (Group) Co., Ltd.		678,291,955	54		None		State-own legal person
Hong Kong Securities Clearing Company Ltd. (HKSCC)	4,883,202	84,798,642	6.75		Unknown		Unknown
Guizhou Provincial State-owned Capital Operation Co., Ltd.		56,996,777	4.54		Unknown		State-own legal person
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.		27,812,088	2.21		None		State-own legal person
Central Huijin Asset Management Co., Ltd.		10,397,104	0.83		Unknown		State-own legal person
China Securities Finance Corporation Limited		8,039,447	0.64		Unknown		Unknown
Shenzhen Jinhui Rongsheng Wealth Management Co., Ltd. - Jinhui Rongsheng No. 3 Private Securities Investment Fund	1,674,929	7,604,279	0.61		Unknown		Unknown
Zhuhai Ruifeng Huibang Asset Management Co., Ltd. - Ruifeng Huibang	2,136,950	7,503,667	0.6		Unknown		Unknown

No. 3 Private Securities Investment Fund						
Bank of China Limited - China Merchants CSI Liquor Index Graded Securities Investment Fund	-392,551	5,445,803	0.43		Unknown	Unknown
Industrial and Commercial Bank of China - Shanghai Stock Exchange 50 Exchange-traded Open-end Index Securities Investment Fund	43,395	5,379,160	0.43		Unknown	Unknown
Shareholdings of the top ten shareholders without restrictions on sales						
Shareholder name	The number of tradable shares held without restrictions on sales		Type and quantity of shares			
			Type	Quantity		
China Kweichow Moutai Distillery (Group) Co., Ltd.			678,291,955	ordinary shares	678,291,955	
Hong Kong Securities Clearing Company Ltd. (HKSCC)			84,798,642	ordinary shares	84,798,642	
Guizhou Provincial State-owned Capital Operation Co., Ltd.			56,996,777	ordinary shares	56,996,777	
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.			27,812,088	ordinary shares	27,812,088	
Central Huijin Asset Management Co., Ltd.			10,397,104	ordinary shares	10,397,104	
China Securities Finance Corporation Limited			8,039,447	ordinary shares	8,039,447	
Shenzhen Jinhui Rongsheng Wealth Management Co., Ltd. - Jinhui Rongsheng No. 3 Private Securities Investment Fund			7,604,279	ordinary shares	7,604,279	
Zhuhai Ruifeng Huibang Asset Management Co., Ltd. - Ruifeng Huibang No. 3 Private Securities Investment Fund			7,503,667	ordinary shares	7,503,667	
Bank of China Limited - China Merchants CSI Liquor Index Graded Securities Investment Fund			5,445,803	ordinary shares	5,445,803	

Industrial and Commercial Bank of China - Shanghai Stock Exchange 50 Exchange-traded Open-end Index Securities Investment Fund	5,379,160	ordinary shares	5,379,160
Explanation of the relations or concerted actions of the above shareholders	Among the above shareholders, there are relations between China Kweichow Moutai Distillery (Group) Co., Ltd. and Kweichow Moutai Distillery (Group) Technology Development Co., Ltd. In addition, the Company is not aware of the relations among other shareholders and whether they are persons acting in concert.		

Note: On November 29, 2022, the Company disclosed *the Announcement on the Plan for Increase Shareholding of the Company by the Controlling Shareholders* (Announcement No.: Lin 2022-030). As of March 29, 2023, China Kweichow Moutai Distillery (Group) Co., Ltd. and Kweichow Moutai Distillery (Group) Technology Development Co., Ltd. increased their holdings of shares of Kweichow Moutai by 840,514 shares, accounting for 0.0669% of the Company's total share capital, the actual increase amount of the two shareholders has reached the lower limit of the planned increase range respectively.

Number of shares held by the top ten shareholders with restrictions on sales and restrictions on sales

Applicable N/A

3.3 Strategic investors or general legal persons become the top 10 shareholders due to placement of new shares

Applicable N/A

4. Controlling shareholders and actual controllers

4.1 Controlling shareholders

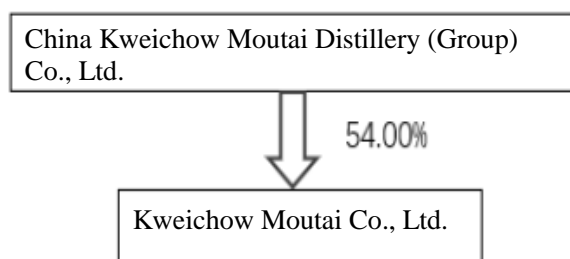
A. Legal person

Applicable N/A

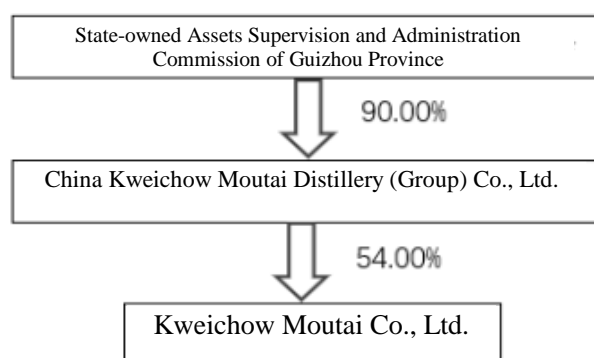
Name	China Kweichow Moutai Distillery (Group) Co., Ltd.
Legal Representative	Ding Xiongjun
Date of establishment	January 24, 1998
Main business	Production and operation of alcoholic products (main business); production technology consulting and services of alcoholic products; production and sales of packaging materials and beverages; catering, accommodation, tourism, logistics and transportation; import and export trade business; Internet industry; real estate development and leasing, parking lot management; education, health; ecological agriculture..
Shareholdings of other domestic and overseas listed companies that controlled and participated in during the reporting period	Holding 0.24% of the shares of Bank of Communications Co., Ltd.; holding 3.97% of the shares of Huachuang Yangan Co., Ltd.; holding 1.45% of the shares of Bank of Guiyang Co., Ltd.; holding 10.07% of the shares of Guizhou Radio and Television Information Network Co., Ltd.; holding 12% of the shares of Bank of Guizhou Co., Ltd.

B. Natural person

Applicable N/A

C. Special instructions for the fact that the Company does not have controlling shareholders□Applicable N/A**D. Explanation on changes of controlling shareholders during the reporting period**□Applicable N/A**E. Block diagram of the property rights and control relationship between the Company and the controlling shareholders**Applicable N/A**4.2 The actual controller****A. Legal person**Applicable N/A

Name	State-owned Assets Supervision and Administration Commission of Guizhou Province
The person in charge or the legal representative of the entity	Xiao Kailin

B. Natural persons□Applicable N/A**C. Special instructions for the fact that the Company does not have an actual controller**□Applicable N/A**D. Explanation on the change of the Company's control during the reporting period**□Applicable N/A**E. Block diagram of the property rights and control relationship between the Company and the actual controller**Applicable N/A

F. The actual controller controls the Company through trust or other asset management methodsApplicable N/A**4.3 Other information about the controlling shareholder and actual controller**Applicable N/A**5. The accumulative number of pledged shares of the Company's controlling shareholder or the largest shareholder and its persons acting in concert account for more than 80% of the Company's shares held by them**Applicable N/A**6. Other legal person shareholders holding more than 10% of the shares**Applicable N/A**7. Explanation of share restriction and reduction**Applicable N/A**8. The specific implementation of share repurchase during the reporting period**Applicable N/A**Section VIII Preferred Shares**Applicable N/A**Section IX Information about Bond****1. Corporate bonds, company bonds and non-financial corporate debt financing instruments**Applicable N/A**2. Convertible corporate bonds**Applicable N/A**Section X Financial Report****1. Audit report**Applicable N/A**2. Financial statements****CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

December 31, 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	Notes	December 31, 2022	December 31, 2021
Current assets:			
Cash and Cash equivalents		58,274,318,733.23	51,810,243,607.11
Settlements Provision			

Loans to banks and other financial institutions		116,172,711,554.59	135,067,287,778.03
Financial assets held for trading			
Derivative financial assets			
Notes receivable		105,453,212.00	
Accounts receivable		20,937,144.00	
Financing receivables			
Prepayments		897,377,162.27	389,109,841.28
Insurance premium receivable			
Due from reinsurers			
Reinsurance contract reserves receivable			
Other receivables		31,818,622.84	33,158,974.32
Including: Interest receivable			
Dividends receivable			
Financial assets purchased under agreements to resell			
Inventories		38,824,374,236.24	33,394,365,084.83
Contract assets			
Assets classified as held for sale			
Current portion of non-current assets		2,123,601,333.33	
Other current assets		160,843,674.42	71,527,560.74
Total current assets		216,611,435,672.92	220,765,692,846.31
Non-current assets:			
Loans and advances		4,134,744,407.92	3,425,175,000.00
Debt investment		380,685,319.09	170,468,623.71
Other debt investments			
Long-term receivables			
Long-term equity investments			
Other equity instruments investments			
Other non-current financial assets			
Investment properties		5,335,046.99	5,242,431.75
Fixed assets		19,742,622,547.86	17,472,173,182.85
Construction in progress		2,208,329,892.95	2,321,988,541.82
Productive biological assets			
Oil and gas assets			
Right-of-use asset		402,551,533.46	362,785,970.23
Intangible assets		7,083,177,226.45	6,208,358,330.24
Development expenditures		190,536,632.60	
Goodwill			
Long-term prepaid expenses		146,455,346.90	139,342,455.82
Deferred tax assets		3,458,931,368.11	2,237,206,443.84
Other non-current assets			2,059,761,333.33
Total non-current assets		37,753,369,322.33	34,402,502,313.59
Total assets		254,364,804,995.25	255,168,195,159.90
Current liabilities:			
Short-term borrowings			
Borrowing from the central bank			
Deposits and balances from banks and other financial institutions			
Financial liabilities held for trading			
Derivative financial liabilities			
Notes payable			
Accounts payable		2,408,371,053.69	2,009,832,495.56

Receipts in advance			
Contract liabilities		15,471,920,924.98	12,718,465,288.02
Financial assets sold under agreements to buy			
Customer deposits and balances from banks and other financial institutions		12,874,043,355.42	21,763,575,647.32
Customer brokerage deposits			
Securities underwriting brokerage deposits			
Payroll and employee benefits payable		4,782,311,242.41	3,677,845,718.53
Taxes payable		6,896,555,423.83	11,979,802,144.01
Other payables		4,543,842,833.87	4,124,404,781.29
Including: Interest payable			
Dividend payable			
Fees and commission payable			
Payable reinsurance			
Liabilities classified as held for sale			
Current portion of non-current liabilities		109,351,155.28	104,319,886.87
Other current liabilities		1,979,272,808.90	1,535,976,293.22
Total current liabilities		49,065,668,798.38	57,914,222,254.82
Non-current liabilities:			
Insurance reserves			
Long-term borrowings			
Bonds payable			
Including: Preference share			
Perpetual debt			
Lease liabilities		334,447,942.79	296,466,199.74
Long-term Payable			
Long-term payroll and employee benefits payable			
Provisions			
Deferred income			
Deferred tax liabilities			
Other non-current liabilities			
Total non-current liabilities		334,447,942.79	296,466,199.74
Total liabilities		49,400,116,741.17	58,210,688,454.56
Owners' equity (or shareholders' equity):			
Paid-in capital		1,256,197,800.00	1,256,197,800.00
Other equity instruments			
Including: Preference share			
Perpetual debt			
Capital reserve		1,374,964,415.72	1,374,964,415.72
Less: treasury shares			
Other comprehensive income		-10,776,907.33	-13,017,880.78
Special reserve			
Surplus reserve		32,522,779,178.88	25,142,832,818.16
General reserve		1,061,529,724.00	1,061,529,724.00
Retained earnings		161,301,978,184.73	160,716,861,920.19
Equity attributable to owners of the parent		197,506,672,396.00	189,539,368,797.29
Non-controlling interests		7,458,015,858.08	7,418,137,908.05
Total shareholders' equity		204,964,688,254.08	196,957,506,705.34
Total liabilities and shareholders' equity		254,364,804,995.25	255,168,195,159.90

Legal Representative: Ding Xiongjun
 Chief Accountant: Jiang Yan
 Head of the Accounting Department: Cai Congying

COMPANY STATEMENT OF FINANCIAL POSITION

December 31, 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	Notes	December 31, 2022	December 31, 2021
Current assets:			
Cash and Cash equivalents		69,397,227,501.61	79,115,779,990.88
Financial assets held for trading			
Derivative financial assets			
Notes receivable			
Accounts receivable		20,670,923,010.62	1,480,080,983.77
Financing receivables			
Prepayments		883,947,665.69	355,933,658.53
Other receivables		15,092,761.22	9,210,501.43
Including: Interest receivable			
Dividends receivable			
Inventories		37,214,843,706.27	32,424,250,538.15
Contract assets			
Assets classified as held for sale			
Current portion of non-current assets		2,123,601,333.33	
Other current assets		127,580,648.65	74,711.92
Total current assets		130,433,216,627.39	113,385,330,384.68
Non-current assets:			
Debt investment			
Other debt investments			
Long-term receivables			
Long-term equity investments		1,624,535,587.55	1,624,535,587.55
Other equity instruments investments			
Other non-current financial assets			
Investment properties			
Fixed assets		19,278,963,775.03	16,992,010,693.65
Construction in progress		2,151,379,751.61	2,280,929,738.91
Productive biological assets			
Oil and gas assets			
Right-of-use asset		207,871,591.22	249,696,982.21
Intangible assets		7,077,311,242.16	6,207,018,624.16
Development expenditures		190,536,632.60	
Goodwill			
Long-term prepaid expenses		127,500,000.29	137,500,000.25
Deferred tax assets		699,632,491.95	639,335,397.34
Other non-current assets			2,059,761,333.33
Total non-current assets		31,357,731,072.41	30,190,788,357.40
Total assets		161,790,947,699.80	143,576,118,742.08
Current liabilities:			
Short-term borrowings			
Financial liabilities held for trading			
Derivative financial liabilities			
Notes payable			

Accounts payable		2,407,574,612.21	1,859,402,871.20
Receipts in advance			
Contract liabilities		1,179,446.26	142,568.14
Payroll and employee benefits payable		4,617,577,969.34	3,551,461,301.23
Taxes payable		3,875,939,323.83	6,857,150,756.70
Other payables		1,938,855,202.90	1,374,157,867.96
Including: Interest payable			
Dividend payable			
Liabilities classified as held for sale			
Current portion of non-current liabilities		60,493,144.20	63,501,723.59
Other current liabilities		153,328.01	18,533.86
Total current liabilities		12,901,773,026.75	13,705,835,622.68
Non-current liabilities:			
Long-term borrowings			
Bonds payable			
Including: Preference share			
Perpetual debt			
Lease liabilities		195,899,845.16	225,090,785.68
Long-term Payable			
Long-term payroll and employee benefits payable			
Provisions			
Deferred income			
Deferred tax liabilities			
Other non-current liabilities			
Total non-current liabilities		195,899,845.16	225,090,785.68
Total liabilities		13,097,672,871.91	13,930,926,408.36
Owners' equity (or shareholders' equity):			
Paid-in capital		1,256,197,800.00	1,256,197,800.00
Other equity instruments			
Including: Preference share			
Perpetual debt			
Capital reserve		1,374,303,082.72	1,374,303,082.72
Less: treasury shares			
Other comprehensive income			
Special reserve			
Surplus reserve		32,522,779,178.88	25,142,832,818.16
Retained earnings		113,539,994,766.29	101,871,858,632.84
Total shareholders' equity		148,693,274,827.89	129,645,192,333.72
Total liabilities and shareholders' equity		161,790,947,699.80	143,576,118,742.08

Legal Representative: Ding Xiongjun
Chief Accountant: Jiang Yan
Head of the Accounting Department: Cai Congying

CONSOLIDATED INCOME STATEMENT

For the year ended 31 December 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	Notes	2022	2021
I. Total revenue		127,553,959,355.97	109,464,278,563.89
Including: Operating revenue		124,099,843,771.99	106,190,154,843.76

Interest income		3,454,115,583.98	3,274,123,720.13
Net earned premiums			
Net fee and commission revenue			
II. Total operating costs		39,748,309,616.85	34,776,902,467.47
Including: Operating costs		10,093,468,616.63	8,983,377,809.96
Interest expenses		105,584,206.24	173,897,197.98
Fees and commission expenses		143,141.51	115,082.12
Surrenders			
Net payments for insurance claims			
Net provision of insurance reserve			
Policyholder dividends			
Reinsurance expenses			
Taxes and surcharges		18,495,818,534.22	15,304,469,070.03
Selling expenses		3,297,724,190.94	2,737,369,434.78
General and administrative expenses		9,012,191,073.63	8,450,274,065.03
R&D expenses		135,185,680.40	61,923,213.59
Financial expenses		-1,391,805,826.72	-934,523,406.02
Including: Interest expense		12,023,204.77	13,529,867.76
Interest income		1,475,422,303.64	944,578,412.02
Add: Other income		24,505,353.83	20,515,911.19
Investment income/(loss)		63,840,000.00	58,255,937.39
Including: Share of profits or loss of associates and joint ventures			
Gain from derecognition of financial assets measured at amortized cost			
Exchange gains or losses			
Net exposure hedging gains/ (losses)			
Gain/ (loss) on the changes in fair value			-2,244,726.29
Credit impairment losses		-14,686,546.25	-13,022,441.19
Assets impairment losses			
Gain/ (loss) from disposal of assets		213,235.69	
III. Operating profit		87,879,521,782.39	74,750,880,777.52
Add: Non-operating income		70,852,285.40	68,989,219.74
Less: Non-Operating expenses		248,884,319.61	291,838,102.50
IV. Profit/(loss) before tax		87,701,489,748.18	74,528,031,894.76
Less: Income tax expense		22,326,352,981.43	18,807,501,938.30
V. Net profit /(loss)		65,375,136,766.75	55,720,529,956.46
(1) Categorized by operation continuity			
1. Net profit from continuing operations		65,375,136,766.75	55,720,529,956.46
2. Net profit from discontinuing operations			
(2) Categorized by ownership			
1. Net profit attributable to owners of the parent		62,716,443,738.27	52,460,144,378.16
2. Net profit attributable to non-controlling interests		2,658,693,028.48	3,260,385,578.30
VI. Other comprehensive income, net of tax		2,240,973.45	-7,686,513.03
(1) Other comprehensive income, net of tax, attributable to owners of the parent		2,240,973.45	-7,686,513.03
1. Other comprehensive income that will not be reclassified to profit or loss			
1.1 Remeasurement gains or losses of a defined benefit plan			
1.2 Other comprehensive income using the equity method that will not be reclassified to profit or loss			

1.3 Changes in fair value of other equity instrument investments			
1.4 Changes in fair value of enterprise's own credit risk			
2. Other comprehensive income to be reclassified to profit or loss		2,240,973.45	-7,686,513.03
2.1 Other comprehensive income that can be reclassified to profit or loss in equity method			
2.2 Changes in fair value of other debt investments			
2.3 Amount of financial assets reclassified into other comprehensive income			
2.4 Provision for credit impairment of other debt investments			
2.5 Cash flow hedging reserves			
2.6 Exchange differences on translation of foreign currency financial statements		2,240,973.45	-7,686,513.03
2.7 Others			
(2) Other comprehensive income, net of tax, attributable to non-controlling interests			
VII. Total comprehensive income		65,377,377,740.20	55,712,843,443.43
(1) Total comprehensive income attributable to owners of the parent		62,718,684,711.72	52,452,457,865.13
(2) Total comprehensive income attributable to non-controlling interests		2,658,693,028.48	3,260,385,578.30
VIII. Earnings per share			
(1) Basic earnings per share (CNY / share)		49.93	41.76
(2) Diluted earnings per share (CNY / share)		49.93	41.76

Legal Representative: Ding Xiongjun

Chief Accountant: Jiang Yan

Head of the Accounting Department: Cai Congying

INCOME STATEMENT OF COMPANY

For the year ended 31 December 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	Notes	2022	2021
I. Total revenue		71,301,796,876.93	37,344,898,964.17
Less: Total operating costs		10,420,242,137.46	8,991,912,828.37
Taxes and surcharges		17,592,050,587.39	14,172,007,646.53
Selling expenses		838,175,269.31	562,890,060.03
General and administrative expenses		8,342,403,894.00	7,891,014,092.82
Research and development expenses		135,185,680.40	61,923,213.59
Finance expenses		-1,363,150,442.27	-1,229,581,298.58
Including: Interest expenses (expressed with positive value)		7,612,746.94	9,093,212.00
Interest income (expressed with positive value)		1,437,004,178.70	1,228,595,916.86
Add: Other income		9,460,960.94	6,279,409.80
Investment income/(loss)		47,660,330,707.35	44,799,409,723.82
Including: Share of profits or loss of associates and joint ventures			
Gain from derecognition of financial assets measured at amortized cost			
Net exposure hedging gains/ (losses)			

Gain/ (loss) on the changes in fair value			-2,244,726.29
Credit impairment losses		2,489,064.82	-85,848.47
Assets impairment losses			
Gain/ (loss) from disposal of assets		343,183.91	
II. Operating profit/Loss		83,009,513,667.66	51,698,090,980.27
Add: Non-operating income		66,605,379.09	51,287,742.20
Less: Non-operating expenses		242,611,517.77	265,265,782.93
III. Profit/(loss) before tax		82,833,507,528.98	51,484,112,939.54
Less: Income tax expense		9,034,043,921.80	1,805,010,847.21
IV. Net profit /(loss)		73,799,463,607.18	49,679,102,092.33
(1) Net profit from continuing operations		73,799,463,607.18	49,679,102,092.33
(2) Net profit from discontinuing operations			
V. Other comprehensive income, net of tax			
(1) Other comprehensive income, net of tax			
1. Other comprehensive income that will not be reclassified to profit or loss			
2. Other comprehensive income using the equity method that will not be reclassified to profit or loss			
3. Changes in fair value of other equity instrument investments			
4. Changes in fair value of enterprise's own credit risk			
(2) Other comprehensive income to be reclassified to profit or loss			
1. Other comprehensive income that can be reclassified to profit or loss in equity method			
2. Changes in fair value of other debt investments			
3. Amount of financial assets reclassified into other comprehensive income			
4. Provision for credit impairment of other debt investments			
5. Cash flow hedging reserves			
6. Exchange differences on translation of foreign currency financial statements			
7. Others			
VI. Total comprehensive income		73,799,463,607.18	49,679,102,092.33
VII. Earnings per share			
(1) Basic earnings per share (CNY / share)		58.75	39.55
(2) Diluted earnings per share (CNY / share)		58.75	39.55

