会稽山绍兴酒股份有限公司

(Kuaijishan Shaoxing Rice Wine Co., Ltd)

浙江省绍兴市柯桥区鉴湖路 1053 号

首次公开发行股票招股意向书摘要

保荐人（主承销商）

CICC
中金公司

[illegible]

[illegible]

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2014 22,743.05 2013 16.64%

4,996.56 2013 14.87% 2014

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	2013 12 31

	6 6 20 6 6 7 5 6 1 2 25% 3 4 5 6 6 20 6 6 7 5 6

	6,770 5,300 210 500 50 100 10 540 60 - *0.5

	Kuaijishan Shaoxing Rice Wine Co., Ltd
	KJS
	1993 10 18
	3
	3
	1053
	312030
	(0575) 8118 8579
	(0575) 8488 9773
	www.kuaijishanwine.com
	ir_kjs@kuaijishanwine.com

20,000 2007 9 29

330621000000120

1		13,200	44.00%
2		10,200	34.00%
3		5,000	16.66%
4		800	2.67%
5		800	2.67%
		30,000	100%

	30,000	100%	30,000	75.00%
	13,200	44.00%	13,200	33.00%
	10,200	34.00%	10,200	25.50%
	5,000	16.66%	5,000	12.50%
	800	2.67%	800	2.00%
	800	2.67%	800	2.00%
	-	-	10,000	25.00%
	-	-	10,000	25.00%
	30,000	100%	40,000	100%

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	2013	2012	2011

	48,688.61	15,896.75	32,791.86	67.35%
	800.82	484.08	316.74	39.55%
	35,339.09	19,049.85	16,289.23	46.09%
	1,604.70	1,005.69	599.01	37.33%
	86,433.21	36,436.37	49,996.84	57.84%

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2014 3 27 32 35.39

2014 3 27 18 70.05

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3,430.57

153.97

324.63 2011

8,000

345.10

2012 4

2,461.54

94.61

268.25 2012

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54.78

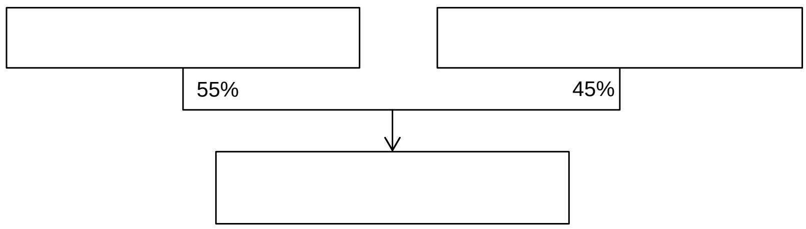
2013 4

1,365.66

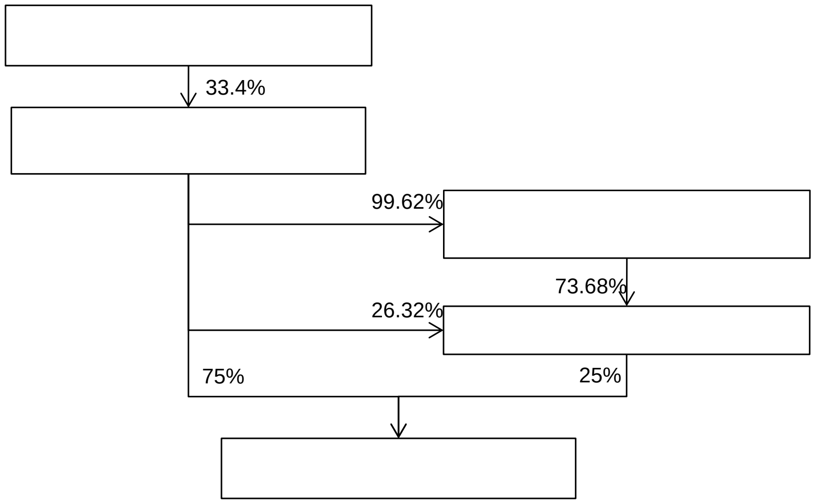
2013 1-12

137.06

1985 3 27 50,000



2004 6 21 900



1-12

2011 5 11

2010

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	2013		2012		2011	
	2,482,556.98	0.266%	2,320,935.59	0.294%	4,397,052.34	0.499%
	-	-	370,573.33	0.038%	-	-
	9,487.18	0.001%	-	-	-	-
	-	-	-	-	559,728.23	0.064%

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			1959	2013 9 27 2016 9 26		
			1964	2013 9 27 2016 9 26		
			1954	2013 9 27 2016 9 26		
			1959	2013 9 27 2016 9 26	746	
			1973	2013 9 27 2016 9 26		

			1971	2013 9 27 2016 9 26		
			1963	2013 9 27 2016 9 26		
			1963	2013 9 27 2016 9 26		
			1962	2013 9 27 2016 9 26		

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		230,000
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		150,000
		160,000
		250,000

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2013 9 2014 9 3
5 3 2013

1996 1 23

112 18 28,500

44.00%

28.72%

1954 10

33062119541029****

[2014] 98

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	2013 12 31	2012 12 31	2011 12 31
	102,936.30	99,388.86	101,549.30
	103,945.95	86,214.32	69,827.90
	206,882.25	185,603.18	171,377.20

	2013 12 31	2012 12 31	2011 12 31
	79,343.65	78,583.24	83,219.35
	30,523.93	22,350.00	10,200.00

	2013	2012	2011
	22,135.71	23,364.41	20,786.47
	16.36	10.69	9.14
	12.52	13.51	11.45
	0.81	0.88	0.82
	13.94%	16.33%	15.40%
/	0.41	0.42	0.37

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12

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80%

40%

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2011 3 26 2011

13,189.59 6,000

2012 3 21 2011

18,250.09 6,000

2013 3 8 2013 3 28

2012 2012

2014 2 12 2014 2013

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2014 3 27

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1999 5 26 6,671.41

6,671.41 88

86.63%

2013

12 31 22,558.54 15,678.59 2013

960.58

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2001 12 30 300

300 287

2013 12 31

2,89096 299.31 2013 20.44

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2004 8 20 200

200 175 C8

2013 9 27

2013 12 31

2.19 -693.32 2013 -13.71

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2005 10 28

1,000 1,000

2053 201 43

2013 12 31

1,949.71 -1,581.85 2013 -129.37

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2010 12 22 1,000

1,000 88

3101 94%

6%

2013 12 31

1,359.36 1,092.07 2013

29.71

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4	41,804	37,602	5	2009	2010	2011	2012	2013
				3,672	5,043	13,599	12,302	6,754

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ACMR 2012

48%

87%

3 2013 2014

2013

2013 2012

97,482.11 2013 93,381.43 4.21% 2012

12,712.09 2013 12,514.73 1.55%

2014 22,743.05 2013 16.64%

4,996.56 2013 14.87% 2014

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	1 2 27 28	010 6505 1166	010 6505 1156	
	1 A 4	021 68598025/6859801	021 68598098	
	15	0571 8577 5888	0571 8577 5643	
	128	0571 8785 5325	0571 8755 9003	
	166	021 3887 4800	021 5875 4185	

	2014 7 18 2014 7 21
	2014 7 23 2014 7 24
	2014 7 24
	2014 7 23

( )

9:00 - 11:00 14:00 - 17:00

www.kuaijishanwine.com

http://www.sse.com.cn

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会稽山绍兴酒股份有限公司

2014年7月14日