



## Stock Data

Share Price.....HK\$3.15  
52-week range HK\$2.55 – HK\$3.54  
FY13 P/E..... 3.30 times  
FY14 P/E (Forward) ..... 2.89 times  
Market Capitalization...HK\$6.486 bn

\*Source: Bloomberg, as of 5/3/2014

## Sales Performance for February 2014

In February 2014, BCL achieved contracted sales area of 56,000 sq. m., while the corresponding contracted sales amounted to approximately RMB440 million. As at the end of February 2014, the cumulative contracted sales area amounted to approximately 102,000 sq. m., and the cumulative contracted sales amounted to approximately RMB890 million. Meanwhile, as at the end of February 2014, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.1 billion.

Under the impact of the Spring Festival holiday and due to the off-season effects in the property sector, BCL recorded a relatively low sales volume from January to February. As more new projects will be launched after March, the sales are expected to increase rapidly.

## Company Profile

Beijing Capital Land Limited ("BCL") is one of the leading integrated property developers in China. The company is principally engaged in developing mid- to high-end residential properties which are supplemented by prime commercial properties highlighting the prominent edge of its integrated operational ability in diversifying properties portfolio. In addition to various prime locations in the capital city, BCL also expanded into markets outside Beijing and has acquired land in Shanghai, Tianjin, Shenyang, Qingdao, Yantai, Xi'an, Chengdu, Chongqing, Wuxi, Huzhou, Kunshan and Hainan respectively since 2005. 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.

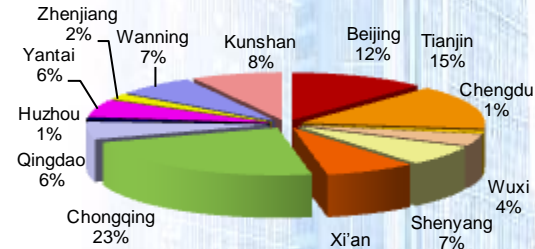
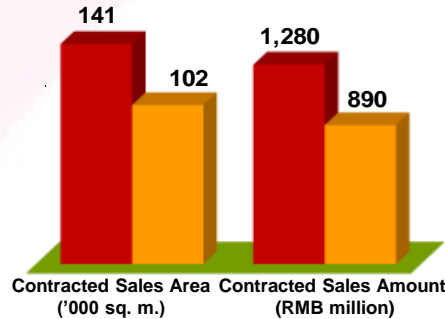
## Contracted sales target for 2014 at RMB28 billion

### Annex: Sales Breakdown for February 2014

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)
Beijing & Tianjin	8	90
Other regions	48	350
<b>Total</b>	<b>56</b>	<b>440</b>

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)
Core projects	45	360
Non-core projects	11	80
<b>Total</b>	<b>56</b>	<b>440</b>

■ Jan-Feb 2013  
■ Jan-Feb 2014



Breakdown of Contracted Sales Amount for Jan-Feb 2014

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## Capital Operation

In February 2014, an overseas wholly-owned subsidiary of BCL successfully established a US\$1 billion guaranteed medium term note and perpetual securities programme. Under the programme, BCL has issued drawdown notes in an aggregate nominal amount of RMB2.25 billion. These included a RMB2 billion three-year note at a coupon rate of 5.75% and a RMB250 million five-year note at a coupon rate of 6.875%. The programme is set to provide more sufficient low-cost funding to the Company.

## Land Investment

In January and February 2014, BCL focused on the strategy of developing urban core complex and obtained three residential land plots in Zhaoquanying Town, Shunyi District, Beijing and Daxingzhuang Town, Pingu District, Beijing. The total GFA of the three land plots amounted to 490,000 sq. m. and the ground area amounted to 410,000 sq. m. These three projects are expected to be launched for sales within the year.

Due to uncertainties incurred in the calculation of the sales figures, discrepancies may exist between the information disclosed above and the periodic reports. Therefore, investors are advised to treat the information disclosed in this letter as periodic references only.