Legal Representative: Ding Xiongjun

Chief Accountant: Jiang Yan

Head of the Accounting Department: Cai Congying

CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 31 December 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	Notes	2022	2021
I. Cash flows from operating activities			
Cash receipts from the sale of goods and the rendering of services		140,691,678,592.00	119,320,536,796.65

Net increase in customer bank deposits and due to banks and other financial institutions		-8,916,033,228.67	7,511,166,145.93
Net increase in loans from the central bank			
Net increase in funds borrowed from other financial institutions			
Cash premiums received on original insurance contracts			
Net cash received from re-insurance business			
Net increase in deposits and investments from insurers			
Cash received from interest, fees and commission		3,247,615,476.04	3,145,747,032.91
Net increase in funds deposit			
Net increase in repurchase business funds			
Net income from securities trading brokerage business			
Tax refunds received		33,191,912.56	
Cash received relating to other operating activities		2,759,422,171.88	1,643,536,862.48
Sub-total of cash inflows		137,815,874,923.81	131,620,986,837.97
Cash paid for purchase of goods and services		8,357,859,151.03	7,745,959,630.90
Net increase in loans and payments on behalf of customers		723,778,672.00	484,244,272.00
Net increase in deposits with central bank and other financial institutions		13,037,761,321.90	559,089,326.28
Payments for claims for original insurance contracts			
Net increase in funds lent			-400,000,000.00
Cash paid for interest, fees and commission		79,226,410.98	163,462,728.48
Commissions on insurance policies paid			
Cash paid to and on behalf of employee		11,752,241,598.62	10,061,366,201.66
Cash paid for taxes		62,043,324,506.36	44,609,684,025.28
Cash paid relating to other operating activities		5,123,087,432.89	4,368,504,506.00
Sub-total of cash outflows		101,117,279,093.78	67,592,310,690.60
Net cash flows from operating activities		36,698,595,830.03	64,028,676,147.37
II. Cash flows from investing activities			
Cash received from disposal of investments			6,079,930.68
Cash received from investment income		5,880,000.00	860,000.00
Net proceeds from disposal of property, plant and equipment, intangible assets and other long-term assets		355,149.00	2,463,474.29
Cash received from disposal of subsidiaries and other business units			
Cash received relating to other investing activities		4,971,762.18	9,983,452.63
Sub-total of cash inflows		11,206,911.18	19,386,857.60
Purchase of property, plant and equipment, intangible assets and other non-current assets		5,306,546,416.54	3,408,784,532.01
Cash paid for investments		210,000,000.00	2,150,000,000.00
Net increase in secured loans			
Net cash paid for acquisition of a subsidiary and other operating units			
Cash paid relating to other investing activities		31,486,829.54	23,048,029.93
Sub-total of cash outflows		5,548,033,246.08	5,581,832,561.94
Net cash flows from investing activities		-5,536,826,334.90	-5,562,445,704.34
III. Cash flows from financing activities			

Cash received from investment			
Including: Cash receipts from capital contributions from non-controlling interests of subsidiaries			
Proceeds from borrowings			
Cash receipts relating to other financing activities			
Subtotal of cash inflows			
Repayments for debts			
Cash payments for distribution of dividends or profit and interest expenses		57,370,196,191.46	26,476,019,839.37
Including: Dividends or profit paid to non-controlling shareholders of subsidiaries		2,618,815,078.45	2,240,195,683.97
Cash payments relating to other financing activities		54,332,788.37	88,121,549.59
Subtotal of cash outflows		57,424,528,979.83	26,564,141,388.96
Net cash flows from financing activities		-57,424,528,979.83	-26,564,141,388.96
IV. Effect of exchange rate changes on cash and cash equivalents		911,088.01	-2,026,542.60
V. Net increase in cash and cash equivalents		-26,261,848,396.69	31,900,062,511.47
Add: Cash and cash equivalents at beginning of year		178,640,587,379.52	146,740,524,868.05
VI. Cash and cash equivalents at end of year		152,378,738,982.83	178,640,587,379.52

Legal Representative: Ding Xiongjun

Chief Accountant: Jiang Yan

Head of the Accounting Department: Cai Congying

COMPANY STATEMENT OF CASH FLOWS

For the year ended 31 December 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	Notes	2022	2021
I. Cash flows from operating activities			
Cash receipts from the sale of goods and the rendering of services		60,627,778,647.24	48,582,727,792.21
Tax refunds received			
Cash received relating to other operating activities		1,869,230,100.75	1,330,181,729.83
Sub-total of cash inflows		62,497,008,747.99	49,912,909,522.04
Cash paid for purchase of goods and services		8,247,604,843.54	7,730,438,800.94
Cash paid to and on behalf of employee		11,019,897,320.84	9,421,372,112.36
Cash paid for taxes		37,873,356,637.22	17,808,661,856.89
Cash paid relating to other operating activities		2,876,686,272.05	2,170,307,857.51
Sub-total of cash outflows		60,017,545,073.65	37,130,780,627.70
Net cash flows from operating activities		2,479,463,674.34	12,782,128,894.34
II. Cash flows from investing activities			
Cash received from disposal of investments			6,079,930.68
Cash received from investment income		47,596,490,707.35	44,741,153,786.43
Net proceeds from disposal of property, plant and equipment, intangible assets and other long-term assets		317,509.00	2,453,676.06
Cash received from disposal of subsidiaries and other business units			

Cash received relating to other investing activities		4,971,762.18	9,983,452.63
Sub-total of cash inflows		47,601,779,978.53	44,759,670,845.80
Purchase of property, plant and equipment, intangible assets and other non-current assets		5,252,006,054.93	3,349,912,221.23
Cash paid for investments			2,000,000,000.00
Cash Paid for disposal of subsidiaries and other business units			
Cash paid relating to other investing activities		31,486,829.54	23,048,029.93
Sub-total of cash outflows		5,283,492,884.47	5,372,960,251.16
Net cash flows from investing activities		42,318,287,094.06	39,386,710,594.64
III. Cash flows from financing activities			
Cash received from investment			
Proceeds from borrowings			
Cash receipts relating to other financing activities			
Subtotal of cash inflows			
Repayments for debts			
Cash payments for distribution of dividends or profit and interest expenses		54,751,381,113.01	24,235,824,155.40
Cash payments relating to other financing activities		19,713,859.66	53,056,483.06
Subtotal of cash outflows		54,771,094,972.67	24,288,880,638.46
Net cash flows from financing activities		-54,771,094,972.67	-24,288,880,638.46
IV. Effect of exchange rate changes on cash and cash equivalents			
V. Net increase in cash and cash equivalents		-9,973,344,204.27	27,879,958,850.52
Add: Cash and cash equivalents at beginning of year		77,933,933,271.80	50,053,974,421.28
VI. Cash and cash equivalents at end of year		67,960,589,067.53	77,933,933,271.80

Legal Representative: Ding Xiongjun

Chief Accountant: Jiang Yan

Head of the Accounting Department: Cai Congying

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 31 December 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	2022													Non-controlling interests	Total shareholders' equity
	Equity attributable to owners of the parent														
	Share capital	Other equity instruments			Capital reserve	Less: treasury shares	Other comprehensive income	Special reserve	Surplus reserve	General reserve	Retained earnings	Others	Subtotal		
	preference share	Perpetual debt	Others												
1. Balance at the end of previous year	1,256,197,800.00				1,374,964,415.72		-		25,142,832,818.16	1,061,529,724.00	160,716,861,920.19		189,539,368,797.29	7,418,137,908.05	196,957,506,705.34
Add: changes in accounting policies															
Corrections of prior period errors															
Business combination under common control															
Others															
2. Balance at the beginning of the year	1,256,197,800.00				1,374,964,415.72		-		25,142,832,818.16	1,061,529,724.00	160,716,861,920.19		189,539,368,797.29	7,418,137,908.05	196,957,506,705.34
3. Increase/(decrease) during the period							2,240,973.45		7,379,946,360.72		585,116,264.54		7,967,303,598.71	39,877,950.03	8,007,181,548.74
(1) Total comprehensive income							2,240,973.45				62,716,443,738.27		62,718,684,711.72	2,658,693,028.48	65,377,377,740.20
(2) Shareholders' contributions and reduction															
(i) Shareholders' contributions in ordinary share															
(ii) Other equity instruments contributions															
(iii) Amount of share-based payments recognized in equity															
(iv) Others															
(3) Profit distribution									7,379,946,360.72		-62,131,327,473.73		-54,751,381,113.01	-	-57,370,196,191.46
(i) Transfer to surplus reserve									7,379,946,360.72		-7,379,946,360.72				

COMPANY STATEMENT OF CHANGES IN EQUITY

For the year ended 31 December 2022

Prepared by: Kweichow Moutai Co., Ltd.

Unit: CNY

Item	2022										
	Share capital	Other equity instruments			Capital reserve	Less : treasury shares	Other comprehensive income	Special reserve	Surplus reserve	Retained earnings	Total shareholders' equity
		preference shares	Perpetual debt	Others							
1. Balance at the end of previous year	1,256,197,800.00				1,374,303,082.72				25,142,832,818.16	101,871,858,632.84	129,645,192,333.72
Add: changes in accounting policies											
Corrections of prior period errors											
Others											
2. Balance at the beginning of the year	1,256,197,800.00				1,374,303,082.72				25,142,832,818.16	101,871,858,632.84	129,645,192,333.72
3. Increase/(decrease) during the period								7,379,946,360.72	11,668,136,133.45	19,048,082,494.17	
(1) Total comprehensive income										73,799,463,607.18	73,799,463,607.18
(2) Shareholders' contributions and reduction											
(i) Shareholders' contributions in ordinary share											
(ii) Other equity instruments contributions											
(iii) Amount of share-based payments recognized in equity											
(iv) Others											

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(3). Profit distribution									7,379,946,360.72	-62,131,327,473.73	-54,751,381,113.01
(i) Transfer to surplus reserve									7,379,946,360.72	-7,379,946,360.72	
(ii) Distribution to shareholders										-54,751,381,113.01	-54,751,381,113.01
(iii) Others											
(4) Transfer within equity											
(i) Capital reserves converted to share capital											
(ii) Surplus reserves converted to share capital											
(iii) Loss made up by surplus reserves											
(iv) Changes in the defined benefit plan transferred to retained earnings											
(v) Other comprehensive income transferred to retained earnings											
(vi) Others											
(5). Special reserve											
(i). Additions											
(ii). Utilisation											
(6) Others											
4. Closing balance	1,256,197,800.00				1,374,303,082.72				32,522,779,178.88	113,539,994,766.29	148,693,274,827.89

Item	2021										
	Share capital	Other equity instruments			Capital reserve	Less : treasury shares	Other comprehensive income	Special reserve	Surplus reserve	Retained earnings	Total shareholders' equity
		preference share	Perpetual debt	Others							
1. Balance at the end of previous year	1,256,197,800.00				1,374,303,082.72				20,174,922,608.93	81,396,490,905.14	104,201,914,396.79

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Add: changes in accounting policies										
Corrections of prior period errors										
Others										
2. Balance at the beginning of the year	1,256,197,800.00			1,374,303,082.72			20,174,922,608.93	81,396,490,905.14	104,201,914,396.79	
3. Increase/(decrease) during the period							4,967,910,209.23	20,475,367,727.70	25,443,277,936.93	
(1) Total comprehensive income								49,679,102,092.33	49,679,102,092.33	
(2) Shareholders' contributions and reduction										
(i) Shareholders' contributions in ordinary share										
(ii) Other equity instruments contributions										
(iii) Amount of share-based payments recognized in equity										
(iv) Others										
(3). Profit distribution							4,967,910,209.23	-29,203,734,364.63	-24,235,824,155.40	
(i) Transfer to surplus reserve							4,967,910,209.23	-4,967,910,209.23		
(ii) Distribution to shareholders								-24,235,824,155.40	-24,235,824,155.40	
(iii) Others										
(4) Transfer within equity										
(i) Capital reserves converted to share capital										
(ii) Surplus reserves converted to share capital										
(iii) Loss made up by surplus reserves										
(iv) Changes in the defined benefit plan transferred to retained earnings										
(v) Other comprehensive income transferred to retained earnings										

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(vi) Others											
(5). Special reserve											
(i). Additions											
(ii). Utilisation											
(6) Others											
4. Closing balance	1,256,197,800.00				1,374,303,082.72				25,142,832,818.16	101,871,858,632.84	129,645,192,333.72

Legal Representative: Ding Xiongjun

Chief Accountant: Jiang Yan

Head of the Accounting Department: Cai Congying

3. Company Profile

3.1 Company Overview

√Applicable □N/A

Kweichow Moutai Co., Ltd. is established after being approved by Guizhou Provincial People's Government in its document of (1999) No. 291, Reply on Approving the Establishment of Kweichow Moutai Co., Ltd. As an incorporated company, its main promoter is China Kweichow Moutai Distillery (Group) Co., Ltd., with Kweichow Moutai Distillery (Group) Technology Development Co., Ltd., Guizhou Textile Collective Industry Association, Research Institute of Tsinghua University in Shenzhen, China National Research Institute of Food and Fermentation Industries, Beijing Sugar Tobacco & Liquor Group Co., Ltd., Jiangsu CANDY & LIQUOR & TOBACCO Parent Co., Shanghai Jieqiang Tobacco Sugar & Liquor (Group) Co., Ltd. as co-founders.

The company was established on November 20, 1999. Its registered capital at its establishment was CNY 185 million. After being approved by CSRC with the document of [2001] No.41 and Ministry of Finance with the document of [2001] No. 56, the corporation publicly offered 71,500,000 A shares (including 6,500,000 state-owned shares) at Shanghai Stock Exchange on July 31, 2001, marking a total capital of its shares at 250,000,000 shares. On August 20, 2001, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the plan of profit distribution and converting capital reserves into share capital audited and approved by the 2001 Annual General Meeting, the corporation set the total share capital at the end of 2001- 250,000,000 shares as the baseline, and distributed dividends (CNY 6 every 10 shares, tax inclusive) to all shareholders, and converted capital reserves into increased share capital at a 10:1 ratio, totally increasing 25,000,000 shares. After this profit distribution, the total capital share increased from 250,000,000 shares to 275,000,000 shares. On February 13, 2003, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the plan of profit distribution audited and approved by the 2002 Annual General Meeting, the corporation set the total share capital at the end of 2002- 275,000,000 shares as the baseline, and distributed dividends (CNY 2 every 10 shares, tax inclusive) to all shareholders. With the same baseline, the corporation distributed bonus shares (1 bonus share every 10 share) to all shareholders. After this profit distribution, the total capital share increased from 275,000,000 shares to 302,500,000 shares. On June 10, 2004, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the plan of profit distribution and converting capital reserves into share capital audited and approved by the 2003 Annual General Meeting, the corporation set the total share capital at the end of 2003- 302,500,000 shares as the baseline, and distributed dividends (CNY 3 every 10 shares, tax inclusive) to all shareholders, and converted capital reserves into increased share capital at a 10:3 ratio. After this profit distribution, the total capital share increased from 302,500,000 shares to 393,250,000 shares. On June 24, 2005, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the plan of profit distribution and converting capital reserves into share capital audited and approved by the 2004 Annual General Meeting, the corporation set the total share capital at the end of 2004- 393,250,000 shares as the baseline, and distributed dividends (CNY 5 every 10 shares, tax inclusive) to all shareholders, and converted capital reserves into increased share capital at a 10:2 ratio. After this profit distribution, the total capital share increased from 393,250,000 shares to 471,900,000 shares. On January 11, 2006, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the *Reform Plan of Equity Division of Kweichow Moutai Co., Ltd. (Revised Version)* audited and approved by the second provisional General Meeting and the Meeting of relevant shareholders, the corporation set the total share capital at the end of 2005- 471,900,000 shares as the baseline, and converted every 10 capital reserves into 10 increased share capital. After this profit distribution, the total capital

share increased from 471,900,000 shares to 943,800,000 shares. On November 17, 2006, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the 2010 annual plan for profit distribution audited and approved by the 2010 Annual General Meeting, the corporation set the total share capital at the end of 2010- 943,800,000 shares as the baseline, and distributed dividends (CNY 23 every 10 shares, tax inclusive) and bonus share (1 bonus share for every 10 shares) to all shareholders. After this profit distribution, the total capital share increased from 943,800,000 shares to 1,038,180,000 shares. On October 27, 2011, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the 2013 annual plan for profit distribution audited and approved by the 2013 Annual General Meeting, the corporation set the total share capital at the end of 2013- 1,038,180,000 shares as the baseline, and distributed dividends (CNY 43.74 every 10 shares, tax inclusive) and bonus share (1 share every 10 shares) to all shareholders. After this profit distribution, the total capital share increased from 1,038,180,000 shares to 1,141,998,000 shares. On August 5, 2014, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

According to the 2014 annual plan for profit distribution audited and approved by the 2014 Annual General Meeting, the corporation set the total share capital at the end of 2014- 1,141,998,000 shares as the baseline, and distributed dividends (CNY 43.74 every 10 shares, tax inclusive) and bonus share (1 share every 10 shares) to all shareholders. After this profit distribution, the total capital share increased from 1,141,998,000 shares to 1,256,197,800 shares. On October 29, 2015, the corporation completed registration for alternation of registered capital from Administration for Industry & Commerce of Guizhou Province.

The corporate's business scope includes: production and marketing of Moutai liquor and liquors of series, production and marking of beverage, food and package materials, the development of anti-counterfeit technology and the research and development of IT-related products, the service of management of hotel, housing, catering, entertainment, bath and parking lot, and vehicle transporting (dangerous chemicals not included) and maintenance.

3.2 Scope of consolidated financial statements

Applicable N/A

This year, eight subsidiaries were included in the consolidated financial statement, including Guizhou Moutai Chiew Import And Export Co., Ltd., Guizhou Xijiu Sales Co., Ltd., Kweichow Moutai Group Finance Co., Ltd., Moutai Custom Marketing (Guizhou) Co., Ltd., Beijing Friendship Messenger Trading Co., Ltd., Kweichow Moutai Paris Trading, Guizhou Laymau Liquor Industry Co., Ltd. and Kweichow Moutai-Flavor Liquor Marketing Co., Ltd.

4. Basis of preparation of financial statements

4.1 Basis of preparation of financial statements

The company has prepared its financial statements on a going concern basis.

4.2 Going concern

Applicable N/A

Since the date of this report, there are no events resulting in significant uncertainties over going concern of the operation of this company for at least 12 months.

5. Significant accounting policies and accounting estimates

Specific accounting policies and accounting estimates:

Applicable N/A

5.1 Statement of compliance with accounting standards for business enterprises

The financial statements have been prepared in accordance with the requirements of accounting standards for business enterprises, which truly and completely reflect the Company's financial status, operating results, changes in shareholders' equity, cash flow and other relevant information.

5.2 Accounting period

The accounting year of the Company is from 1 January to 31 December.

5.3 Operating cycle

Applicable N/A

The Company sets 12 months as an operating cycle.

5.4 Reporting Currency

The Company's functional currency is CNY.

5.5 Accounting treatments of "Business combination involving entities under common control" and "Business combination involving entities not under common control"

Applicable N/A

(1) Business combination involving entities under common control

For business combination involving entities under common control, assets and liabilities obtained by the combining party through business combination shall be measured at the book value of the combined company at the combination date. The capital reserve (stock premium or capital premium) is adjusted according to the difference between the book value of net asset acquired through combination and the book value of consideration paid for the combination (or total par value of shares issued). If the capital reserve (stock premium or capital premium) is insufficient to offset, the retained earnings shall be adjusted.

(2) Business combination not under common control

For business combination involving entities not under common control, the combination cost is calculated at fair value of the assets, liabilities incurred or assumed and the equity securities issued by the combining party on combination date in the purpose of gaining the combined party's control. For business combination involving entities not under common control that are achieved step by step in multiple exchanges and transactions, different approaches in accounting treatment are adopted for individual financial statements and combination financial statements as follows.

A. For individual financial statements, the initial investment cost of the investment is calculated as the sum of the book value of the combined party's equity investment held by the combining party before the combination date and the increased investment cost on the combination date. If the combined party's equity held by the combining party entails other comprehensive profits, then the profits (e.g. the part of the difference of fair value of saleable financial assets that is calculated in capital reserves, the same for the follows) shall be calculated as the investment profits of the current period.

B. For combination financial statements, the combined party's equity held by the combining party before the combination date shall be recalculated in fair value of the equity on combination date. The margin of its fair value and book value shall be calculated into the investment profits of the current period. If the combined party's equity held by the combining party entails other comprehensive profits, then the profits shall be calculated as the investment profits of the current period of the combination date. Fees, commissions, and other transaction expenses and other relevant administration expense paid for combination shall be calculated into current profits or losses as they occur. Transaction fees of equity securities and debt securities paid by the combining party for combination consideration shall be included in the initial measurement amount of equity or debt securities. The Company shall recognize the difference of the combination costs in excess of the fair value of the net identifiable asset acquired from the acquiree through combination as goodwill. After the review, if the combination costs are still in short of the fair

value of the net identifiable asset acquired from the acquiree through combination, include the difference in the current profits or losses.

5.6 Base of consolidated financial statements

√Applicable N/A

The combination financial statements of the Company comply with ‘Norms for Enterprise Accounting No.33- Combination Financial Statements’ and relevant regulations. At combination, all major internal transactions and businesses within combination range have been offset. The subsidiary’s shareholder’s equity that is not owned by the parent company shall be listed individually in the shareholder’s equity item in the combination financial statements as minor shareholder equity. When composing combination financial statements, necessary adjustments shall be made according to the Company’s accounting policies and accounting period if the accounting policies and accounting period of the subsidiary corporation is different from those of the Company. For subsidiary corporations acquired by combination under common control, their operating results and cash flow shall be included in the financial statement in the current period. Adjustments shall be made in relevant projects in the last year’s financial statements. The statement entity formed after the combination remains since the ultimate controlling part takes control. For subsidiary corporations acquired by combination not under common control, their operating results and cash flow shall be included in the financial statement since the Company takes control.

