



Stock Data

Share Price(03/04/13).....HK\$ 2.90
52-week range.....HK\$1.71- \$3.81
FY12 P/E..... 4.23 times
Market Capitalization....HK\$ 2.96 B
(H Share)

Sales Performance for March 2013

In March 2013, BCL achieved contracted sales area of 135,000 sq. m., while the corresponding contracted sales amounted to RMB1,110 million. As at the end of March 2013, the total contracted sales area accumulated to 276,000 sq. m., representing a yoy decrease of 14%, while contracted sales amounted to RMB2.4 billion, representing an **increase of 10%** as compared to the same period of last year. Meanwhile, the accumulated subscribed yet un-contracted sales amounted to RMB 1 billion.

Contracted Sales for Jan – Mar 2013 reached RMB **2.4 billion**, representing a yoy increase of 10%
Sales Target of 2013 at RMB **20 billion**

Company Profile

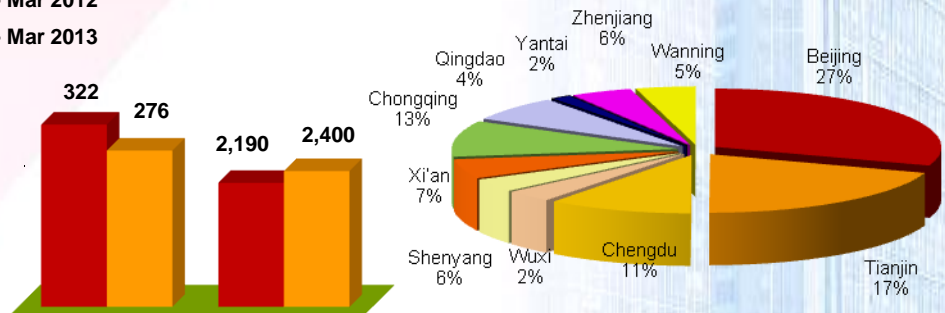
BCL is one of the leading integrated property developers in China. The company has developed four mature business sectors including developing mid- to high-end residential properties, residential integrated projects, land development and integrated projects in high-end cities. BCL has over 40 projects for sale in Beijing, Tianjin, Shenyang, Qingdao, Yantai, Chengdu, Chongqing, Xi'an, Wuxi, Huzhou, Zhenjiang, Jiangyin, Hai'nan etc. The Capital Group, one of Beijing's largest enterprises and under the direct supervision of the Beijing Municipal Government, is the parent company of BCL.

Annex: Sales Breakdown for March 2013

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)		Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)
Beijing and Tianjin	31	410	Core projects	102	880
Other regions	104	700	Non-core projects	33	230
Total	135	1,110	Total	135	1,110

■ Jan - Mar 2012

■ Jan - Mar 2013



Contact Us

Bryan Feng
Beijing Capital Land – Head of Investor Relations
Tel: +852 2869 3288
+86 10 6652 3080
Email: fengyj@bjcapitalland.com.cn

iPR Ogilvy
Tel: +852 2136 6182
Fax: +852 3170 6606
Email: bcl@iprogilvy.com

Contracted Sales Area ('000 sq. m.) Contracted Sales Amount (RMB million)

Contract Sales Breakdown by Region from Jan to Mar 2013

Newly Acquired Land Bank

In March, the Company continued to enhance its leading position in the markets of Beijing and Tianjin by acquiring a 510,000 sq.m. land parcel in Hongnihe Road, Jinnan District, Tianjin with total GFA of 620,000 sq.m. The residential portion of the project will have GFA of 460,000 sq.m., targeting the local owner-occupier demand for small and medium-sized flats.

The project is located in Xinzhuang Town of Jinnan District by the bank of Haihe River. The area along the river has been earmarked by the government for development. The project is close to the Outer Ring Metro Line and other subway lines under planning such as No. 6 Subway Line, extension of No. 1 Subway Line and Z1 Subway Line. The project enjoys the potential for development and convenient transportation.

Due to the uncertainty incurred in the calculation of the sales figures, discrepancy may exist between the information disclosed above and the periodic reports. Therefore, investors can only treat the disclosed information as periodical references.