5.7 Cash and cash equivalents

Cash equivalents include Cash on hand, Bank balances, other monetary funds, provision at central bank retrievable at any time, deposits with other banks, placements with banks, buying securities and return sale within the same industry and other investments featuring short investment period (generally due within three months since purchase), high mobility, easy convertibility to cash with known amount and low risk of value change.

5.8 Foreign operations and foreign currency translation

√Applicable N/A

(1) Foreign currency operations

The amount in the foreign currency shall be translated into CNY currency according to the middle rate of exchange rate in foreign currency market on the day of transaction. At the end of the period, the balance of monetary foreign currency account shall be translated into CNY currency according to the middle rate of exchange rate at the end of the period. The difference between the translated CNY balance and the original book balance shall be calculated as exchange gains or lost, and recorded into items like ‘finance expense’ and ‘construction in progress’. For non-monetary foreign currency projects calculated with historical cost, the spot exchange rate on transaction day is employed, and the amount of reporting currency stay unchanged.

(2) Foreign currency translation

Assets and liabilities in the balance sheets shall be translated at the spot exchange rates on balance sheet date. Shareholders’ equity items, except for the item of “undistributed profits”, are translated at the spot exchange rates on the dates when the transactions occur. Revenue and expense items in the income statement are translated at the spot exchange rates on the dates when the transactions occur or at the exchange rate determined in a systematical and reasonable method and similar to the spot exchange rate on the day when the transactions occur. Differences arising from the above translations of foreign currency financial statements are separately listed under other comprehensive income in the consolidated balance sheet. Cash flow projects operated overseas shall be translated at approximate exchange rate of spot rate on the date of cash flow. The amount of cash affected by fluctuations of exchange rate shall be separately listed in the table of cash flow.

5.9 Financial instruments

√Applicable N/A

(1) Recognition and derecognition of financial instruments

When the Company becomes a party to a financial instrument contract, the related financial asset or financial liability should be recognized. Transaction of financial assets by regular means shall be recognized and derecognized according to accounting on transaction date. Regular means refers to gaining or giving financial assets within the time period designated by law or regulations according to contract items. Transaction date refers to the date that the Company promises to purchase or sell financial assets.

Derecognition of financial assets (or part of financial assets) shall be conducted- written off from the account and asset liability list, if it meets following conditions: A. expiration of the right to acquire cash flow of financial assets; B. Transfer of the right to obtain cash flow of financial assets, and (a) substantively transferring almost all risks and rewards of the possession of financial assets, or (b) though substantively neither transferring nor retaining almost all risks and rewards of the possession of financial assets, relinquishing the control over the financial assets.

(2) Classification and measurement of financial assets

Based on the business model of financial asset management and the contract cash flow characteristics of financial assets, the Company classifies financial assets into: financial assets measured at amortized cost; financial assets measured at fair value with their changes included into other comprehensive income; and financial assets measured at fair value with their changes included into current profits/losses. The following measurement of financial assets depends on its classification.

A. Financial assets measured at amortized cost

The business model in which the Company manages financial assets measured at amortized cost aims to receive contract cash flow. Furthermore, the characteristics of the contract cash flow of such financial assets are consistent with basic borrowing and lending arrangements, which means that cash flow generated on a specific date serves only as payment for principal and interests based on the amount of unpaid principal. The Company adopts the effective interest method for such financial interests, performs subsequent measurement of them at amortized cost, and includes the gains or losses from derecognition, changes or impairment of them into current profits/losses.

B. Financial assets at fair value at fair value through other comprehensive income

The financial assets that meet the following conditions are of this category: The business model in which the Company manages such financial assets both aims to receive contract cash flow and for the purpose of sale; furthermore, the characteristics of the contract cash flow of such financial assets are consistent with basic borrowing and lending arrangements. The Company measure such financial assets at fair value and include their changes into other comprehensive income, but record impairment losses or gains, exchange gains or losses and interest income calculated in the effective interest method into current profits/losses.

C. Equity instrument investments at fair value at fair value through other comprehensive income

The Company irrevocably chooses to designate part of non-transactional equity instrument investments as financial assets calculated with fair value whose changes are included in other comprehensive income, and only relevant dividend income is calculated into current profits or losses. Changes in fair value are recognized as other comprehensive income. When the financial asset is derecognized, cumulative gains or losses should be transferred into retained earnings.

D. Financial assets at fair value at fair value through current profits/losses

For financial assets other than the above financial assets measured at amortized cost and financial assets measured at fair value with their changes included into other comprehensive income, the Company classifies them as financial assets measured at fair value with their changes included into current profits/losses. In addition, at the initial recognition, the Company specifies partial financial assets as financial assets measured at fair value with their changes included into current profits/losses, in order to

eliminate or substantially reduce accounting mismatch. For such financial assets, the Company performs subsequent measurement using fair value and records changes in the fair value into current profits/losses. When and only when the Company changes its business mode for management of financial assets, will be influenced relevant financial assets be reclassified. For financial assets measured at fair value with their changes included into current profits/losses, relevant transaction fees are calculated into current profits or losses; while for other financial assets, relevant transaction fees are included into the initial recognition amount.

(3) Classification and measurement of financial liabilities

At their initial recognition, financial liabilities are divided into financial liabilities measured at amortized cost and financial liabilities measured at fair value with their changes included into current profits or losses.

Financial liabilities meeting the following conditions are specified as financial liabilities measured at fair value with their changes included into current profits or losses at initial measurement: (A) The specification can eliminate or notably reduce account mismatch; (B) Based on risk management or investment strategy from official documents, management and business evaluation are conducted on financial liability combination or financial asset and financial liability combination on the basis of fair value, which are reported to key management personnel inside the company; (C) The financial liabilities include embedded derivatives that need to be separated.

The Company recognize the classification of financial liabilities at initial recognition. For financial liabilities measured at fair value with their changes included into current profits or losses, relevant transaction fees are calculated into current profits or losses; while for other financial liabilities, relevant transaction fees are included into the initial recognition amount.

The subsequent measurement of financial liabilities depends on its classification:

A. Financial liabilities measured at amortized cost

For financial liabilities of this category, effective interest rate is adopted, and subsequent measurement is performed at amortized cost.

B. Financial liabilities measured at fair value with their changes included into current profits or losses

Financial liabilities measured at fair value with their changes included into current profits/losses include trading financial liabilities (including derivatives classified as financial liabilities) and the financial liabilities specified to be measured at fair value with their changes included into current profits/losses at the initial recognition.

(4) Offsetting of financial instruments

Financial assets and financial liabilities meeting the following conditions simultaneously shall be listed in balance sheet in their net amounts after manual offset: The Company has the legal right to offset recognized financial assets and financial liabilities and may execute the legal right currently and simultaneously; The Company plans to settle or simultaneously encash the financial assets in net amounts and pay off the financial liabilities.

(5) Impairment of financial assets

For financial assets measured at amortized cost and debt instrument investment measured at fair value with its changes included into other comprehensive income, the Company recognizes the provision for loss based on the expected credit loss.

When assessing expected credit loss, the Company considers reasonable and well-founded information on past matters, present conditions and forecast of future economic conditions, sets the risk of default as the

weight, and calculates the weighted amount of the difference of present value between the cash flow according to the contract and the cash flow expected to be gained in practice.

On each balance sheet date, the Company calculates expected credit loss for financial instruments at different stages. If the credit risk of financial instrument hasn't substantially increased since the initial recognition, then it is in the first stage, and the Company will measure the loss provision at the amount equivalent to the expected credit loss for the next 12 months. If the credit risk has substantially increased since the initial recognition without credit impairment, then the financial instrument is in the second stage, and the Company will measure the loss provision at the amount equivalent to the expected credit loss for the entire duration. If credit impairment has occurred since the initial recognition, then the financial instrument is in the third stage, and the Company will measure the loss provision by the amount equivalent to the expected credit loss for the entire duration.

For financial instruments featuring relatively low credit risk on asset balance date, the Company assumes no substantial increase of credit risk since the initial recognition, and will measure the loss provision at the amount equivalent to the expected credit loss for the next 12 months.

For financial instruments that are in the first stage or second stage, or featuring relatively low credit risk, the Company will calculate the interest income according to the book balance and the effective interest rate without deducting provision. For financial instruments that are in the third stage, the Company will calculate the interest income according to the amortization cost and the effective interest rate, deducting provision from the book balance.

For notes receivable and accounts receivable formed in daily operations like sale of product and provision of labor, regardless of substantial financing component, the Company will measure the loss provision by the amount equivalent to the expected credit loss for the entire duration

When the information about the expected credit loss of a single financial asset cannot be evaluated at a reasonable cost, the Company shall divide the accounts receivables portfolio according to credit risk characteristics and measure the expected credit loss based on portfolios. The foundation to determine portfolio and provision means are as follow:

Bank acceptances portfolios	Bank acceptances
Accounts receivable portfolios	Accounts receivable of related party within range of merge
Other accounts retrievable portfolios	Other accounts retrievable with lower credit risk (e.g. advances to employees, deposit, security fund)
Other accounts retrievable portfolios	Other accounts retrievable of related party within range of merge
Other portfolios	Other accounts apart from above portfolios

For accounts retrievable divided as portfolio and accounts retrievable formed in daily operations like sale of product and provision of labor, the Company calculates the expected credit loss through the comparative table of accounts retrievable and accounts retrievable age and the expected credit loss rate over the entire duration based on the current situation and prediction of future economic situation consulting historical credit loss experience. For other notes retrievable and accounts retrievable classified as portfolio, the company will calculate the expected credit loss through the exposure at default and expected credit loss rate for the following 12 months or over the entire duration based on the current situation and prediction of future economic situation consulting historical credit loss experience.

The Company calculates provision withdrawn or reversed into profits/ losses of the current period. For liability instruments in fair value whose changes are included in other comprehensive profits, the Company calculates impairment losses or income into profits/ losses of the current period, while adjusting other comprehensive profits.

(6) Transfer of financial assets

If almost all the risks and rewards in respect of the ownership of the financial asset are transferred, the financial asset shall be derecognized; if they are retained, the financial asset shall not be derecognized.

If almost all the risks and rewards in respect of the ownership of the financial asset are neither transferred nor retained, the Company will conduct further evaluation: If the enterprise does not retain control over the asset, then its financial assets shall be derecognized, and the rights and obligations produced or retained during transfer shall be separately recognized as assets or liabilities. If the enterprise retains control over the asset, then relevant financial assets shall be recognized according to the degree to which it continues to be involved in the transferred financial assets, and relevant liabilities shall be recognized.

If the enterprise continues to involve itself by obligation of guarantee for transferred financial assets, then the lower one of the book value and guarantee amount of financial assets on transfer date shall be selected and recognized as the transferred financial assets. The relevant liabilities are determined as the sum of guarantee amount and fair value of guarantee contract (usually the consideration received from obligation of guarantee). The guarantee amount refers to the highest amount repayable among the considerations an enterprise receives.

5.10 Inventories

Applicable N/A

(1) Classification of inventory

Inventories are classified as: raw materials, semi-finished goods, goods in progress, finished goods, and revolving materials.

(2) Measurement method of dispatched inventories

The planned cost is used for daily accounting of raw materials, and the difference of material cost should be carried forward on a monthly basis to adjust the dispatch cost into the actual cost. The semi-finished goods and finished goods shall be accounted according to the actual cost, and the moving weighted average method shall be used in accounting for costs of sales.

(3) Basis to determine net realizable values of inventories and method of write-down of inventories

At the end of the period, inventory is measured according to the lower of cost and net realizable value. The difference between cost of one inventory and net realizable value is higher than the write-down of inventories.

(4) Inventory system

The Company adopts perpetual inventory system

(5) Amortization method of low-cost consumables and packing materials

One-time amortization method is adopted.

5.11 Long-term equity investments

Applicable N/A

(1) Judgment criteria of control and significant influence

The majority of long-term equity investments of the Company are investments to subsidiaries. Subsidiaries refer to invested parties upon which the Company can exert control. Control refers to the fact that the investing party has power over the invested party, enjoys variable returns and can influence the return amount by exercising power over the invested party. The term 'significant influence' refers to the power to participate in decision-making on the financial and operating policies of the investee, but with no control or joint control over the formulation of these policies.

(2) Determination of the investment cost

A. Long-term equity investments resulting from combination

For business combination under common control, for the long-term equity investments obtained by cash paid, non-monetary assets paid or assumed liabilities as consideration by the acquirer, on the merger date, the initial investment cost of long-term equity investment shall be taken as the share of the owner's equity of the investee in the book value of the final control party's consolidated financial statements. According to the margin amount between initial investment cost and cash payment, non-monetary asset paid or assumed liabilities, capital reserve should be written down. If the capital reserve is not sufficient to be written down, then the retained earnings shall be written down. For investments obtained by equity securities issued by the acquirer, on the merger date, the initial investment cost of long-term equity investment shall be taken as the share of the owner's equity of the investee in the book value of the final control party's consolidated financial statements. Setting total book value of issued shares as share capital, according to the difference between the initial investment cost and total book value of issued shares, capital reserve shall be written down; if the capital reserve is not sufficient to be written down, then the retained earnings shall be written down.

For business combination not under common control, on the merger date, the combination cost according to 'Business Accounting Norms No.20- Business combinations' should be calculated as the initial investment cost of long-term equity investment.

B. Other long-term equity investments not resulting from combination

For the long-term equity investments obtained by cash paid, the Company recognizes their fair value as the initial investment costs. For the long-term equity investments acquired by the issue of equity securities, the initial investment cost shall be the fair value of the equity securities issued.

(3) Subsequent measurement and recognition of profits and losses

The investments of subsidiaries are measured with the cost method, and shall be adjusted according to equity law according to initial investment cost when making the combination financial statements. Costs shall be added or retrieved in adjustment of long-term equity investments. The cash dividends or profits declared by the investee shall be recognized as the investment income of the current period.

For long-term equity investments measured under the equity method, if the initial investment costs are higher than the investor's attributable share of the fair value of the investee's identifiable net assets, initial investment cost shall be calculated as long-term equity investment cost; if the initial investment costs are lower than the investor's attributable share of the fair value of the investee's identifiable net assets, the margin shall be calculated into profits/ losses of the current period, and long-term equity investment cost shall be increased. The Company shall, according to the shares of net profits and other comprehensive income realized by the investee that shall be enjoyed or borne by the Company, recognize the profit and loss on the investments of the current period. When recognizing the net losses of the invested party, the losses should be limited to zero at least according to book value and other long-term equities of long-term equity investment. Nonetheless, if the Company bears the obligation for additional losses and meets conditions to recognize expected liabilities, then it shall continue to recognize investment losses and calculate it into liabilities. When recognizing the net profits and losses and other comprehensive income of the investee that the Company shall enjoy or bear, the Company shall calculate the part is enjoys or bears according to share-holding ratio on the basis that the Company's share-holding ratio remains the same, and include the part directly into share-holders' equities, and make adjustments to book value of long-term equity investments. For the part of the interest or dividend from the invested party that is favorable for declaration and distribution, the book value of long-term equity investments shall be reduced accordingly. For unachieved internal transaction profits and losses between the Company and the invested party, the part of the Company shall be calculated according to the ratio that should be shared or born by the company and be offset, on the basis of which the recognition of investment profits/ losses shall be conducted. The part of asset impairment incurred in internal transaction loss shall not be offset.

5.12 Investment properties

A. When adopting cost model:

Method of depreciation or amortization

The company shall deduct expected net residual value (residual value rate: 5%) and cumulative impairment provision from the cost of investment property, and conduct depreciation or amortization using straight-line method within the service life (20 years).

5.13 Fixed Asset

A. Recognition of fixed assets

√Applicable □N/A

Fixed assets refer to tangible assets with relatively high unit value, which are held for the purpose of producing commodities, providing services, renting or business management with useful life exceeding one accounting year.

B. Method of depreciation

√Applicable □N/A

Category	Depreciation method	Estimated useful life (Year)	Residual value rate	Annual depreciation rate
Buildings	Straight-line method	20	5%	4.75%
Machinery and equipment	Straight-line method	10	5%	9.5%
Electronic equipment and others	Straight-line method	5	5%	19%
Vehicles	Straight-line method	5	5%	19%

After January 1st, 2014, the amount less than CNY 1,000,000 spent on newly-purchased equipment and apparatus for the special use of R&D shall be calculated into cost of the current period.

After January 1st, 2014, the amount more than CNY 1,000,000 spent on newly-purchased equipment and apparatus for the special use of R&D, shall be depreciated according to the following table:

Asset category	Estimated useful life (Year)
Machine equipment	6 years
Electronic equipment	2 years

C. Method of impairment test and provision for impairment for fixed assets

At the end of the period, check on fixed assets shall be implemented item by item. If the recoverable amount is lower than book value because of outdated technology, impairment or long-term idle condition, the Company shall calculate the difference between recoverable amount and book value as the provision for impairment for fixed assets. Provision for impairment for fixed assets shall be conducted in terms of individual asset.

5.14 Construction in progress

√Applicable □N/A

Accounting method for construction in progress: each construction in progress is initially measured at the actual cost.

(1) The construction in progress shall be transferred to fixed assets in the following conditions:

- a. The acquired fixed assets are ready for use;
- b. The physical construction of the construction in progress has been completed or substantially completed;
- c. The acquired fixed assets conform to the design requirements or contract requirements, they can be used normally, and it needs little or no expenditure on the acquired construction in progress.

(2) The new construction, reconstruction and expansion projects of the company's fixed assets are included in the construction in progress according to the actual expenditure incurred. Borrowing interest and foreign exchange gains and losses incurred in the construction of borrowed loans can be capitalized and included in the cost of construction in progress before the fixed assets reach the intended usable state if the fixed assets meet the capitalization conditions.

(3) On the balance sheet date, the construction in progress shall be checked by items. If there is evidence that the construction in progress is impaired, the provision for impairment shall be made based on the difference between the recoverable amount and the carrying amount.

The main factors in making provision for impairment of construction in progress are as follows:

- A. Suspended construction for a long time and is not expected to restart construction in the next three years;
- B. The constructed projects are backward in terms of technology and performance, and it is uncertain for the economic benefits brought to the enterprise;
- C. Other circumstances sufficient to prove that the construction in progress has been impaired.

5.15 Borrowing costs

Applicable N/A

The principle to confirm the capitalization of borrowing costs is as follows: the borrowing costs such as interest on borrowings, amortization of discounts or premiums, auxiliary costs, and exchange differences due to foreign currencies incurred by the Company due to borrowings, which can be directly attributed to the acquisition & construction or production of assets that meet the capitalization conditions, shall be capitalized and included in the cost of the asset; other borrowing costs shall be recognized as expenses in the period in which they are incurred and included in profit or loss.

Determination method of capitalization period:

(1) Begin capitalization: borrowing costs can only begin to be capitalized if the following three conditions are all met simultaneously

- A. Asset expenditure has occurred;
- B. The borrowing costs have been incurred;
- C. The acquisition & construction or production activities to make the asset ready for its intended use or sale have begun.

(2) Suspension of capitalization: if the acquisition and construction of fixed assets is suspended abnormally, and the suspension lasts for more than 3 months, the capitalization of borrowing costs will be suspended, and the borrowing costs incurred during the interruption period will be recognized as current expenses until the assets are acquisition and construction activities resumed.

(3) Stop capitalization: when the acquired and constructed fixed assets reach the intended usable state, stop the capitalization of borrowing costs.

The calculation method of the capitalized amount of borrowing costs:

(1) If a special loan is borrowed for the acquisition, construction or production of assets that meet the capitalization conditions, the interest expense actually incurred in the current period of the special loan shall be determined after deduction of the interest income obtained by depositing the unused loan funds in the bank or by temporary investment;

(2) If general borrowings are occupied for the purpose of acquisition, construction or production of assets that meet the capitalization conditions, the Company shall calculate and determine amount of interest of general borrowings to be capitalized based on weighted average number of asset expenditures over which the accumulated asset expenditure exceeds the special borrowings multiplied by the

capitalization rate of the occupied general borrowings. The capitalization rate is calculated based on the weighted average rate of borrowings, and the auxiliary expenses incurred by general borrowings shall not be capitalized.

5.16 Intangible assets

(1) Valuation method, service life, impairment test

Applicable N/A

A. Pricing of intangible assets: intangible assets are initially measured at the cost when they are actually acquired. For the intangible assets developed by the Company, the expenditures in the research stage shall be included in the current profit and loss when incurred; the expenditures in the development stage shall be recognized as intangible assets (patented technology and non-patented technology) if the following conditions are all met simultaneously:

- a. It is technically feasible to complete the intangible asset so that it can be used or sold;
- b. There is intention to complete the intangible asset for use or sales.
- c. The usefulness of methods for intangible assets to generate economic benefits include that there is a potential market for the products manufactured by applying the intangible assets or that there is a potential market for the intangible assets themselves;
- d. It is able to finish the development of the intangible assets, and able to use or sell the intangible assets, with the support of sufficient technologies, financial resources and other resources.
- e. The expenditure attributable to the intangible asset during its development phase can be measured reliably.

B. Amortization of intangible assets: The intangible assets are amortized in the straight-line method over the beneficial years from the month of acquisition, and intangible assets with indefinite useful lives are not amortized.

C. On the balance sheet date, each intangible asset should be checked, and if there is any sign of impairment, an impairment provision should be made based on the difference between the recoverable amount and the carrying amount.

5.17 Long-term deferred and prepaid expenses

Applicable N/A

Long-term deferred and prepaid expenses are expenses that have occurred but should be borne by the current and subsequent periods for a period of more than one year.

5.18 Payroll and employee benefits payable

The Company's employee benefits refer to various forms of remuneration and compensation given by the Company to the employees for obtaining services provided by employees or for termination of labor relations, including short-term benefits, post-employment benefits, termination benefits and other long-term employee benefits. The benefits provided by the Company to employees' spouses, children, dependents, survivors of deceased employees and other beneficiaries also belong to employee benefits.

(1) Accounting treatment of short-term benefits

Applicable N/A

Short-term benefits are the benefits that the Company expects to pay in full within 12 months after the end of the annual reporting period in which the employee provides relevant services, excluding the compensation for the employment termination. The Company's short-term remuneration specifically includes: employee wages, bonuses, allowances and subsidies, employee welfare expenses, social insurance premiums such as medical insurance premiums, work-related injury insurance premiums and maternity insurance premiums, housing provident fund, labor union funds and employee education funds,

short-term paid absences, short-term profit-sharing plans, non-monetary benefits, and other short-term benefits.

During the accounting period in which the employees provide services, the Company recognizes the actual short-term benefits as liabilities, and includes the current profits and losses or relevant asset costs according to the beneficiaries of the services provided by the employees. Non-monetary short-term benefits shall be measured at fair value.

(2) Accounting treatment of post-employment benefits

Applicable N/A

Post-employment benefits refer to various forms of benefits provided by the Company in order to obtain the services provided by the employees after the employees retire or terminate the labor relationship with the enterprise.

Defined contribution plan: The contributions to be paid to a separate entity in exchange for the services provided by employees during the accounting period on the balance sheet date are recognized as employee compensation liabilities, and are included in the current profit and loss or related asset costs.

(3) Accounting treatment of termination benefits

Applicable N/A

Employee benefits liabilities shall be recognized and included into profit or loss for the current period on the earlier date of the two following circumstances:

- a. When the Company is not able to withdraw the benefits from termination of employment or resignation persuasion unilaterally;
- b. When the Company recognizes costs and fees relevant to reforming the termination benefits payment.

(4) Accounting treatment method of other long-term employee benefits

Applicable N/A

5.19 Revenue

(1) Accounting policies adopted for revenue recognition and measurement

Applicable N/A

Revenue refers to the total inflow of economic benefits that are formed in the daily activities of the Company and will lead to an increase in owners' equity and have nothing to do with the capital invested by the owners.

When the Company has fulfilled its performance obligations in the contract, that is, recognized the Revenue when the customer obtains control over the relevant commodities, which means that the customer is able to dominate the use of the commodity and obtain almost all economic benefits from it. After the Company delivers the product to the customer as agreed in the contract, the Revenue is recognized based on the net amount after deducting the consideration payable to the customer. The Company recognizes the amount of contract consideration that has been collected from the customer as a contract liability before entering into a contract with the customer, having received the order but not delivering the product to the customer.

(2) Differences in accounting policies for Revenue recognition due to the adoption of different business models for similar businesses

Applicable N/A

5.20 Government grants

Applicable N/A

Government grants refer to the monetary or non-monetary assets that the Company obtains from the government for free, but does not include the capital invested by the government as the owner of the Company. Government grants are divided into asset-related government grants and income-related government grants. Government grants can only be confirmed if they meet the following conditions at the same time:

- A. The company can meet the conditions attached to government grant;
- B. The company can receive government grant.

(1) Judgment basis and accounting treatment method of government grants related to assets

Government grants related to assets shall be written off against the carrying amount of related assets or recognized as deferred income. If government grants related to assets are recognized as deferred income, they shall be included in profit or loss in stages within the useful life of the relevant assets in a reasonable and systematic manner. Government grants measured at the nominal amount are directly included in the current profit and loss. If the relevant assets are sold, transferred, scrapped or damaged before the end of their useful life, the undistributed balance of relevant deferred income shall be transferred to the profit and loss of the current period of asset disposal.

(2) Judgment basis and accounting treatment method of government grants related to income

Government grants related to income shall be dealt with according to the following circumstances:

- A. If it is used to compensate the Company's relevant expenses or losses in future periods, it should be recognized as deferred income and included into the current profit and loss or written off of the related costs when the relevant expenses, losses are recognized;
- B. If it is used to compensate the Company's relevant expenses or losses incurred, it is directly included into the current profit and loss or written off of the related costs.

(3) Government grants related to the daily activities of the Company shall be included in other income or written off relevant costs according to the nature of economic business. Government grants unrelated to the daily activities of the Company shall be included in non-operating income and expenditure.

5.21 Deferred income tax assets/Deferred income tax liabilities

Applicable N/A

On the balance sheet date, according to the deductible temporary differences and taxable temporary differences of asset and liability items, the applicable tax rate is used to calculate the amount of deferred tax assets and deferred tax liabilities.

5.22 Lease

(1) Accounting treatment of operating lease

Applicable N/A

(2) Accounting treatment of financial lease

Applicable N/A

(3) Determination and accounting treatment of lease under the new lease standards

Applicable N/A

A. As the lessee

On the contract start date, the Company evaluates whether the contract is a lease or includes a lease. If one party in the contract transfers the right to control the use of one or more identified assets within a certain period in exchange for consideration, the contract is a lease or includes a lease. In order to determine whether the contract transfers the right to control the use of the identified asset for a certain period, the Company evaluates whether the customer in the contract is entitled to receive substantially all the economic benefits arising from the use of the identified asset during the period of use, and has the right to

dominate the use of the identified asset during the period of use. The general accounting treatment is as follows:

On the commencement date of the lease term, the Company recognizes its right to use the leased asset during the lease term as a right-of-use asset, including the initial measurement amount of the lease liabilities; for the lease payments paid on or before the commencement date of the lease term, if there is a lease incentive, the following items should be deducted, including the relevant amount of the lease incentive that has been enjoyed, the initial direct expenses incurred by the lessee, and the costs of the lessee for dismantling and removing the leased asset, restoring the site where the leased asset is located, or restoring the leased asset to the state agreed in the lease terms.

On the commencement date of the lease term, the Company recognizes the present value of unpaid lease payments as lease liabilities, excluding short-term lease and low-value assets lease. When calculating the present value of lease payments, the Company takes the interest rate implicit in the lease as the discount rate; if the interest rate implicit in the lease cannot be determined, the incremental borrowing rate of the lessee is used as the discount rate.

The Company subsequently adopts the straight-line method to depreciate the right-of-use assets, calculates the interest expenses of the lease liabilities in each period of the lease term, and includes them in the current profit and loss, unless otherwise stipulated to be included in the cost of the relevant assets. Variable lease payments that are not included in the measurement of lease liabilities are included in the current profit and loss when they are actually incurred, unless otherwise stipulated to be included in the cost of the relevant asset.

The Company does not recognize right-of-use assets and lease liabilities for short-term lease and low-value asset lease. In each period of the lease term, it is included in the relevant asset cost or current profit and loss on a straight-line basis.

B. As the lessor

As a lessor, a financial lease refers to substantially transfer almost all the risks and rewards related to the ownership of the leased asset on the lease commencement date, and all other leases are operating leases.

a. Rental income from operating leases is recognized as current profit and loss on a straight-line basis over each period of the lease term.

b. On the start date of the lease term, the Company recognizes the finance lease receivables for the finance lease, and derecognizes the finance lease assets. During the initial measurement of the finance lease receivables, the net investment in the lease is taken as the entry value of the finance lease receivables. The net lease investment is the sum of the unguaranteed residual value and the present value of the lease receipts not yet received at the commencement date of the lease term which is discounted at the interest rate implicit in the lease.

5.23 Changes in significant accounting policies and estimates

(1) Changes in significant accounting policies

Applicable N/A

(2) Changes in significant accounting estimates

Applicable N/A

(3) The impacts arising from adoption of new accounting standards or interpretation on the balance sheet as at 1 January 2022

Applicable N/A

5.24. Others

Applicable N/A

6. Taxation**6.1 The principal kinds of taxes and related tax rates:**

The principal kinds of taxes and related tax rates:

√Applicable □N/A

Tax	Tax basis	Tax rate
VAT	Calculation of output tax and input tax on product sales revenue	13%
Consumption tax	Taxable price and sales volume of sales revenue of alcoholic products	20%、CNY 0.5 /500ml
City construction and maintenance tax	Turnover tax payable	7%
Enterprise income tax	Taxable income	25%
Education surcharges	Turnover tax payable	3%
Local education surcharges	Turnover tax payable	2%

6.2 Preferential taxation

□Applicable √N/A

6.3 Others

□Applicable √N/A

7. Notes to Items of the Consolidated Financial Statements**7.1 Cash and Cash equivalents**

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Cash on hand	12,740.70	9,500.00
Bank balances	58,274,305,992.53	51,810,234,107.11
Other monetary fund		
Total	58,274,318,733.23	51,810,243,607.11
including: total amount deposited abroad	29,007,671.59	20,665,732.96

Cash and cash equivalents with restrictions on use

Item	Closing balance	Opening balance
Statutory deposit reserve with the central bank	6,418,765,887.71	6,381,004,565.81

7.2 Loans to banks and other financial institutions

Unit: CNY

Item	Closing balance	Opening balance
Deposits with other banks	116,176,621,670.01	135,071,807,332.94
Loans to banks and other financial institutions		
Less: impairment	3,910,115.42	4,519,554.91
Carrying amount	116,172,711,554.59	135,067,287,778.03

Loans to banks and other financial institutions with restrictions on use

Item	Closing balance	Opening balance
Deposits with other banks that can	14,000,000,000.00	1,000,000,000.00

not be withdrawn at any time		
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7.3 Notes receivable**A. Categories of notes receivable**

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Bank acceptances	105,453,212.00	
Total	105,453,212.00	

B. Endorsed or discounted notes receivable that is not yet matured as at the end of the reporting period

□Applicable √N/A

C. Disclosed by bad debt provision methods

□Applicable √N/A

D. Details of bad debt provision

□Applicable √N/A

7.4 Accounts receivable**A. Disclosed by aging**

√Applicable □N/A

Unit: CNY

Aging	Book balance at the end of the reporting period
Within 1 year	20,937,144.00
Sub-total within 1 year	20,937,144.00
1-2 years	
2-3 years	
More than 3 years	
3-4 years	
4-5 years	
More than 5 years	2,681,973.01
Total	23,619,117.01

B. Disclosed by bad debt provision methods

√Applicable □N/A

Unit: CNY

Category	Closing balance					Opening balance				
	Book balance		Bad debt provision		Carrying amount	Book balance		Bad debt provision		Carrying amount
	Amount	Proportion (%)	Amount	Proportion (%)		Amount	Proportion (%)	Amount	Proportion (%)	
Bad debt provision assessed individually										
Bad debt provision assessed by groups	23,619,117.01	100	2,681,973.01	11.36	20,937,144.00	3,097,678.25	100.00	3,097,678.25	100.00	
Including: bad debt provision assessed by groups	23,619,117.01	100	2,681,973.01	11.36	20,937,144.00	3,097,678.25	100.00	3,097,678.25	100.00	
Total	23,619,117.01	/	2,681,973.01	/	20,937,144.00	3,097,678.25	/	3,097,678.25	/	

Bad debt provision assessed by groups:

Applicable N/A

Items assessed by groups: aging of accounts

Unit: CNY

Name	Closing balance		
	Accounts receivable	Bad debt provision	Proportion (%)
Within 1 year	20,937,144.00		
1-2 years			
2-3 years			
3-4 years			
4-5 years			
More than 5 years	2,681,973.01	2,681,973.01	100.00
Total	23,619,117.01	2,681,973.01	11.36

Recognition criteria and explanations for bad debt provision assessed by groups:

Applicable N/A

Refer to the disclosure of other receivables if bad debt provision is made based on the general ECL model:

Applicable N/A

C. Details of bad debt provision

Applicable N/A

Unit: CNY

Category	Opening balance	Change in the current period				Closing balance
		Provision	Recovery or reversal	Write-off	Other changes	
Bad debt provision assessed by groups	3,097,678.25		415,705.24			2,681,973.01
Total	3,097,678.25		415,705.24			2,681,973.01

Reversal or recovery of significant amount of provision for bad debts in the current period:

Applicable N/A

D. Accounts receivable written off as at the end of the reporting period

Applicable N/A

E. Top five accounts receivable based on debtors

Applicable N/A

Unit: CNY

Entity	Closing balance	Proportion to total closing balance of accounts receivable (%)	Closing balance of bad debt provision
Sinopec Easy Joy Sales Co., Ltd.	20,937,144.00	88.65	
Yunnan Kunming Yuanwei Economic and Trade Co., Ltd.	847,620.00	3.59	847,620.00
Tianjin Feimeng Industrial Co., Ltd.	784,900.00	3.32	784,900.00
Shanghai International Famous Liquor Development Co., Ltd.	375,776.00	1.59	375,776.00
Shenzhen Friendship Shopping Mall	194,200.00	0.82	194,200.00
Total	23,139,640.00	97.97	2,202,496.00

7.5 Prepayments**A. Aging analysis of prepayments**

√Applicable □N/A

Unit: CNY

Aging	Closing balance		Opening balance	
	Amount	Proportion (%)	Amount	Proportion (%)
Within 1 year	684,728,825.92	76.31	377,984,374.85	97.14
1-2 years	204,055,296.64	22.74	1,575,835.77	0.40
2-3 years	401,806.42	0.04	1,343,437.85	0.35
More than 3 years	8,191,233.29	0.91	8,206,192.81	2.11
Total	897,377,162.27	100.00	389,109,841.28	100.00

B. Top five prepayments based on the payers

√Applicable □N/A

Entity	Closing balance	Proportion to the total closing balance of prepayment (%)
Renhuai Municipal People's Government	840,810,000.00	93.69
Xishui County People's Government	37,513,045.06	4.18
Sinopec Sales Co., Ltd. Guizhou Zunyi Petroleum Branch	4,036,718.27	0.45
Aolin Huatian Exhibition (Tianjin) Co., Ltd.	1,765,926.61	0.20
Shenzhen Weiye Decoration Group Co., Ltd.	1,701,695.56	0.19
Total	885,827,385.50	98.71

7.6 Other receivables**A. Presentation of items**

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Interest receivable		
Dividends receivable		
Other receivables	31,818,622.84	33,158,974.32
Total	31,818,622.84	33,158,974.32

B. Other receivables**a. Aging analysis**

√Applicable □N/A

Unit: CNY

Aging	Book balance at the end of the reporting period
Within 1 year	27,748,377.88
Subtotal of within 1 year	27,748,377.88
1-2 years	2,154,433.82
2-3 years	25,223.08
3-4 years	984,867.43
4-5 years	967,917.47
More than 5 years	37,951.22
Total	31,918,770.90

b. Details of classification by nature

√Applicable □N/A

Unit: CNY

Nature of payment	Book balance as at the end of the period	Book Opening balance
Petty cash	11,519,390.69	16,271,192.50
Current Account	20,399,380.21	22,111,815.70
Total	31,918,770.90	38,383,008.20

c. Details of bad debt provision

√Applicable □N/A

Unit: CNY

Bad debt provision	Stage I	Stage II	Stage III	Total
	12-month ECL	Lifetime ECL (not impaired)	Lifetime ECL (impaired)	
As at 1 January 2022	81,167.43	5,142,866.45		5,224,033.88
Changes due to financial instruments recognised as at 1 January 2022				
--Transfer to stage II	-25,626.74	25,626.74		
--Transfer to stage III				
--Reverse to stage II				
--Reverse to stage I				
Provision	6,858.28	42,298.37		49,156.65
Reversal	56,898.95	2,494,913.52		2,551,812.47
Elimination				
Write-off		2,621,230.00		2,621,230.00
Other changes				
As at 31 December 2022	5,500.02	94,648.04		100,148.06

Explanations on significant changes in the book balance of other receivables where there are changes in provision for the current period:

□Applicable √N/A

d. Details of bad debt provision

√Applicable □N/A

Unit: CNY

Category	Opening balance	Changes in the current period				Closing balance
		Provision	Recovery or reversal	Write-off	Other changes	
Bad debt provision assessed by aging groups	5,224,033.88	49,156.65	2,551,812.47	2,621,230.00		100,148.06
Total	5,224,033.88	49,156.65	2,551,812.47	2,621,230.00		100,148.06

e. Other receivables written off as at the end of the current period

√Applicable □N/A

Unit: CNY

Item	Amount of write-off
Actual write-off of other receivables	2,621,230.00

Significant write-off of other receivables:

□Applicable √N/A

Explanations on write-off of other receivables:

Applicable N/A

f. Top five other receivables based on debtors

Applicable N/A

Unit: CNY

Entity	Nature	Closing balance	Aging	Proportion to the total closing balance of other receivables (%)	Bad debt provision
China Securities Depository and Clearing Co., Ltd. Shanghai Branch	Current payment	3,000,000.00	Within 1 year	9.4	
Chinese Research Academy of Environmental Sciences	Current payment	1,520,000.00	Within 1 year	4.76	
Xinghe Industry (Shenzhen) Co., Ltd.	Current payment	869,520.12	1-2 years	2.72	
Guiyang Urban Construction Investment (Group) Co., Ltd.	Current payment	801,039.00	3-4 years	2.51	
China Construction Bank Co., Ltd., Renhuai Sub-branch	Current payment	716,115.79	Within 1 year	2.24	
Total	/	6,906,674.91	/	21.63	

A. Receivables of China Securities Depository and Clearing Corporation Limited Shanghai Branch are the service charges for distribution of cash dividends.

B. Receivables of Chinese Research Academy of Environmental Sciences are the prepaid COP15 forum fee for Moutai ecological civilization practice exchange and publicity.

C. The receivables of Xinghe Industrial (Shenzhen) Co., Ltd. are the rent deposit paid by Kweichow Moutai Sales Co., Ltd., a controlling subsidiary of the Company.

D. The receivables of Guiyang Urban Construction Investment (Group) Co., Ltd. are the rent deposit paid by Kweichow Moutai Sales Co., Ltd., a controlling subsidiary of the Company.

E. The receivables of China Construction Bank Co., Ltd., Renhuai Sub-branch are the service charges refundable by Kweichow Moutai Group Finance Co., Ltd., a controlling subsidiary of the Company.

7.7 Inventories

A. Categories

Applicable N/A

Unit: CNY

Item	Closing balance			Opening balance		
	Book balance	Provision for inventories /impairment provision of contract performance costs	Carrying amount	Book balance	Provision for inventories /impairment provision of contract performance costs	Carrying amount
Raw materials	3,917,462,473.00		3,917,462,473.00	4,019,538,465.82		4,019,538,465.82
Work in progress	17,311,447,077.83	1,283,984.83	17,310,163,093.00	14,310,650,087.51	1,283,984.83	14,309,366,102.68
Finish goods	1,814,110,748.17		1,814,110,748.17	1,319,352,631.84		1,319,352,631.84
Semi-finished goods	15,782,637,922.07		15,782,637,922.07	13,746,107,884.49		13,746,107,884.49
Total	38,825,658,221.07	1,283,984.83	38,824,374,236.24	33,395,649,069.66	1,283,984.83	33,394,365,084.83

B. Provision for inventories and impairment provision of contract performance costs

√Applicable □N/A

Unit: CNY

Item	Opening balance	Increase in the current period		Decrease in the current period		Closing balance
		Provision	Others	Reversal or elimination	Others	
work in progress	1,283,984.83					1,283,984.83
Total	1,283,984.83					1,283,984.83

7.8 Current portion of non-current assets

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Current portion of other non-current assets	2,123,601,333.33	
Total	2,123,601,333.33	

7.9 Other current assets

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
VAT not deducted at the end of the reporting period	159,246,337.97	67,014,310.91
Prepaid income tax	1,597,336.45	4,513,249.83
Total	160,843,674.42	71,527,560.74

7.10 Loans and advances

Unit: CNY

Item	Closing balance	Opening balance
Loans and advances	4,134,744,407.92	3,425,175,000.00

Item	Closing balance	Opening balance
Total amount of loans and advances	4,240,663,874.72	3,513,000,000.00
Less: provision for loan impairment	105,919,466.80	87,825,000.00
Carrying amount of loans and advances	4,134,744,407.92	3,425,175,000.00

7.11 Debt investment**A. Debt investment**

√Applicable □N/A

Unit: CNY

Item	Closing balance			Opening balance		
	Book balance	Provision for impairment	Carrying amount	Book balance	Provision for impairment	Carrying amount
Guiyang GYB Financial Leasing Co., LTD.	20,153,150.71	11,430.00	20,141,720.71	20,153,150.69	11,340.00	20,141,810.69

Bank of Guiyang Co. Ltd.	60,323,095.93	34,290.00	60,288,805.93	50,232,273.98	28,350.00	50,203,923.98
Bank of Guizhou Co., Ltd.	300,425,342.45	170,550.00	300,254,792.45	100,179,589.04	56,700.00	100,122,889.04
Total	380,901,589.09	216,270.00	380,685,319.09	170,565,013.71	96,390.00	170,468,623.71

B. Provision for impairment

√Applicable □N/A

Unit: CNY

Provision for impairment	Stage I	Stage II	Stage III	Total
	12-month ECL	Lifetime ECL (not impaired)	Lifetime ECL (impaired)	
As at 1 January 2022	96,390.00			96,390.00
Balance at 1 January 2022 in the current period				
--Transfer to stage II				
--Transfer to stage III				
--Reverse to stage II				
--Reverse to stage I				
Provision	119,880.00			119,880.00
Reversal				
Elimination				
Write-off				
Other changes				
As at 31 December 2022	216,270.00			216,270.00

Explanations on significant changes in the book balance of debt investments where there are changes in provision for the current period:

□Applicable √N/A

7.12 Investment properties

Measurement of investment properties

A. Investment properties measured at cost

Unit: CNY

Item	Buildings	Land use rights	Construction in progress	Total
I. Cost				
1. Opening balance	6,023,231.76			6,023,231.76
2. Increase in the current period	462,926.63			462,926.63
(1) Purchases				
(2) Transfer from inventories\fixed assets\construction in progress	462,926.63			462,926.63
(3) Increase arising from business combination				
3. Decrease in the current period				
(1) Disposal				
(2) Other transfer-out				
4. Closing balance	6,486,158.39			6,486,158.39

II. Accumulated depreciation and amortization				
1. Opening balance	780,800.01			780,800.01
2. Increase in the current period	370,311.39			370,311.39
(1) Depreciation or amortization	306,632.96			306,632.96
(2) Transfer from inventories\fixed assets\construction in progress	63,678.43			63,678.43
3. Decrease in the current period				
(1) Disposal				
(2) Other transfer-out				
4. Closing balance	1,151,111.40			1,151,111.40
III. Provision for impairment				
1. Opening balance				
2. Increase in the current period				
(1) Provision				
3. Decrease in the current period				
(1) Disposal				
(2) Other transfer-out				
4. Closing balance				
IV. Carrying amount				
1. Carrying amount at the end of the reporting period	5,335,046.99			5,335,046.99
2. Carrying amount at the beginning of the reporting period	5,242,431.75			5,242,431.75

B. Investment property of which certificates of title have not been obtained

□Applicable √N/A

Others

□Applicable √N/A

7.13 Fixed assets**A. Presentation of items**

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Fixed assets	19,742,622,547.86	17,472,173,182.85
Disposal of fixed assets		
Total	19,742,622,547.86	17,472,173,182.85

B. Fixed assets

a. Details of fixed assets

√Applicable □N/A

Unit: CNY

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Item	Buildings	Machinery and equipment	Vehicles	Electronic equipment and others	Total
I. Cost:					
1. Opening Balance	24,498,398,586.26	2,033,264,638.55	308,531,335.77	818,407,901.93	27,658,602,462.51
2. Increase in the current period	3,142,422,089.08	416,462,842.38	87,449,550.07	90,002,914.92	3,736,337,396.45
(1) Additions	1,232,789.28	519,752.21	70,574,088.07	15,837,786.25	88,164,415.81
(2) Transfer from construction in progress	3,139,418,666.28	415,943,090.17	16,875,462.00	74,164,496.43	3,646,401,714.88
(3) Increase arising from business combination					
(4) Foreign currency translation	1,770,633.52			632.24	1,771,265.76
3. Decrease in the current period	49,858,357.88	6,648,314.87	11,337,546.87	9,757,197.55	77,601,417.17
(1) Disposal or retirement	49,395,431.25	6,648,314.87	11,337,546.87	9,757,197.55	77,138,490.54
(2) Foreign currency translation					
(3) Transfer to investment properties	462,926.63				462,926.63
(4) Transfer to construction in progress					
4. Closing balance	27,590,962,317.46	2,443,079,166.06	384,643,338.97	898,653,619.30	31,317,338,441.79
II. Accumulated depreciation					
1. Opening balance	7,968,617,243.72	1,360,587,770.37	210,631,424.07	645,525,624.70	10,185,362,062.86
2. Increase in the current period	1,196,002,584.37	150,017,334.75	33,489,751.92	64,180,332.38	1,443,690,003.42
(1) Provision	1,195,581,459.91	150,017,334.75	33,489,751.92	64,179,638.96	1,443,268,185.54
(2) Foreign currency translation	421,124.46			693.42	421,817.88
3. Decrease in the current period	29,701,707.27	5,835,069.72	10,652,470.54	9,214,141.62	55,403,389.15
(1) Disposal or retirement	29,638,028.84	5,835,069.72	10,652,470.54	9,214,141.62	55,339,710.72
(2) Foreign currency translation					
(3) Transfer to investment properties	63,678.43				63,678.43
(4) Transfer to construction in progress					
4. Closing balance	9,134,918,120.82	1,504,770,035.40	233,468,705.45	700,491,815.46	11,573,648,677.13
III. Provision for impairment					
1. Opening balance		1,060,865.02		6,351.78	1,067,216.80
2. Increase in the current period					
(1) Provision					
3. Decrease in the current period					
(1) Disposal or retirement					
4. Closing balance		1,060,865.02		6,351.78	1,067,216.80
IV. Carrying amount					
1. Carrying amount at the end of the reporting period	18,456,044,196.64	937,248,265.64	151,174,633.52	198,155,452.06	19,742,622,547.86
2. Carrying amount at the beginning of the reporting period	16,529,781,342.54	671,616,003.16	97,899,911.70	172,875,925.45	17,472,173,182.85

b. Fixed assets of which certificates of title have not been obtained

√Applicable □N/A

Unit: CNY

Item	Carrying amount	Reasons why certificates of title have not been obtained

Second phase of the “12th Five Year Plan” 10000-ton Moutai liquor project (2012): technical transformation project that added 2,500 tons of Moutai liquor production capacity	558,732,546.81	In procedure
Technological transformation project launched in 2011 that added 2,000 tons of Moutai Prince production capacity and supporting facilities	347,096,637.47	In procedure
Technological transformation project launched in 2012 that added 2,800 tons of Moutai Prince production capacity and supporting facilities	217,303,556.07	In procedure
Moutai Huanshan liquor storage area project	473,176,627.15	In procedure
Technological transformation project for Moutai flavor liquor series and supporting facilities	1,013,808,067.72	In procedure

7.14 Construction in progress

A. Presentation of items

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Construction in progress	2,208,329,892.95	2,321,988,541.82
Materials for construction of fixed assets		
Total	2,208,329,892.95	2,321,988,541.82

B. Construction in progress

a. Construction in progress

√Applicable □N/A

Unit: CNY

Item	Closing balance			Opening balance		
	Book balance	Provision for impairment	Carrying amount	Book balance	Provision for impairment	Carrying amount
Construction in progress	2,208,329,892.95		2,208,329,892.95	2,321,988,541.82		2,321,988,541.82
Total	2,208,329,892.95		2,208,329,892.95	2,321,988,541.82		2,321,988,541.82

b. Changes in significant construction in progress

√Applicable □N/A

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Unit: CNY

Item	Budget	Opening balance	Increase in the current period	Transfer to fixed asset	Other decreases	Closing balance	Amount injected as a proportion of budget amount (%)	Construction progress	Amount of accumulated capitalized interest	Including: capitalized interest for the current period	Interest capitalization rate for the current period (%)	Source of funds
Prepaid expenses		64,251,283.82		623,397.94		63,627,885.88						
Technological transformation project for Moutai flavor liquor series and supporting facilities (6,400 tons)	3,454,160,000.00		34,655,972.28	34,655,972.28			60.00	100%				Self-raised
Moutai Huanshan liquor storage area project	1,602,000,000.00	8,937,908.56	75,320,621.78	84,258,530.34			100.00	100%				Self-raised
Phase I Moutai liquor technological transformation project in Zhonghua Area	4,504,000,000.00		600,639,902.31	600,639,902.31			100.00	100%				Self-raised
“12th Five-Year Plan” expansion and technological transformation project: Phase II Moutai liquor technological transformation project in Zhonghua Area	3,484,768,000.00	31,310,520.26	888,031,058.61	919,341,578.87			100.00	100%				Self-raised
Technological transformation project for the starter-making production room that produces 4,000 tons of Moutai liquor annually in Plot 7 and supporting facilities	416,000,000.00		93,658,435.69	93,658,435.69			100.00	100%				Self-raised
Landslide control, slope protection and anti-sliding support project in the liquor production area between Zhonghua Hengyi Road and Henger Road	450,000,000.00	6,101,435.65	220,659,027.56	226,760,463.21			100.00	100%				Self-raised
Hengsi Road (link between Tanmao Express and Zhonghua Area) Project in Zhonghua Area	356,320,000.00	10,816,261.26				10,816,261.26	69.00	100%				Self-raised

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“13th Five-Year Plan” project for the construction of the first batch of liquor storehouses in Zhonghua Area	189,000,000.00		943,018.87	943,018.87			41.00	100%				Self-raised
Embankment reinforcement and renovation project in the plant area	218,210,000.00		37,755,738.07	37,755,738.07			100.00	100%				Self-raised
Upgrading and renovation of the network of pipes for separating clean and dirty water in the old plant area	199,000,000.00						63.00	100%				Self-raised
No. 4 liquor making workshop maintenance and renovation project	39,590,000.00		15,366,644.21	15,366,644.21			100.00	100%				Self-raised
Moutai Cultural and Sports Center	261,000,000.00		34,631,628.88	34,631,628.88			100.00	100%				Self-raised
Link between Plot 7 and Tanmao Express Road	28,830,000.00						81.00	100%				Self-raised
“13th Five-Year Plan” Moutai liquor technological transformation project in Zhonghua Area and supporting facilities	3,559,000,000.00	203,577,409.34	46,553,373.62			250,130,782.96	83.00	100%				Self-raised
Moutai plant water supply network renovation project	60,100,000.00	31,432,893.31				31,432,893.31	57.00	90%				Self-raised
30,000-ton technological transformation project for Moutai flavor liquor series and supporting facilities	8,384,000,000.00	1,614,362,901.68	744,839,881.68	993,199,599.24		1,366,003,184.12	58.00	77%				Self-raised
Liquor making workshop cooling water recycling project	430,000,000.00	142,108,164.47	165,656,209.41	307,764,373.88			100.00	100%				Self-raised
3000T/H sewage treatment plant upgrading and renovation in the Dadi Area of Plant 201	47,940,000.00		1,284,403.67			1,284,403.67	51.00	100%				Self-raised
Phase I of the packaging logistics park project	7,833,000,000.00	141,509.43	3,575,292.49			3,716,801.92	2.00	8%				Self-raised

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Upgrading and renovation of the network of pipes for separating clean and dirty water, river dredging and riverbed repair at Plant 301 of Heyixing Liquor Branch	26,200,000.00	4,954,128.43	3,640,910.33			8,595,038.76	33.00	100%				Self-raised
Upgrading and renovation of the network of pipes for separating clean and dirty water in the Dadi Area of Plant 201 of Heyixing Liquor Branch	33,420,000.00	7,706,422.00	5,064,932.68			12,771,354.68	40.00	100%				Self-raised
Construction project of liquor storehouse extension project in Zhonghua Area during the 13th Five-Year Plan	460,000,000.00		210,919,453.13	114,704,306.23		96,215,146.90	47.00	100%				Self-raised
First Phase Construction Project of the "14th Five-Year Plan" Maotai-flavor Liquor Xishui Tongminba	4,110,000,000.00		3,603,511.82			3,603,511.82	13.00	17%				Self-raised
Moutai liquor "14th Five-Year Plan" technological transformation project	15,516,000,000.00		805,658.85			805,658.85	1	1%				Self-raised
Others		196,287,703.61	345,137,390.07	182,098,124.86		359,326,968.82						Self-raised
Total	55,662,538,000.00	2,321,988,541.82	3,532,743,066.01	3,646,401,714.88		2,208,329,892.95	/	/			/	/

7.15 Right-of-use assets

√Applicable □N/A

Unit: CNY

Item	Buildings	Machinery and equipment	Total
I. Cost			
1. Opening balance	411,331,031.59	17,710,511.21	429,041,542.80
2. Increase in the current period	146,145,531.33		146,145,531.33
(1) Lease	146,145,531.33		146,145,531.33
3. Decrease in the current period	42,814,400.26	8,185,365.51	50,999,765.77
(1) Disposal	42,814,400.26	8,185,365.51	50,999,765.77
4. Closing balance	514,662,162.66	9,525,145.70	524,187,308.36
II. Accumulated depreciation			
1. Opening balance	61,622,088.29	4,633,484.28	66,255,572.57
2. Increase in the current period	74,557,076.43	2,814,514.20	77,371,590.63
(1) Provision	74,557,076.43	2,814,514.20	77,371,590.63
3. Decrease in the current period	18,353,448.12	3,637,940.18	21,991,388.30
(1) Disposal	18,353,448.12	3,637,940.18	21,991,388.30
4. Closing balance	117,825,716.60	3,810,058.30	121,635,774.90
III. Provision for impairment			
1. Opening balance			
2. Increase in the current period			
(1) Provision			
3. Decrease in the current period			
(1) Disposal			
4. Closing balance			
IV. Carrying amount			
1. Carrying amount at the end of the reporting period	396,836,446.06	5,715,087.40	402,551,533.46
2. Carrying amount at the beginning of the reporting period	349,708,943.30	13,077,026.93	362,785,970.23

7.16 Intangible assets**A. Intangible assets**

√Applicable □N/A

Unit: CNY

Item	Land use rights	Software development fees	Total
I. Cost			
1. Opening balance	6,977,935,254.19	49,671,897.42	7,027,607,151.61
2. Increase in the current period	1,023,776,951.21	7,058,223.90	1,030,835,175.11

(1) Additions	1,023,776,951.21	7,058,223.90	1,030,835,175.11
(2) Internal R&D			
(3) Increase arising from business combination			
3. Decrease in the current period			
(1) Disposal			
4. Closing balance	8,001,712,205.40	56,730,121.32	8,058,442,326.72
II. Accumulated amortization			
1. Opening balance	780,076,926.28	39,171,895.09	819,248,821.37
2. Increase in the current period	151,378,506.84	4,637,772.06	156,016,278.90
(1) Provision	151,378,506.84	4,637,772.06	156,016,278.90
3. Decrease in the current period			
(1) Disposal			
4. Closing balance	931,455,433.12	43,809,667.15	975,265,100.27
III. Provision for impairment			
1. Opening balance			
2. Increase in the current period			
(1) Provision			
3. Decrease in the current period			
(1) Disposal			
4. Closing balance			
IV. Carrying amount			
1. Carrying amount at the end of the reporting period	7,070,256,772.28	12,920,454.17	7,083,177,226.45
2. Carrying amount at the beginning of the reporting period	6,197,858,327.91	10,500,002.33	6,208,358,330.24

B. Land use rights of which certificates of title have not been obtained

√Applicable □N/A

Unit: CNY

Item	Carrying amount	Reasons why certificates of title have not been obtained
Moutai Huanshan liquor storage area project	144,000,000.00	In procedure
Phase I and phase II Moutai liquor technological transformation project in Zhonghua Area	2,141,855,569.18	In procedure
Second phase of the "12th Five Year Plan" 10,000-ton Moutai liquor project (2012): technical transformation project that added 2,500 tons of Moutai liquor production capacity	330,000,000.00	In procedure

Maoyuan Road construction and Plot 5 liquor storehouse construction project	369,968,500.00	In procedure
Technological transformation project for the starter-making production room in Plot 7 and supporting facilities	250,000,000.00	In procedure
The first batch of construction projects in the Tanchang area of the circular economy science and technology demonstration park	428,000,000.00	In procedure
Technological transformation project for Moutai flavor liquor series and supporting facilities	352,681,578.55	In procedure
2,000-ton Moutai Prince technological transformation project and 2,800-ton Moutai Prince technological transformation project	30,000,000.00	In procedure
“13th Five-Year Plan” Moutai liquor technological transformation project in Zhonghua Area and supporting facilities	215,259,100.00	In procedure
30,000-ton technological transformation project for Moutai flavor liquor series and supporting facilities	998,256,302.95	Under construction
Moutai international hotel construction project	673,430,000.00	In procedure

7.17 Development expenditures

√Applicable □N/A

Unit: CNY

Item	Opening balance	Increase in the current period		Decrease in the current period		Closing balance
		Internal development expenditures	Others	Recognised as intangible assets	Transfer to profit or loss for the current period	
Project research and development		190,536,632.60				190,536,632.60
Total		190,536,632.60				190,536,632.60

7.18 Long-term prepaid expenses

√Applicable □N/A

Unit: CNY

Item	Opening balance	Increase in the current period	Amortization for the current period	Other reductions	Closing balance
the reconstruction project of the road from Zhongshu to Maotai	137,500,000.25		9,999,999.96		127,500,000.29
Cost of major repairs to fixed assets	986,355.71	14,351,387.45	744,940.16		14,592,803.00
Office fit out cost	856,099.86	4,249,122.67	742,678.92		4,362,543.61
Total	139,342,455.82	18,600,510.12	11,487,619.04		146,455,346.90

Note: The company and Renhuai Urban Development, Construction, Investment and Operation Co., Ltd. jointly completed transfer and amortization for the the reconstruction project of the road from Zhongshu to Maotai according to the resolution of the third meeting of the second board of directors in 2013.

7.19 Deferred tax assets/deferred tax liabilities

A. Deferred tax assets before offset

√Applicable □N/A

Unit: CNY

Item	Closing balance		Opening balance	
	Deductible temporary differences	Deferred tax assets	Deductible temporary differences	Deferred tax assets
Provision for impairment of assets	71,744,171.40	17,936,042.85	66,916,641.87	16,729,160.47
Unrealized profit of internal transactions	10,912,264,732.27	2,728,066,183.07	6,303,346,118.88	1,575,836,529.72
Accrued but unpaid achievements-related wages	214,872,045.38	53,718,011.35	214,872,045.38	53,718,011.35
Others	2,636,844,523.34	659,211,130.84	2,363,690,969.19	590,922,742.30
Total	13,835,725,472.39	3,458,931,368.11	8,948,825,775.32	2,237,206,443.84

B. Deferred tax liabilities before offsetApplicable N/A**C. Deferred tax assets or liabilities presented at the net amount after offset**Applicable N/A**D. Unrecognized deferred tax assets**Applicable N/A**E. Deductible losses for which deferred tax assets are not recognized will be expired in the following year**Applicable N/A**7.20 Other non-current assets**Applicable N/A

Unit: CNY

Item	Closing balance			Opening balance		
	Book balance	Provision for impairment	Carrying amount	Book balance	Provision for impairment	Carrying amount
Certificates of deposit				2,059,761,333.33		2,059,761,333.33
Total				2,059,761,333.33		2,059,761,333.33

7.21 Accounts payable**A. Accounts payable**Applicable N/A

Unit: CNY

Item	Closing balance	Opening balance
Trade accounts payable	2,408,371,053.69	2,009,832,495.56
Total	2,408,371,053.69	2,009,832,495.56

7.22 Contract liabilities**A. Contract liabilities**Applicable N/A

Unit: CNY

Item	Closing balance	Opening balance
Prepayments	15,471,920,924.98	12,718,465,288.02

Total	15,471,920,924.98	12,718,465,288.02
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7.23 Customer deposits and balances from banks and other financial institutions

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Customer deposits	12,874,043,355.42	21,763,575,647.32
Total	12,874,043,355.42	21,763,575,647.32

7.24 Payroll and employee benefits payable**A. Payroll and employee benefits payable**

√Applicable □N/A

Unit: CNY

Item	Opening balance	Increase in the current period	Decrease in the current period	Closing balance
I. Short-term benefits	3,675,275,694.03	11,168,907,165.12	10,064,821,500.29	4,779,361,358.86
II. Post-employment benefits – Defined contribution plan	2,556,202.73	1,664,355,464.04	1,664,037,355.86	2,874,310.91
III. Termination benefits	13,821.77	25,475,968.42	25,414,217.55	75,572.64
Total	3,677,845,718.53	12,858,738,597.58	11,754,273,073.70	4,782,311,242.41

B. Short-term benefits

√Applicable □N/A

Unit: CNY

Item	Opening balance	Increase in the current period	Decrease in the current period	Closing balance
I. Wages or salaries, bonuses, allowances and subsidies	3,610,723,564.15	9,084,104,593.60	8,010,688,522.89	4,684,139,634.86
II. Staff welfare	36,455.20	261,943,196.53	260,595,872.46	1,383,779.27
III. Social security contributions	35,686,654.39	896,691,562.84	882,083,922.26	50,294,294.97
Including: Medical insurance	35,685,053.61	841,767,152.74	827,159,660.34	50,292,546.01
Work injury insurance	1,600.78	54,924,410.10	54,924,261.92	1,748.96
IV. Housing funds		712,794,476.46	712,794,476.46	
V. Labor union and employee education costs	27,214,988.99	193,297,008.45	180,016,441.78	40,495,555.66
VI. Short-term paid leave				
VII. Short-term profit-sharing plan				
VIII. Others	1,614,031.30	20,076,327.24	18,642,264.44	3,048,094.10
Total	3,675,275,694.03	11,168,907,165.12	10,064,821,500.29	4,779,361,358.86

Note: "Others" is labor remuneration.

C. Defined contribution plan

√Applicable □N/A

Unit: CNY

Item	Opening balance	Increase in the current period	Decrease in the current period	Closing balance
1. Basic pension insurance	92,445.40	998,671,883.05	998,687,637.29	76,691.16
2. Unemployment insurance	2,145.59	43,628,153.62	43,627,968.48	2,330.73
3. Enterprise annuity	2,461,611.74	622,055,427.37	621,721,750.09	2,795,289.02
Total	2,556,202.73	1,664,355,464.04	1,664,037,355.86	2,874,310.91

7.25 Taxes payable

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Value added tax	2,034,610,620.24	1,933,633,784.18
Consumption tax	1,570,075,010.07	4,123,882,929.27
Enterprise income tax	2,769,448,025.03	5,254,498,943.15
Individual income tax	69,096,434.63	84,112,032.43
City construction and maintenance tax	258,837,607.08	343,737,264.76
Education surcharges	99,389,745.34	135,636,926.73
Local education surcharges	67,552,876.94	91,717,665.75
Stamp duty	25,330,539.79	11,280,516.53
House property tax	809,379.99	721,095.74
Land use tax	11,682.07	9,420.06
Environmental protection tax	22,267.77	
Others	1,371,234.88	571,565.41
Total	6,896,555,423.83	11,979,802,144.01

7.26 Other payables**A. Presentation of items**

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Interest payable		
Dividends payable		
Other payables	4,543,842,833.87	4,124,404,781.29
Total	4,543,842,833.87	4,124,404,781.29

B. Other payables

a. Other payables presented by nature

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
Material quality deposit	318,075,043.18	286,891,441.71
Project quality deposit	173,047,548.78	103,727,351.31
Dealer deposit	1,897,194,013.05	2,016,098,008.20
Current Account	2,155,526,228.86	1,717,687,980.07
Total	4,543,842,833.87	4,124,404,781.29

b. Significant other payables aged over 1 year

Applicable N/A

Others:

Applicable N/A

7.27 Current portion of non-current liabilities

Applicable N/A

Unit: CNY

Item	Closing balance	Opening balance
Lease liabilities due within one year	109,351,155.28	104,319,886.87
Total	109,351,155.28	104,319,886.87

7.28 Other current liabilities

Other current liabilities

Applicable N/A

Unit: CNY

Item	Closing balance	Opening balance
Pending output VAT	1,979,272,808.90	1,535,976,293.22
Total	1,979,272,808.90	1,535,976,293.22

7.29 Lease liabilities

Applicable N/A

Unit: CNY

Item	Closing balance	Opening balance
Long-term lease liabilities	334,447,942.79	296,466,199.74
Total	334,447,942.79	296,466,199.74

7.30 Paid-in capital

Applicable N/A

Unit: CNY

	Opening balance	Changes in the current period (+, -)					Closing balance
		New shares issued	Share donation	Capitalization of capital reserve	Others	Subtotal	
Number of shares	1,256,197,800.00						1,256,197,800.00

7.31 Capital reserve

Applicable N/A

Unit: CNY

Item	Opening balance	Increase in the current period	Decrease in the current period	Closing balance
Capital premium	1,374,048,653.54			1,374,048,653.54
Other capital reserves	915,762.18			915,762.18
Total	1,374,964,415.72			1,374,964,415.72

7.32 Other comprehensive income

Applicable N/A

Unit: CNY

Item	Opening balance	Amount incurred in the current period						Closing balance
		Amount incurred before income tax in the current period	Less: Amount included in other comprehensive income in the prior periods that is transferred to profit or loss for the current period	Less: Amount included in other comprehensive income in the prior periods that is transferred to retained earnings for the current period	Less: Income tax expenses	Attributable to the Company after tax	Attributable to minority interests after tax	
I. Other comprehensive income that cannot be reclassified to profit or loss								
Including: Remeasurement of changes in defined benefit plan								
Other comprehensive income that cannot be transferred to profit or loss under equity method								
Changes in fair value of investments in other equity instruments								
Changes in fair value of the Company's own credit risk								
II. Other comprehensive income to be reclassified to profit or loss	-13,017,880.78	2,240,973.45				2,240,973.45		-10,776,907.33
Including: Other comprehensive income that may be transferred to profit or loss under equity method								
Changes in fair value of other debt investments								
Amount of financial assets reclassified to other comprehensive income								
Provision for credit impairment of other debt investments								
Effective portion of gains or losses on cash flow hedging								
Translation differences of financial statements denominated in foreign currencies	-13,017,880.78	2,240,973.45				2,240,973.45		-10,776,907.33
Total other comprehensive income	-13,017,880.78	2,240,973.45				2,240,973.45		-10,776,907.33

7.33 Surplus reserves

√Applicable □N/A

Unit: CNY

Item	Opening balance	Increase in the current period	Decrease in the current period	Closing balance
Statutory surplus reserve	25,142,832,818.16	7,379,946,360.72		32,522,779,178.88
Discretionary surplus reserve				

Reserve fund				
Enterprise development fund				
Others				
Total	25,142,832,818.16	7,379,946,360.72		32,522,779,178.88

7.34 General reserve

Unit: CNY

Item	Opening balance	Increase in the current period	Decrease in the current period	Closing balance
General reserve	1,061,529,724.00			1,061,529,724.00
Total	1,061,529,724.00			1,061,529,724.00

Note: The general reserve was set aside by Kweichow Moutai Group Finance Co., Ltd., a majority-owned subsidiary of the Company, in accordance with the provisions of the Measures for the Administration of the Setting Aside of Reserves for Financial Enterprises (Cai Jin [2012] No. 20) promulgated by the Ministry of Finance.

7.35 Retained earnings

√Applicable □N/A

Unit: CNY

Item	Current period	Prior period
Before adjustment: retained earnings of the prior period	160,716,861,920.19	137,594,403,807.99
Adjustment: Total retained earnings at the beginning of the reporting period (increase "+", decrease "-")		
After adjustment: retained earnings at the beginning of the reporting period	160,716,861,920.19	137,594,403,807.99
Add: Net profit attributable to owners of the Company for the current period	62,716,443,738.27	52,460,144,378.16
Less: Transfer to statutory surplus reserve	7,379,946,360.72	4,967,910,209.23
Transfer to discretionary surplus reserve		
Transfer to general reserve		133,951,901.33
Declaration of dividends on ordinary shares	54,751,381,113.01	24,235,824,155.40
Conversion of ordinary shares' dividends into share capital		
Retained earnings at the end of the reporting period	161,301,978,184.73	160,716,861,920.19

7.36 Operating revenue and costs of sales**A. Operating revenue and costs of sales**

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period		Amount incurred in the prior period	
	Revenue	Cost	Revenue	Cost
Main business	123,772,332,348.71	9,896,113,336.80	106,059,290,342.18	8,890,990,510.72
Others	327,511,423.28	197,355,279.83	130,864,501.58	92,387,299.24
Total	124,099,843,771.99	10,093,468,616.63	106,190,154,843.76	8,983,377,809.96

Note: Other business revenue and costs are mainly the revenue and costs of the business of Moutai International Hotel and ice cream business.

B. Description of contract obligations

√Applicable □N/A

Revenue is recognized when the customer obtains control of the goods specified in the contract and the Company fulfills its obligations under the contract.

C. Description of apportionment to remaining contract obligations

√Applicable N/A

The amount of revenue corresponding to contract obligations that have not yet been performed or have not been fulfilled at the end of the reporting period is CNY 15,471,920,924.98.

7.37 Interest income, interest expense, net fee and commission revenue, and fees and commission expenses

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Interest income	3,454,115,583.98	3,274,123,720.13
Fees and commission revenue		
Interest expense	105,584,206.24	173,897,197.98
Fees and commission expense	143,141.51	115,082.12

7.38 Taxes and surcharges

√Applicable N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Consumption tax	14,628,644,881.34	12,056,605,155.34
City construction and maintenance tax	2,055,705,281.43	1,734,297,928.93
Education surcharges	880,939,077.72	743,270,540.94
House property tax	170,186,626.63	158,049,318.08
Land use tax	47,733,684.72	38,625,999.87
Vehicle and vessel usage tax	420,334.81	393,682.35
Stamp duty	121,037,737.02	75,936,478.31
Local education surcharges	587,292,717.26	495,513,694.19
Environmental protection tax	212,923.35	187,817.17
Others	3,645,269.94	1,588,454.85
Total	18,495,818,534.22	15,304,469,070.03

7.39 Selling expenses

√Applicable N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Advertising and marketing expenses	2,887,804,740.39	2,362,973,054.42
Transportation expenses and transportation insurance expenses	14,658,723.67	15,581,555.64
Marketing travel expenses and office expenses	69,828,805.38	65,584,708.40
Others	325,431,921.50	293,230,116.32
Total	3,297,724,190.94	2,737,369,434.78

7.40 General and administrative expenses

√Applicable N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Payroll and employee benefits	4,348,853,737.71	3,964,469,622.29
Trademark licensing fees	1,639,842,153.56	1,332,728,678.71
Depreciation on fixed assets	495,038,952.17	394,652,013.52
Environmental remediation expenses	191,513,496.34	125,256,351.95
Company expenses	177,404,050.78	186,406,218.53
Amortization of intangible assets	156,016,278.90	124,084,418.97
Property insurance	51,390,201.61	62,245,135.74
Raw material base expenses	144,152,150.24	228,662,175.32
Rent for the use of property	24,919,167.73	20,126,797.76
Business reception expenses	13,625,245.10	9,841,359.31
Intermediary expenses	37,289,937.20	28,716,580.54
Rent for the use of land	2,690,532.60	2,636,686.30
Board expenses	4,278,509.19	4,722,307.27
Others	1,725,176,660.50	1,965,725,718.82
Total	9,012,191,073.63	8,450,274,065.03

7.41 R&D expenses

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Payroll and employee benefits	66,492,415.10	22,645,218.77
Consumable	7,893,622.73	4,300,483.79
R&D cooperation expenses	33,128,020.95	26,605,729.70
Depreciation on fixed assets	21,067,522.53	4,758,510.21
Company expenses	984,742.75	1,898,827.45
Others	5,619,356.34	1,714,443.67
Total	135,185,680.40	61,923,213.59

7.42 Financial expenses

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Interest expense (lease liabilities)	12,023,204.77	13,529,867.76
Interest income	-1,475,422,303.64	-944,578,412.02
Others	71,593,272.15	-3,474,861.76
Total	-1,391,805,826.72	-934,523,406.02

7.43 Other income

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Financial support for the economic development of Shanghai Pudong New Area	5,696,000.00	4,677,000.00
Government subsidies for double-cycle of the top ten competitive export products awarded by Guizhou Provincial Department of Commerce	3,000,000.00	

Rental subsidy for Investment Business Service Center in Guanshan Lake District of Guiyang City	1,380,000.00	
Tax reduction and exemption for employment of poverty-stricken personnel who have registered for filing	1,034,800.00	
Awards from the People's Government of Erqi District, Zhengzhou City	909,800.00	
Award from the Bureau of Commerce and Investment Promotion of Guanshan Lake District, Guiyang	906,000.00	
Funds of award for promoting wholesale, retail, accommodation and catering industries in the city from the Bureau of Commerce of Xihu District, Nanchang in 2021	570,000.00	
District-level incentives for high quality development given by Hefei city	500,000.00	30,000.00
“Sales competition month” incentives and incentives for “four above” enterprises given by Gulou District, Nanjing	300,000.00	61,000.00
Tax deduction and exemption for hiring ex-serviceman	292,500.00	
Incentive for encouraging retail and catering enterprises to promote growth from the Bureau of Commerce of Hefei	100,000.00	
Incentives given by Wuhan city to encourage enterprises to meet retail sales targets and go above the norm	60,000.00	80,000.00
Award for wholesale enterprises above designated size in the special funds for development of the municipal bureau of commerce in Guangdong	50,000.00	
Award for enterprises above designated size in Nanning	50,000.00	
Incentives for best progressive enterprises given by the bureau of commerce of Chaoyang District, Changchun	50,000.00	80,000.00
Nanning city’s support for the development of above-norm commercial and trade enterprises and other for-profit service industries above designated size	50,000.00	50,000.00
Award in the sales competition season in the first half of the year from the Bureau of Commerce of Gulou District, Nanjing	10,000.00	
Subsidy for enterprise retention training from the Social Insurance Fund Administration of Shenzhen	5,250.00	
Incentives given by Taohua town government of Xihu District, Nanchang	5,000.00	190,000.00
Award of the Bureau of Commerce of Yuhua District, Changsha	3,454.55	
Subsidies for epidemic prevention and disinfection of wholesale and retail and catering enterprises above designated size from Fenghuang Sub-district Office of People's Government of Gulou District, Nanjing	500.00	
Incentives given by Jinan municipal government for innovation and development		2,630,000.00
Incentives given by Changsha Municipal Development and Reform Bureau to support industrial development		2,030,000.00
Incentives for key enterprises given by Beijing Xicheng District Development and Reform Commission		1,200,000.00
Funds earmarked by Guiyang Municipal Bureau of Commerce for foreign economic and trade development		300,000.00
Funds earmarked by Nanning Municipal Bureau of Commerce for service industry development		240,000.00
Incentives given by Guiyang city to support the stable development of above-norm wholesale, retail and catering enterprises in response to COVID-19 and encourage them to reach their design capacity and increase efficiency		200,000.00
Town-level financial incentives given by Nanchang city		35,000.00
Incentives for “four above” enterprises given by Zhengzhou city		80,000.00

Grants for COVID-19 prevention and control		20,000.00
Funds earmarked by Changsha city for guiding service industries		20,000.00
Refund of service charges for withholding individual income tax	9,422,570.66	8,537,082.76
Additional value-added tax credit	109,478.62	55,828.43
Total	24,505,353.83	20,515,911.19

7.44 Investment income

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Income from long-term equity investments under equity method		
Investment income on disposal of long-term equity investments		
Investment income from holding held-for-trading financial assets		
Dividend income from holding investments in other equity instruments		
Interest income from holding debt investments		
Interest income from holding other debt investments		
Investment income from disposal of held-for-trading financial assets		
Investment income from disposal of investments in other equity instruments		
Investment income from disposal of debt investments		
Investment income from disposal of other debt investments		
Income from debt restructuring		
Investment income from disposal of other non-current financial assets		-1,505,395.94
Interest income from holding certificates of deposit	63,840,000.00	59,761,333.33
Total	63,840,000.00	58,255,937.39

7.45 Gains from changes in fair value

√Applicable □N/A

Unit: CNY

Source resulting in gains from changes in fair values	Amount incurred in the current period	Amount incurred in the prior period
Held-for-trading financial assets		
Including: Gains from changes in fair values arising from derivatives		
Held-for-trading financial liabilities		
Investment properties carried at fair value		
Other non-current financial assets		-2,244,726.29
Total		-2,244,726.29

7.46 Credit impairment losses

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Bad debt provision of notes receivable		
Bad debt provision of accounts receivable	415,705.24	47,413.76
Bad debt provision of other receivables	2,502,655.82	134,900.04
Impairment on debt investments	-119,880.00	-84,510.00
Impairment on other debt investments		
Bad debt provision of long-term receivables		
Impairment on contract assets		
Others	-17,485,027.31	-13,120,244.99
Total	-14,686,546.25	-13,022,441.19

Note: "Others" is mainly the provision for impairment of loans issued by the company's majority-owned subsidiary Kweichow Moutai Group Finance Co., Ltd.

7.47 Gains from disposal of assets

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Gains or losses from disposal of fixed assets	-129,948.22	
Gains or losses from disposal of right-of-use assets	343,183.91	
Total	213,235.69	

7.48 Non-operating income

Non-operating income

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period	Amount included in non-recurring profit or loss in the current period
Total gains on disposal of non-current assets	282,981.41	3,437.33	282,981.41
Including: Gains on disposal of fixed assets	282,981.41	3,437.33	282,981.41
Gains on disposal of intangible assets			
Gains on exchange of non-monetary assets			
Donations received			
Government grants			
Gains on fines and damages	65,421,527.15	66,338,633.29	65,421,527.15
Others	5,147,776.84	2,647,149.12	5,147,776.84
Total	70,852,285.40	68,989,219.74	70,852,285.40

7.49 Non-operating expenses

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period	Amount included in non-recurring profit or loss in the current period
Total losses on disposal of non-current assets	21,063,974.29	11,924,267.10	21,063,974.29
Including: Losses on disposal of fixed assets	21,063,974.29	11,924,267.10	21,063,974.29
Losses on disposal of intangible assets			
Losses on exchange of non-monetary assets			
Donations to third parties	225,431,100.98	271,167,088.19	225,431,100.98
Amercement outlay		200,000.00	
Others	2,389,244.34	8,546,747.21	2,389,244.34
Total	248,884,319.61	291,838,102.50	248,884,319.61

7.50 Income tax expense**A. Income tax expenses**

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Current tax expenses	23,548,077,905.70	19,922,940,809.01
Deferred tax expenses	-1,221,724,924.27	-1,115,438,870.71
Total	22,326,352,981.43	18,807,501,938.30

B. Reconciliation of income tax expenses to the accounting profit

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period
Total profit	87,701,489,748.18
Income tax expenses calculated at statutory/applicable tax rate	21,925,372,437.05
Effect of different tax rates applicable to subsidiaries	
Effect of adjustment to income tax of prior periods	
Effect of non-taxable income	
Effect of non-deductible costs, expenses and losses	400,980,544.38
Effect of using deductible losses for which deferred tax assets were previously not recognized	
Effect of deductible temporary differences or deductible losses unrecognized in the current period	
Income tax expense	22,326,352,981.43

7.51 Other comprehensive income

√Applicable □N/A

See Note 32 Other Comprehensive Income for details

7.52 Items of the cash flow statement**A. Cash received relating to other operating activities**

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Interest income from self-owned funds	886,579,338.69	549,608,351.20
Other income received	1,872,842,833.19	1,093,928,511.28
Total	2,759,422,171.88	1,643,536,862.48

B. Cash paid relating to other operating activities

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Advertising and publicity expenses paid	1,177,149,398.36	1,047,792,182.25
Transportation expenses and transportation insurance expenses paid	205,887,269.67	238,511,859.13
Property insurance premiums paid	45,179,150.27	56,151,552.10
Other expenses paid	3,694,871,614.59	3,026,048,912.52
Total	5,123,087,432.89	4,368,504,506.00

C. Cash received relating to other investing activities

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Performance bond received for capital construction	4,971,762.18	9,983,452.63
Total	4,971,762.18	9,983,452.63

D. Cash paid relating to other investing activities

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Refunded performance bond for capital construction	31,486,829.54	23,048,029.93
Total	31,486,829.54	23,048,029.93

E. Cash payments relating to other financing activities

√Applicable □N/A

Unit: CNY

Item	Amount incurred in the current period	Amount incurred in the prior period
Amount paid to repay lease liabilities	54,332,788.37	88,121,549.59
Total	54,332,788.37	88,121,549.59

7.53 Supplementary information to the cash flow statement**A. Supplementary information to the cash flow statement**

√Applicable □N/A

Unit: CNY

Supplementary information	Current period	Prior period
1. Reconciliation of net profit to cash flow from operating activities:		
Net profit	65,375,136,766.75	55,720,529,956.46
Add: Provision for impairment losses of assets		
Credit impairment losses	14,686,546.25	13,022,441.19
Depreciation of fixed assets, depletion of oil and gas assets, depreciation of productive biological assets	1,443,574,818.50	1,344,833,911.39
Amortization of right-of-use assets	77,371,590.63	101,608,046.18
Amortization of intangible assets	156,016,278.90	124,084,418.97
Amortization of long-term prepaid expenses	11,487,619.04	10,687,874.77
Losses on disposal of fixed assets, intangible assets and other long-term assets (gains are indicated by “—”)	-213,235.69	
Losses on retirement of fixed assets (gains are indicated by “—”)	20,780,992.88	11,920,829.77
Losses on changes in fair values (gains are indicated by “—”)		2,244,726.29
Financial expenses (income is indicated by “—”)	12,023,204.77	13,529,867.76
Losses arising from investments (gains are indicated by “—”)	-63,840,000.00	-58,255,937.39
Decrease in deferred tax assets (increase is indicated by “—”)	-1,221,724,924.27	-1,113,981,357.47
Increase in deferred tax liabilities (decrease is indicated by “—”)		-1,457,513.23
Decrease in inventories (increase is indicated by “—”)	-5,430,009,151.41	-4,525,277,406.77
Decrease in receivables from operating activities (increase is indicated by “—”)	-15,051,874,095.80	504,305,749.89
Increase in payables from operating activities (decrease is indicated by “—”)	-8,644,820,580.52	11,880,880,539.56
Others		
Net cash flow from operating activities	36,698,595,830.03	64,028,676,147.37
2. Significant investing and financing activities that do not involve cash receipts and payments:		
Conversion of debt into capital		
Convertible bonds due within one year		
Fixed assets acquired under finance leases		
3. Net changes in cash and cash equivalents:		
Closing balance of cash	152,378,738,982.83	178,640,587,379.52
Less: Opening balance of cash	178,640,587,379.52	146,740,524,868.05
Add: Closing balance of cash equivalents		
Less: Opening balance of cash equivalents		
Net increase in cash and cash equivalents	-26,261,848,396.69	31,900,062,511.47

B. Composition of cash and cash equivalents

√Applicable □N/A

Unit: CNY

Item	Closing balance	Opening balance
I. Cash	152,378,738,982.83	178,640,587,379.52
Including: Cash on hand	12,740.70	9,500.00
Bank balances	48,074,557,886.36	42,099,344,994.22
Other monetary funds		
Deposits with the central bank	2,568,410,342.65	2,705,674,089.61
Deposits with other banks	101,735,758,013.12	133,835,558,795.69
Placements with banks		

II. Cash equivalents		
Including: Investments in debt securities due within three months		
III. Closing balance of cash and cash equivalents	152,378,738,982.83	178,640,587,379.52
Including: Restricted cash and cash equivalents of the Company and subsidiaries within the Group		

Others:

Applicable N/A

7.54 Notes to items in the statement of changes in owners' equity

Describe matters such as the names and the adjustment amount of the items included in "others" in respect of adjustments to the closing balances of the prior reporting period:

Applicable N/A

7.55 Assets with restricted ownership or right-of-use

Applicable N/A

Unit: CNY

Item	Carrying amount at the end of the reporting period	Reasons of restriction
Cash and Cash equivalents	6,418,765,887.71	Cash and Cash equivalents deposited in the central bank's statutory deposit reserve
Loans to banks and other financial institutions	14,000,000,000.00	Interbank deposits that cannot be withdrawn in advance
Total	20,418,765,887.71	/

7.56 Foreign currency monetary items

A. Foreign currency monetary items

Applicable N/A

Unit: CNY

Item	Closing balances of foreign currencies	Exchange rates for translation	Closing balance of CNY
Cash and Cash equivalents			
Including: USD			
EUR	3,907,862.37	7.4229	29,007,671.59
HKD			

B. Description of foreign operations: for significant foreign operations, major domicile and functional currency and its basis of selection shall be disclosed, and reasons for foreign operations changing their functional currencies shall also be disclosed.

Applicable N/A

The Company's wholly-owned subsidiary, Kweichow Moutai Paris Trading, is registered in Paris, France, and its functional currency is Euro.

7.57 Government grants

A. Basic information of government grants

Applicable N/A

Unit: CNY

Category	Amount	Presenting items	Amount included in profit or loss
Financial support for the economic development of Shanghai Pudong New Area	5,696,000.00	Other income	5,696,000.00
Government subsidies for double-cycle of the top ten competitive export products awarded by Guizhou Provincial Department of Commerce	3,000,000.00	Other income	3,000,000.00
Rental subsidy for Investment Business Service Center in Guanshan Lake District of Guiyang City	1,380,000.00	Other income	1,380,000.00
Awards from the People's Government of Erqi District, Zhengzhou City	909,800.00	Other income	909,800.00
Award from the Bureau of Commerce and Investment Promotion of Guanshan Lake District, Guiyang	906,000.00	Other income	906,000.00
Funds of award for promoting wholesale, retail, accommodation and catering industries in the city from the Bureau of Commerce of Xihu District, Nanchang in 2021	570,000.00	Other income	570,000.00
District-level incentives for high quality development given by Hefei city	500,000.00	Other income	500,000.00
“Sales competition month” incentives and incentives for “four above” enterprises given by Gulou District, Nanjing	300,000.00	Other income	300,000.00
Incentive for encouraging retail and catering enterprises to promote growth from the Bureau of Commerce of Hefei	100,000.00	Other income	100,000.00
Incentives given by Wuhan city to encourage enterprises to meet retail sales targets and go above the norm	60,000.00	Other income	60,000.00
Award for wholesale enterprises above designated size in the special funds for development of the municipal bureau of commerce in Guangdong	50,000.00	Other income	50,000.00
Award for enterprises above designated size in Nanning	50,000.00	Other income	50,000.00
Incentives for best progressive enterprises given by the bureau of commerce of Chaoyang District, Changchun	50,000.00	Other income	50,000.00
Nanning city’s support for the development of above-norm commercial and trade enterprises and other for-profit service industries above designated size	50,000.00	Other income	50,000.00
Award in the sales competition season in the first half of the year from the Bureau of Commerce of Gulou District, Nanjing	10,000.00	Other income	10,000.00
Subsidy for enterprise retention training from the Social Insurance Fund Administration of Shenzhen	5,250.00	Other income	5,250.00
Incentives given by Taohua town government of Xihu District, Nanchang	5,000.00	Other income	5,000.00
Award of the Bureau of Commerce of Yuhua District, Changsha	3,454.55	Other income	3,454.55
Subsidies for epidemic prevention and disinfection of wholesale and retail and catering enterprises above designated size from Fenghuang Sub-district Office of People's Government of Gulou District, Nanjing	500.00	Other income	500.00

B. Return of government grants

Applicable $\sqrt{N/A}$

8. Equity in other entities**8.1 Equity in subsidiaries****A. Composition of the Group**

√Applicable □N/A

Subsidiary	Main place of business	Place of registration	Business nature	Shareholding ratio		Acquisition method
				Directly	Indirectly	
GUIZHOU MOUTAI CHEW IMPORT AND EXPORT CO., LTD.		Guiyang, Guizhou		70		Investment
Kweichow Moutai Sales Co., Ltd.		Renhuai, Guizhou		95		Investment
Kweichow Moutai Group Finance Co., Ltd.		Renhuai, Guizhou		51		Investment
Moutai Custom Marketing (Guizhou) Co., Ltd.		Guiyang, Guizhou		70		Investment
Beijing Friendship Messenger Trading Co., Ltd.		Beijing		70		Investment
Kweichow Moutai Paris Trading		Paris, France		100		Investment
Guizhou Laymau Liquor Industry Co., Ltd.		Guiyang, Guizhou		43		Investment
Kweichow Moutai-Flavor Liquor Marketing Co., Ltd.		Renhuai, Guizhou		100		Investment

The basis for holding half or less voting rights but still controlling the investee, and holding more than half of the voting rights but not controlling the investee:

The Company holds 43% of the equity in Guizhou Laymau Liquor Industry Co., Ltd., but may actually control this company, in that the Company has a majority of the board members in Guizhou Laymau Liquor Industry Co., Ltd.

B. Important non-wholly owned subsidiaries

√Applicable □N/A

Unit: CNY

Subsidiary	Shareholding of minority shareholders proportion	Profit and loss attributable to minority shareholders in the current period	Dividends declared and distributed to minority shareholders in the current period	Closing balance of minority shareholders' equity for the period
Kweichow Moutai Sales Co., Ltd.	5%	1,813,081,365.66	2,369,686,816.69	2,282,401,023.18

Explanation of the difference between the shareholding proportion of minority shareholders and the voting right proportion of subsidiaries:

□Applicable √N/A

Others:

□Applicable √N/A

C. Major financial information of significant non-wholly owned subsidiaries

√Applicable □N/A

Unit: CNY 10,000

Subsidiary	Closing balance	Opening balance
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	Current assets	Non-current assets	Total assets	Current liabilities	Non-current liabilities	Total liabilities	Current assets	Non-current assets	Total assets	Current liabilities	Non-current liabilities	Total liabilities
Kweichow Moutai Sales Co., Ltd.	8,220,420.32	78,152.57	8,298,572.89	3,720,573.89	13,196.96	3,733,770.85	7,588,967.01	62,919.92	7,651,886.93	1,968,312.40	5,561.59	1,973,873.99

Subsidiary	Current period				Prior period			
	Operating income	Net profit	Total comprehensive income	Cash flow from operating activities	Operating income	Net profit	Total comprehensive income	Cash flow from operating activities
Kweichow Moutai Sales Co., Ltd.	10,360,419.48	3,626,162.73	3,626,162.73	4,893,346.93	9,061,083.73	4,803,918.40	4,803,918.40	3,616,271.47

9. Risks relevant to financial instruments

√Applicable □N/A

The main financial instruments of the Company include other non-current financial assets, cash and cash equivalents etc. These financial instruments are created mainly for the operating financing of the Company. The Company has many other financial assets and liabilities, such as accounts receivable, other receivables, accounts payable and other payables, which are directly produced as a result of operation.

The major risks caused by the financial instruments of the Company are credit risk, liquidity risk, exchange rate risk and interest rate risk.

1. Credit risk

The financial assets of the Company include cash and cash equivalents, accounts receivable, other receivables etc. The credit risk in these financial assets originates from breach of the agreement by the counter party. The maximum risk exposure is equivalent to the carrying amount of these instrument.

No guaranty is required as the Company only trades with the recognized and reputable third parties. The credit risk is managed by customers in a centralized manner. The Company faces a low credit risk as it collects accounts in advance during sales.

2. Liquidity risk

Liquidity risk refers to the risk of shortage of funds when the enterprise performs its obligation of settlement through delivery of cash or other financial assets.

The policy of the Company is to ensure that it has sufficient cash to repay the debts due. The subsidiaries shall be responsible for their own cash flow predictions. The finance department of the Company shall constantly monitor the short-term and long-term funds demands at the group level to maintain the fund demands according to the summary of the cash flow predictions of the subsidiaries.

3. Exchange rate risk

The foreign exchange fluctuation risk faced by the Company is mainly related to the operating activities of the Company (when the receipts and payments are not settled in a foreign currency other than the functional currency of the Company) and its net investment in overseas subsidiaries. The foreign exchange risk sustained by the Company is mainly related to the United States dollars and Euro. The Company's major business activities are priced and settled in CNY except for those settled in USD and EUR.

4. Interest rate risk

Interest rate risk refers to the risk of fluctuation in the fair value of the financial instruments or the future cash flow due to the change in the market interest rate. The risk of fluctuation in the market interest rate faced by the Company is mainly related to the liabilities with the interest accrued at a floating interest rate. As at December 31, 2022, the Company has no liabilities with the interest accrued at a floating interest rate.

10. Disclosure of fair value**10.1 Fair value of assets and liabilities measured at fair value at the end of the period**

Applicable N/A

10.2 The basis for determining the market price of continuous and non-continuous level 1 fair value measurement items

Applicable N/A

10.3 Qualitative and quantitative information on the valuation techniques used and important parameters for continuous and non-continuous level 2 fair value measurement items

Applicable N/A

10.4 Qualitative and quantitative information on the valuation techniques used and important parameters for continuous and non-continuous level 3 fair value measurement items

Applicable N/A

10.5 Continuous level 3 fair value measurement items, adjustment information between the opening and closing carrying amount and sensitivity analysis of unobservable parameters

Applicable N/A

10.6 Continuous fair value measurement items, if there is a conversion between various levels during the current period, the reasons for the conversion and the policy for determining the timing of the conversion

Applicable N/A

10.7 Changes in valuation technology during the current period and reasons for the changes

Applicable N/A

10.8 The fair value of financial assets and financial liabilities not measured at fair value

Applicable N/A

10.9 Others

Applicable N/A

11. Related parties and related party transactions**11.1 The Company's parent company**

Applicable N/A

Unit: CNY 10,000

Parent company	Place of registration	Business nature	Registered capital	Shareholding ratio of parent company to the Company	Proportion of voting rights of parent company to the company
China Kweichow Moutai Distillery (Group) Co., Ltd.	Guiyang, Guizhou		1,000,000	54.00	54.00

11.2 Subsidiaries of the Company

Applicable N/A

Please refer to "VIII. Equity in other entities" for the details of the subsidiaries of the Company

11.3 Other related parties

√Applicable □N/A

Name of other related parties	Relationship with the company
Beijing Moutai Trading Co., Ltd.	Wholly-owned subsidiary of the parent company
ChangLi Moutai Liquor Trade Co., Ltd.	other
Shanghai Moutai Trading Co., Ltd.	other
Guizhou Fuming Packaging Co., Ltd.	other
Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd.	other
Guizhou Jiuyuan Property Co., Ltd.	other
Kweichow Moutai (Group) International Travel Service Co., Ltd.	other
Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.	Wholly-owned subsidiary of the parent company
Kweichow Moutaichun Marketing Company	other
Health Industry Co., Ltd. of Kweichow Moutai Group.	other
Guizhou Baijin Liquor Sales Co., Ltd.	other
Guizhou Baijin Liquor Co., Ltd.	other
Kweichow Moutai Liquor (Group) Health Liquor Sales Co., Ltd.	other
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Wholly-owned subsidiary of the parent company
Kweichow Moutai Distillery Group Changli Liquor Co., Ltd.	Majority-owned subsidiary of the parent company
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	other
Kweichow Moutai Distillery (Group) Guiyang Business Co., Ltd.	Wholly-owned subsidiary of the parent company
Kweichow Moutai Distillery (Group) Sanya Investment Co., Ltd.	other
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	Majority-owned subsidiary of the parent company
Guizhou Xijiu Co., Ltd.	other
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Wholly-owned subsidiary of the parent company
Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.	Wholly-owned subsidiary of the parent company
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Wholly-owned subsidiary of the parent company
Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	other
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	other
Kweichow Zunyi Moutai Airport Co., Ltd.	Majority-owned subsidiary of the parent company
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	other
Guizhou Xijiu Sales Co., Ltd.	other
Gui Zhou New Huaxi Glass Co., Ltd	other
Maotai (Guizhou) Investment Fund (L.P.)	Majority-owned subsidiary of the parent company
Moutai (Guizhou) Investment Management Co., Ltd.	Majority-owned subsidiary of the parent company
Shanghai Kweichow Moutai Industrial Co., Ltd.	Wholly-owned subsidiary of the parent company

Shanghai Rencai Printing Affairs Co., Ltd.	other
Tianchao Shangpin Liquor Industry (Guizhou) Co., Ltd.	other
Hotel Management Company of Moutai Group	Wholly-owned subsidiary of the parent company
Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	other
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	Wholly-owned subsidiary of the parent company
Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	Majority-owned subsidiary of the parent company
Moutai Financial Leasing Co., Ltd	Wholly-owned subsidiary of the parent company
Kweichow Moutai Group Marketing Co., Ltd.	Wholly-owned subsidiary of the parent company
Huagui Life Insurance Co., Ltd.	other
Guiyang GYB Financial Leasing Co., Ltd.	other
Bank of Guizhou Co., Ltd.	other
Guizhou Zunpeng Liquor Industry Co., Ltd.	other
Kweichow Moutai Distillery (Group) Guiding Jingqi Glasswork Co., Ltd.	other
Kweichow Moutai Distillery (Group) Lvsheng Organic Fertilizer Co., Ltd.	other
Guizhou Renhuai Renshuai Liquor Industry Co., Ltd.	other
Kweichow Moutai Distillery (Group) Hongyingzi Agricultural Technology Development Co., Ltd.	Majority-owned subsidiary of the parent company

Others

- (1) ChangLi Moutai Liquor Trade Co., Ltd. is a wholly-owned subsidiary of Kweichow Moutai Distillery Group Changli Liquor Co., Ltd.;
- (2) Shanghai Moutai Trading Co., Ltd. is a wholly-owned subsidiary of Shanghai Kweichow Moutai Industrial Co., Ltd.;
- (3) Guizhou Fuming Packaging Co., Ltd is a majority-owned subsidiary of Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.;
- (4) Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd. is a majority-owned subsidiary of Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.;
- (5) Guizhou Jiu yuan Property Co., Ltd. is a majority-owned subsidiary of China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.;
- (6) Kweichow Moutai (group) International Travel Service Co., Ltd. is a wholly-owned subsidiary of China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.;
- (7) Kweichow Moutaichun Marketing Company is a wholly-owned subsidiary of Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.;
- (8) Health Industry Co., Ltd. of Kweichow Moutai Group. is a majority-owned subsidiary of Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.;
- (9) Description of Guizhou Baijin Liquor Sales Co., Ltd.: In 2022, the name of KWEICHOW MOUTAI WINERY (GROUP) BAIJIN LIQUOR SALES CO., LTD. was changed to Guizhou Baijin Liquor Sales Co., Ltd. which is a wholly-owned subsidiary of Guizhou Baijin Liquor Co., Ltd.;
- (10) Description of name and equity change of Guizhou Baijin Liquor Co., Ltd.: In 2022, the name of KWEICHOW MOUTAI WINERY (GROUP)BAIJIN LIQUOR CO. was changed to Guizhou Baijin Liquor Co., Ltd. Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd. transferred and sold all of its original 40% equity;
- (11) Kweichow Moutai Liquor (Group) Health Liquor Sales Co., Ltd. is a wholly-owned subsidiary of Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.;
- (12) Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd. is a wholly-owned subsidiary of Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.;

- (13) Kweichow Moutai Distillery (Group) Sanya Investment Co., Ltd. is a wholly-owned subsidiary of Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.;
- (14) Guizhou Maotai Ecological Agriculture Sales Co., Ltd. is a wholly-owned subsidiary of Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.;
- (15) Kweichow Moutai Logistics Park Grain Storage Co., Ltd. is a majority-owned subsidiary of Kweichow Moutai Distillery (Group) Logistics Co., Ltd.;
- (16) Guizhou Renhuai Shenren Packaging and Printing Co., Ltd. is a majority-owned subsidiary of Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.;
- (17) Guizhou Xijiu Sales Co., Ltd. is a wholly-owned subsidiary of Guizhou Xijiu Co., Ltd.;
- (18) GUI ZHOU NEW HUAXI GLASS CO., LTD is a majority-owned subsidiary of Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.;
- (19) Shanghai Rencai Printing Affairs Co., Ltd. is an associate of Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.;
- (20) Tianchao Shangpin Liquor Industry (Guizhou) Co., Ltd.: In 2022, Kweichow Moutai Distillery (Group) Technology Development Co., Ltd. transferred and sold all of its original 51% equity;
- (21) Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd. is a wholly-owned subsidiary of Kweichow Zunyi Moutai Airport Co., Ltd.;
- (22) Huagui Life Insurance Co., Ltd. is an associate of the parent company;
- (23) Guiyang GYB Financial Leasing Co., Ltd. is an associate of the parent company;
- (24) Bank of Guizhou Co., Ltd. is an associate of the parent company;
- (25) Guizhou Zunpeng Liquor Industry Co., Ltd. is a majority-owned subsidiary of Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.;
- (26) Kweichow Moutai Distillery (Group) Guiding Jingqi Glasswork Co., Ltd. is a wholly-owned subsidiary of Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.;
- (27) Kweichow Moutai Distillery (Group) Lvsheng Organic Fertilizer Co., Ltd. is a majority-owned subsidiary of Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.;
- (28) Guizhou Renhuai Renshuai Liquor Industry Co., Ltd. is a wholly-owned subsidiary of Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.;
- (29) Description of name and equity change of Guizhou Xijiu Co., Ltd.: In 2022, the controlling shareholder of the Company, China Kweichow Moutai Distillery (Group) Co., Ltd. released an announcement, proposing to transfer 82% equity of GUIZHOU MAOTAI DISTILLERT (GROUP) XIJIU CO., LTD. to State-owned Assets Supervision and Administration Commission of Guizhou Province. On December 22, 2022, the name of GUIZHOU MAOTAI DISTILLERT (GROUP) XIJIU CO., LTD. was changed to Guizhou Xijiu Co., Ltd.

11.4 Related transactions

A. Related transaction on purchase and sales of goods, and rendering and receipt of services

Purchase of goods/receipt of services

√Applicable □N/A

Unit: CNY

Related party	Related party transaction	Current period	Prior period
China Kweichow Moutai Distillery (Group) Co., Ltd.	Right to use the trademark	1,639,842,153.56	1,332,728,678.71
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	Goods transportation service	176,888,990.77	215,293,693.93
Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	Purchase of goods	261,924,856.26	186,644,711.14
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	Purchase of goods	186,087,312.72	242,357,820.96
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Purchase of goods	130,101,300.00	150,339,280.00

Gui Zhou New Huaxi Glass Co., Ltd	Purchase of goods	102,311,289.42	60,580,925.36
Guizhou Fuming Packaging Co. Ltd	Purchase of goods	88,324,091.21	73,963,369.22
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	Purchase of goods	63,728,794.52	109,617,071.39
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	Purchase of goods	159,019.22	33,274.34
Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	Purchase of goods	74,203.56	
Shanghai Rencai Printing Affairs Co., Ltd.	Purchase of goods		12,490,908.50
Guizhou Xijiu Co., Ltd.	Purchase of goods		2,892,054.00
Kweichow Moutai Liquor (Group) Health Liquor Sales Co., Ltd.	Purchase of goods		2,203,000.00
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Purchase of goods		1,766,767.13
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Purchase of offices		9,741,492.16
China Kweichow Moutai Distillery (Group) Co., Ltd.	Comprehensive service fee	194,415.10	379,394.43
Huagui Life Insurance Co., Ltd.	Purchase of insurances	499,610.16	477,500.00
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Labor cost	229,128,409.82	
Kweichow Moutai Liquor (Group) Health Liquor Sales Co., Ltd.	Labor cost		4,091,215.49
Hotel Management Company of Moutai Group	Labor cost	67,315,342.78	61,437,621.87
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	Labor cost	64,402,800.47	95,320,754.85
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Labor cost	25,273,693.09	201,743,603.42
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	Labor cost	5,224,867.44	573,223.59
Kweichow Moutai (group) International Travel Service Co., Ltd.	Labor cost	2,684,355.24	24,511,528.39
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Labor cost	1,939,970.05	15,019,725.64
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Labor cost	25,661.62	
Guizhou Xijiu Co., Ltd.	Acceptance of water supply services	5,064,200.00	3,925,458.51
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Other utility costs such as water, electricity and gas (purchase)	48,625.95	

Sales of goods/rendering of labor services

√Applicable □N/A

Unit: CNY

Related party	Related party transaction	Current period	Prior period
Kweichow Moutai Group Marketing Co., Ltd.	Sales of goods	5,241,503,023.90	5,193,690,831.85
Hotel Management Company of Moutai Group	Sales of goods	23,529,334.51	19,511,175.24
Shanghai Kweichow Moutai Industrial Co., Ltd.	Sales of goods	6,435,461.94	1,309,890.28
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	Sales of goods	2,999,915.04	4,778,230.09
Beijing Moutai Trading Co., Ltd.	Sales of goods	1,568,516.81	2,729,246.02
Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	Sales of goods	466,152.22	315,142.49
China Kweichow Moutai Distillery (Group) Co., Ltd.	Sales of goods	53,978.23	7,293,281.43
Guizhou Xijiu Co., Ltd.	Sales of goods		3,372,637.17
Shanghai Moutai Trading Co., Ltd.	Sales of goods		5,526,159.30
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Sales of goods		1,723,539.82
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	Labor cost	571,925.36	
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	Labor cost	239,611.71	
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Labor cost	86,782.75	682,486.89
Guizhou Xijiu Co., Ltd.	Labor cost		560,412.74
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	Labor cost		27,771.05

Notes to purchase or sale of goods, and rendering or receipt of labor services

Applicable N/A**B. Related entrusted management / contracting and entrusted management / outsourcing**

Entrusted management / contracting of the Company:

Applicable N/A

Description of related trusteeship / contract

Applicable N/A

Entrusted management / outsourcing of the Company

Applicable N/A

Description of related management / outsourcing

Applicable N/A**C. Related lease**

The Company as the lessor:

Applicable N/A

Unit: CNY

Lessee	Types of leased assets	Lease income in the current period	Lease income in the prior period
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China Kweichow Moutai Distillery (Group) Co., Ltd.	Plant and buildings	488,903.16	330,275.22
Kweichow Moutai Group Marketing Co., Ltd.	Plant and buildings	495,146.47	495,146.47

The Company as the lessee:
Applicable N/A

Unit: CNY

Lessor	Types of leased assets	Rental expenses of short-term lease and low-value asset lease subject to simplified treatment (if applicable)		Variable lease payments that are not included in the lease liabilities (if applicable)		Paid rent		Interest expenses on the lease liabilities assumed		Added right-of-use assets	
		Current period	Prior period	Current period	Prior period	Current period	Prior period	Current period	Prior period	Current period	Prior period
China Kweichow Moutai Distillery (Group) Co., Ltd.	Plant and buildings	864,000.00				864,000.00	4,752,406.27	4,683,241.02	5,142,834.35		157,301,942.56
China Kweichow Moutai Distillery (Group) Co., Ltd.	Land use rights					4,523,090.00	1,130,772.50	2,677,710.63	2,732,123.11		80,715,978.86
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	Plant and buildings					1,578,921.60	789,460.80	245,211.33	286,594.20		8,429,239.61
Kweichow Zunyi Moutai Airport Co., Ltd.	Plant and buildings	337,599.08	236,674.53			367,983.00					
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	Plant and buildings	3,582,654.81									
Beijing Moutai Trading Co., Ltd.	Plant and buildings	4,678.90				5,100.00					
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	Plant and buildings, machinery and equipment								914,430.26		32,394,379.61

Description of related lease
Applicable N/A

D. Remuneration of key management personnel

□Applicable √N/A

E. Other related party transactions

√Applicable □N/A

A. Kweichow Moutai Group Finance Co., Ltd. a majority-owned company of the Company, has businesses with its related parties in terms of deposit, loan, discount and letter of guarantee.

“Customer deposits and balances from banks and other financial institutions” mean the deposit balances and accrued interests of the related parties at Kweichow Moutai Group Finance Co., Ltd.; “Interest expenses” mean the interests on deposits payable by Kweichow Moutai Group Finance Co., Ltd. to the related parties; “Interest income” means the interest collected by Kweichow Moutai Group Finance Co., Ltd. from the related parties for its provision of the loan transaction; “Loans and advances” mean the loan balances provided by Kweichow Moutai Group Finance Co., Ltd. to the related parties. (Unit: CNY)

a. Customer deposits and balances from banks and other financial institutions

Related party	December 31, 2022
China Kweichow Moutai Distillery (Group) Co., Ltd.	3,334,281,673.28
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	1,655,007,713.02
Kweichow Moutai Group Marketing Co., Ltd.	4,349,581,600.42
Kweichow Moutai Liquor (Group) Health Liquor Sales Co., Ltd.	633,074,824.51
Kweichow Zunyi Moutai Airport Co., Ltd.	286,597,483.86
Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	157,012,780.22
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	152,061,971.18
Kweichow Moutaichun Marketing Company	208,380,623.01
ChangLi Moutai Liquor Trade Co., Ltd.	233,713,993.20
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	244,758,921.61
Guizhou Zunpeng Liquor Industry Co., Ltd.	294,795,599.01
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	300,901,972.62
Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	48,833,771.36
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	382,233,628.98
Kweichow Moutai Distillery (Group) Sanya Investment Co., Ltd.	89,086,167.96
Shanghai Moutai Trading Co., Ltd.	52,064,594.69
Beijing Moutai Trading Co., Ltd.	113,853,429.58
Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	19,698,475.42
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	7,340,557.09
Kweichow Moutai Distillery (Group) Guiding Jingqi Glasswork Co., Ltd.	60,916,598.81
Health Industry Co., Ltd. of Kweichow Moutai Group.	19,125,210.06
Guizhou Fuming Packaging Co. Ltd	11,394,642.58
Guizhou Jiuyuan Property Co., Ltd.	29,753,148.43
Kweichow Moutai (group) International Travel Service Co., Ltd.	26,094,729.25
Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.	23,867,085.01
Shanghai Kweichow Moutai Industrial Co., Ltd.	43,579,726.72
Kweichow Moutai Distillery Group Changli Liquor Co., Ltd.	6,874,199.52
Hotel Management Company of Moutai Group	50,995,943.44
Gui Zhou New Huaxi Glass Co., Ltd	24,457,923.23
Kweichow Moutai Distillery (Group) Guiyang Business Co., Ltd.	1,094,520.85

Kweichow Moutai Distillery (Group) Lvsheng Organic Fertilizer Co., Ltd.	711,787.31
Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.	208,512.26
Moutai Financial Leasing Co., Ltd	5,287.91
Moutai (Guizhou) Investment Management Co., Ltd.	4,032.97
Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	3,514.91
Maotai (Guizhou) Investment Fund (L.P.)	846.41
Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd.	27.95
Guizhou Renhuai Renshuai Liquor Industry Co., Ltd.	11,670,729.18
Kweichow Moutai Distillery (Group) Hongyingzi Agricultural Technology Development Co., Ltd.	5,107.60
Total	12,874,043,355.42

b. Interest expenses

Related party	Current reporting period
Guizhou Xijiu Sales Co., Ltd.	28,811,523.39
Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	27,445,198.75
Kweichow Moutai Group Marketing Co., Ltd.	17,622,560.74
China Kweichow Moutai Distillery (Group) Co., Ltd.	9,331,364.94
Kweichow Moutaichun Marketing Company	3,651,119.60
Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	2,538,298.58
ChangLi Moutai Liquor Trade Co., Ltd.	2,364,961.46
Guizhou Zunpeng Liquor Industry Co., Ltd.	2,534,657.65
Kweichow Moutai Liquorry (Group) Health Liquor Sales Co., Ltd.	1,601,934.07
Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	1,825,616.62
Kweichow Zunyi Moutai Airport Co., Ltd.	2,331,439.32
Kweichow Moutai Liquorry (Group) Health Liquor Co., Ltd.	602,628.76
Guizhou Baijin Liquor Sales Co., Ltd.	262,285.04
China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	712,081.81
Guizhou Jiuyuan Property Co., Ltd.	451,888.16
Health Industry Co., Ltd. of Kweichow Moutai Group.	228,228.42
Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	338,111.19
Guizhou Maotai Ecological Agriculture Sales Co., Ltd.	255,008.11
Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	815,661.10
Shanghai Moutai Trading Co., Ltd.	236,597.15
Beijing Moutai Trading Co., Ltd.	204,185.32
Kweichow Moutai Distillery (Group) Sanya Investment Co., Ltd.	242,065.55
Guizhou Xijiu Co., Ltd.	106,253.40
Kweichow Moutai Distillery (Group) Real Estate Investment Development Co., Ltd.	148,394.67
Guizhou Baijin Liquor Co., Ltd.	67,006.43

Shanghai Kweichow Moutai Industrial Co., Ltd.	99,284.51
Kweichow Moutai (group) International Travel Service Co., Ltd.	87,576.28
Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	108,806.11
Hotel Management Company of Moutai Group	117,010.65
Guizhou Fuming Packaging Co. Ltd	95,285.07
Kweichow Moutai Distillery Group Changli Liquor Co., Ltd.	59,060.03
Guizhou Renhuai Renshuai Liquor Industry Co., Ltd.	41,444.56
Gui Zhou New Huaxi Glass Co., Ltd	44,176.66
Kweichow Moutai Distillery (Group) Guiyang Business Co., Ltd.	20,844.06
Tianchao Shangpin Liquor Industry (Guizhou) Co., Ltd.	18,273.96
Kweichow Moutai Distillery (Group) Guiding Jingqi Glasswork Co., Ltd.	154,157.83
Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.	1,655.27
Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	1,100.33
Kweichow Moutai Distillery (Group) Hongyingzi Agricultural Technology Development Co., Ltd.	5,607.60
Kweichow Moutai Distillery (Group) Lvsheng Organic Fertilizer Co., Ltd.	803.24
Moutai Financial Leasing Co., Ltd	19.23
Moutai (Guizhou) Investment Management Co., Ltd.	14.67
Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	12.79
Maotai (Guizhou) Investment Fund (L.P.)	3.08
Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd.	0.08
Total	105,584,206.24

c. Loans and advances

Item	Related party	December 31, 2022
Mortgage loan	Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	57,730,000.00
Credit loan	China Kweichow Moutai Distillery (Group) Co., Ltd.	3,500,000,000.00
Total		3,557,730,000.00
Less: Provision for impairment of loans		88,943,250.00
Carrying amount of loans and advances		3,468,786,750.00

d. Interest income

Item	Related party	Current reporting period
Loan interest income	China Kweichow Moutai Distillery (Group) Co., Ltd.	126,595,256.84
Loan interest income	Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	359,002.00
Total		126,954,258.84

e. Entrusted loan

Principal	Borrower	December 31, 2022
Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.	Guizhou Hengdao Forestry and Agriculture Technology Development Co., Ltd.	9,955,184.18

f. Kweichow Moutai Group Finance Co., Ltd. a majority-owned company of the Company, has purchased the bonds issued by Guiyang GYB Financial Leasing Co., Ltd. from the open market at a cost of CNY 20 million. The interest income confirmed in the current period is CNY 0.86 million. As at the end of the period, the balance of the provision for impairment of this bond investment is CNY 0.01 million. The balance of the accrued interest is CNY 0.15 million. The carrying amount is CNY 20.14 million.

B. The deposit balance of the Company in Bank of Guizhou at the end of the period is CNY 20,851.24 million (including a large-amount deposit of CNY 2,000 million). The interest income of the current period is CNY 632.53 million. The investment income is CNY 63.84 million. Kweichow Moutai Group Finance Co., Ltd., a majority-owned company of the Company, has purchased the bonds issued by Bank of Guizhou Co., Ltd. from the open market at a cost of CNY 300 million. The interest income confirmed in the current period is CNY 3.7 million. As at the end of the period, the balance of the provision for impairment of this bond investment is CNY 0.17 million. The balance of the accrued interest is CNY 0.43 million. The carrying amount is CNY 300.25 million.

11.5 Receivables and payables of related parties

A. Receivables

√Applicable □N/A

Unit: CNY

Item	Related party	Closing balance		Opening balance	
		book balance	Bad debt provision	book balance	Bad debt provision
Other receivables	Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	100,000.00		100,000.00	
Other receivables	China Kweichow Moutai Distillery (Group) Co., Ltd.	88,817.40			

Other receivables of Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd. are the leasing security deposits to be paid by GUIZHOU MOUTAI CHIEW IMPORT AND EXPORT CO., LTD., a majority-owned company of the Company.

Other receivables of China Kweichow Moutai Distillery (Group) Co., Ltd. refer to receivable house rent of Guojiu Maotai Customized Marketing (Guizhou) Co., Ltd., a controlling subsidiary of the Company.

B. Payables

√Applicable □N/A

Unit: CNY

Item	Related party	Book balance at the end of the reporting period	Book balance at the beginning of the reporting period
Other payables	China Kweichow Moutai Distillery (Group) Co., Ltd.	907,115,478.82	806,014,062.86
Other payables	Kweichow Moutai Liquor (Group) Health Liquor Co., Ltd.	591,695.00	591,695.00
Other payables	Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	71,137,207.29	47,171,388.10
Other payables	Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	57,704,428.54	70,400,854.08

Other payables	Hotel Management Company of Moutai Group	4,416,637.72	4,510,977.34
Other payables	Shanghai Rencai Printing Affairs Co., Ltd.	1,400,000.00	1,395,000.00
Other payables	Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.	1,015,643.50	949,643.50
Other payables	Guizhou Fuming Packaging Co. Ltd	1,000,000.00	890,000.00
Other payables	Gui Zhou New Huaxi Glass Co., Ltd	1,000,000.00	888,000.00
Other payables	Chinese-Foreign Venture Dragon And Lion Cap Co., Ltd Zhuhai S.E.Z	1,000,000.00	965,000.00
Other payables	Kweichow Moutai Liquorry (Group) Health Liquor Sales Co., Ltd.		7,091,215.49
Other payables	Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	1,500,000.00	1,609,349.28
Other payables	Beijing Moutai Trading Co., Ltd.		700,000.00
Other payables	Kweichow Moutai Group Marketing Co., Ltd.	260,000.00	260,000.00
Other payables	Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	50,000.00	50,000.00
Other payables	Shanghai Kweichow Moutai Industrial Co., Ltd.	50,000.00	100,000.00
Other payables	Kweichow Moutai (Group) Ecological Agriculture Industry Development Co., Ltd.		23,777.50
Other payables	Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	13,710,130.00	158,992.00
Other payables	Guizhou Xijiu Co., Ltd.	0.39	504,376.93
Other payables	China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.	124,590.00	110,000.00
Other payables	Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	23,357.59	
Other payables	Huagui Life Insurance Co., Ltd.	37,375.00	
Other payables	Shanghai Moutai Trading Co., Ltd.		100,000.00
Other payables	Kweichow Moutai (group) International Travel Service Co., Ltd.		212,350.00
Other payables	ChangLi Moutai Liquor Trade Co., Ltd.		14,696.65
Accounts payable	Hotel Management Company of Moutai Group	3,069,258.03	4,840,909.43
Accounts payable	Kweichow Moutai Logistics Park Grain Storage Co., Ltd.	59,076,608.00	58,396,226.41
Accounts payable	Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.	986,180.26	14,855,345.00
Accounts payable	Kweichow Moutai Distillery (Group) Circular Economy Industrial Investment Development Co., Ltd.	8,776,190.66	15,019,725.64
Accounts payable	Guizhou Renhuai Shenren Packaging and Printing Co., Ltd.		16,181,715.39
Accounts payable	Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	47,212,974.54	43,448,338.14
Accounts payable	Kweichow Moutai Group Marketing Co., Ltd.		2,217.00
Accounts payable	Kweichow Moutai Liquorry (Group) Health Liquor Co., Ltd.	246,490,916.16	
Accounts payable	Guizhou Xijiu Co., Ltd.	5,064,200.00	
Contractual liabilities	Kweichow Moutai Group Marketing Co., Ltd.	75,925,710.62	79,358,066.37
Contractual liabilities	China Kweichow Moutai Distillery (Group) Cultural Tourism Co., Ltd.		2,978.76
Contractual liabilities	Shanghai Kweichow Moutai Industrial Co., Ltd.	390,966.37	41,444.25
Contractual liabilities	Beijing Moutai Trading Co., Ltd.	1,292,962.83	221,238.94
Contractual liabilities	Kweichow Zunyi Moutai Airport Ecological Park Investment and Development Co., Ltd.	10,036.28	38,221.24
Contractual liabilities	Kweichow Zunyi Moutai Airport Co., Ltd.		8,046.90

Contractual liabilities	Kweichow Moutai Distillery (Group) Logistics Co., Ltd.	5,306.19	
Leasing liabilities	China Kweichow Moutai Distillery (Group) Co., Ltd.	248,946,125.77	245,892,878.88
Leasing liabilities	Kweichow Moutai Distillery (Group) Guiyang High-tech Real Estate Investment Development Co., Ltd.	5,953,575.42	7,212,098.95
Leasing liabilities	Kweichow Moutai Distillery (Group) Technology Development Co., Ltd.		33,308,809.87

11.6 Commitment of related parties□Applicable N/A**11.7 Others**□Applicable N/A**12. Subsequent events****12.1 Important non-adjustment events**□Applicable N/A**12.2 Profit distribution**Applicable N/A

Unit: CNY

Profit or dividend to be distributed	32,549,341,195.80
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12.3 Sales return□Applicable N/A**12.4 Notes to other subsequent events after the balance sheet date**□Applicable N/A**13. Notes to major account of the Company's financial statements****13.1 Accounts receivable****A. Disclosure by aging**Applicable N/A

Unit: CNY

Aging	Closing book balance
Within 1 year	20,670,923,010.62
Subtotal for within 1 year	20,670,923,010.62
1-2 years	
2-3 years	
3-4 years	
4-5 years	
More than 5 years	
Total	20,670,923,010.62

B. Disclosed by bad debt provision methodsApplicable N/A

Unit: CNY

Category	Closing balance				Carrying amount	Opening balance				
	book balance		Bad debt provision			book balance		Bad debt provision		
	Amount	Proportion (%)	Amount	Proportion (%)		Amount	Proportion (%)	Amount	Proportion (%)	

Bad debt provision assessed individually										
Bad debt provision assessed by groups	20,670,923,010.62	100			20,670,923,010.62	1,480,080,983.77	100			1,480,080,983.77
Including:										
Combination of related parties within the scope of consolidation	20,670,923,010.62	100			20,670,923,010.62	1,480,080,983.77	100			1,480,080,983.77
Total	20,670,923,010.62	/		/	20,670,923,010.62	1,480,080,983.77	/		/	1,480,080,983.77

Bad debt provision assessed by groups:

Applicable N/A

C. Top five accounts receivable based on debtors

Applicable N/A

Unit: CNY

Entity	Closing balance	Proportion to total closing balance of accounts receivable (%)	Closing balance of bad debt provision
Kweichow Moutai Sales Co., Ltd.	18,219,591,126.66	88.14	
GUIZHOU MOUTAI CHIEW IMPORT AND EXPORT CO., LTD.	1,376,666,440.96	6.66	
Kweichow Moutai-Flavor Liquor Marketing Co., Ltd.	1,074,665,443.00	5.20	
Total	20,670,923,010.62	100.00	

13.2 Other receivables

A. Presentation of items

Applicable N/A

Unit: CNY

Item	Closing balance	Opening balance
Interest receivable		
Dividends receivable		
Other receivables	15,092,761.22	9,210,501.43
Total	15,092,761.22	9,210,501.43

B. Other receivables

a. Disclosure by aging

Applicable N/A

Unit: CNY

Aging	Book balance at the end of the reporting period
Within 1 year	14,654,823.06
Subtotal for within 1 year	14,654,823.06
1-2 years	492,822.00
2-3 years	
3-4 years	7,313.00
4-5 years	
More than 5 years	37,951.22
Total	15,192,909.28

b. Details of classification by nature

√Applicable □N/A

Unit: CNY

Nature	Book balance at the end of the reporting period	Book balance at the beginning of the reporting period
Petty cash	5,471,487.70	2,840,284.11
Current Account	9,721,421.58	11,579,530.20
Total	15,192,909.28	14,419,814.31

c. Details of bad debt provision

√Applicable □N/A

Unit: CNY

Bad debt provision	Stage I	Stage II	Stage III	Total
	12month ECL	Lifetime ECL (not impaired)	Lifetime ECL (impaired)	
As at January 1, 2022	81,167.43	5,128,145.45		5,209,312.88
Balance at 1 January 2022 in the current period				
-- Transfer to stage II	-25,626.74	25,626.74		
-- Transfer to stage III				
-- Reverse to stage II				
-- Reverse to stage I				
Provision	6,858.28	41,168.37		48,026.65
Reversal	56,898.95	2,480,192.52		2,537,091.47
Elimination				
Write-off		2,620,100.00		2,620,100.00
Other changes				
As at December 31, 2022	5,500.02	94,648.04		100,148.06

Explanations on significant changes in the book balance of other receivables where there are changes in provision for the current period:

□Applicable √N/A

d. Details of bad debt provision

√Applicable □N/A

Unit: CNY

Category	Opening balance	Changes in the current period				Closing balance
		Provision	Recovery or reversal	Elimination or write-off	Other changes	
Bad debt provision assessed by aging	5,209,312.88	48,026.65	2,537,091.47	2,620,100.00		100,148.06
Total	5,209,312.88	48,026.65	2,537,091.47	2,620,100.00		100,148.06

Significant recovery or reversal of bad debt provision for the current period:

□Applicable √N/A

e. Other receivables actually charged off in the current period

√Applicable □N/A

Unit: CNY

Item	Amount charged off
Other receivables actually charged off	2,620,100.00

Specifically, significant other receivables charged off:

□Applicable √N/A

Notes to charge-off of other receivables:

Applicable N/A

f. Top five other receivables based on debtors

Applicable N/A

Unit: CNY

Entity	Nature	Closing balance	Aging	Proportion to the total closing balance of other receivables (%)	Bad debt provision Closing balance
China Securities Depository and Clearing Co., Ltd. Shanghai Branch	Current Account	3,000,000.00	Within 1 year	19.75	
Chinese Research Academy of Environmental Sciences	Current Account	1,520,000.00	Within 1 year	10.00	
Luo Meng	Petty cash	638,979.43	Within 1 year	4.21	
Wu Lanlan	Petty cash	519,215.00	Within 1 year	3.42	
Luo Nanbo	Petty cash	502,197.00	Within 1 year	3.31	
Total	/	6,180,391.43	/	40.69	

A. Receivables of China Securities Depository and Clearing Corporation Limited Shanghai Branch are the service charges for distribution of cash dividends.

B. Receivables of Chinese Research Academy of Environmental Sciences are the prepaid COP15 forum fee for Moutai ecological civilization practice exchange and publicity.

C. Luo Meng is an employee of the Company, and the accounts are the borrowings for handling the litigation and anti-counterfeit businesses.

D. Wu Lanlan is an employee of the Company, and the money is borrowed for applying for license for the vehicle of the Company.

E. Luo Nanbo is an employee of the Company, and the accounts are the borrowings for handling the litigation and anti-counterfeit businesses.

13.3 Long-term equity investments

Applicable N/A

Unit: CNY

Item	Closing balance			Opening balance		
	book balance	Provision	Carrying amount	book balance	Provision	Carrying amount
Investment in subsidiaries	1,624,535,587.55		1,624,535,587.55	1,624,535,587.55		1,624,535,587.55
Total	1,624,535,587.55		1,624,535,587.55	1,624,535,587.55		1,624,535,587.55

Investments in subsidiaries

Applicable N/A

Unit: CNY

Investee	Opening balance	Increase in the current period	Decrease in the current period	Closing balance	Provision for impairment in the	Closing balance of provisions for impairment
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					current period	
Kweichow Moutai Sales Co., Ltd.	9,500,000.00			9,500,000.00		
GUIZHOU MOUTAI CHIEW IMPORT AND EXPORT CO., LTD.	5,600,000.00			5,600,000.00		
Kweichow Moutai Group Finance Co., Ltd.	1,275,000,000.00			1,275,000,000.00		
Moutai Custom Marketing (Guizhou) Co., Ltd.	14,000,000.00			14,000,000.00		
Beijing Friendship Messenger Trading Co., Ltd.	22,507,157.75			22,507,157.75		
Kweichow Moutai Paris Trading	80,728,429.80			80,728,429.80		
Guizhou Laymau Liquor Industry Co., Ltd.	17,200,000.00			17,200,000.00		
Kweichow Moutai-Flavor Liquor Marketing Co., Ltd.	200,000,000.00			200,000,000.00		
Total	1,624,535,587.55			1,624,535,587.55		

13.4 Operating revenue and costs of sales

A. Operating revenue and costs of sales

Applicable N/A

Unit: CNY

Item	Current period		Prior period	
	Revenue	Cost	Revenue	Cost
Main business	70,970,544,362.02	10,230,567,077.09	37,237,062,420.65	8,898,857,511.93
Others	331,252,514.91	189,675,060.37	107,836,543.52	93,055,316.44
Total	71,301,796,876.93	10,420,242,137.46	37,344,898,964.17	8,991,912,828.37

Note: Other business revenue and costs are mainly the revenue and costs of the business of Moutai International Hotel and ice cream business.

B. Description of performance obligation

Applicable N/A

The revenue is confirmed when the customer acquires the control of the goods agreed in the contract and the Company fulfills the contract performance obligation.

C. Description of allocation to the remaining performance obligations

Applicable N/A

The revenue of the performance obligations which have been contracted but not fulfilled or not completely fulfilled in the current reporting period is CNY 1,179,446.26.

13.5 Investment income

Applicable N/A

Unit: CNY

Item	Current period	Prior period
Income from long-term equity investments under cost method	47,596,490,707.35	44,741,153,786.43
Income from long-term equity investments under equity method		
Investment income on disposal of long-term equity investments		
Investment income from holding held-for-trading financial assets		

Dividend income from holding investments in other equity instruments		
Interest income from holding debt investments		
Interest income from holding other debt investments		
Investment income from disposal of held-for-trading financial assets		
Investment income from disposal of investments in other equity instruments		
Investment income from disposal of debt investments		
Investment income from disposal of other debt investments		
Income from debt reconstruction		
Investment income from disposal of other debt investments		-1,505,395.94
Interest income from holding large-amount deposits	63,840,000.00	59,761,333.33
Total	47,660,330,707.35	44,799,409,723.82

14. Supplementary information

14.1 Details of current non-recurring profit and loss

√Applicable □N/A

Unit: CNY

Item	Amount	Description
Gains and losses on disposal of non-current assets	-20,567,757.19	
Government grant included in the current profit and loss (except for the government grant which are closely related to the business of the company and are in accordance with the national unified standard quota)	14,973,304.55	
Other non-operating income and expenses except the above items	-157,251,041.33	
Other profit and loss items conforming to the definition of non-recurring profit and loss	63,840,000.00	
Less: The impact of income tax	-24,751,373.49	
The impact on non-controlling interests(After tax)	1,174,838.97	
Total	-75,428,959.45	

The reasons shall be explained for the non-recurring profit and loss items defined by the company according to the definition of “explanatory Announcement No. 1 of information disclosure of companies offering securities to the public - non recurring profit and loss” and the items of non-recurring profit and loss listed in the explanatory announcement of information disclosure of companies offering securities to the public No. 1 - non recurring profit and loss as recurring profit and loss items.

□Applicable √N/A

14.2 Return on net assets and earnings per share

√Applicable □N/A

Profit in the reporting period	Weighted Average return on net assets (%)	Earnings per share	
		Basic earnings per share	Diluted earnings per share
Net profit attributable to ordinary shareholders of the company	30.26	49.93	49.93
Net profit attributable to ordinary shareholders of the company after deducting non-recurring profit and loss	30.29	49.99	49.99

14.3 Differences of accounting data under domestic and foreign accounting standards

Applicable N/A

Chairman: Ding Xiongjun

Date of approval and submission by the Board: March 29, 2023

Amendment

Applicable N/A