



Stock Data

Share Price.....HK\$2.97
52-week range HK\$2.55 – HK\$3.54
FY13 P/E..... 3.16 times
FY14 P/E (Forward) 2.76 times
Market Capitalization...HK\$6.116 bn

*Source: Bloomberg, as of 3/4/2014

Sales Performance for March 2014

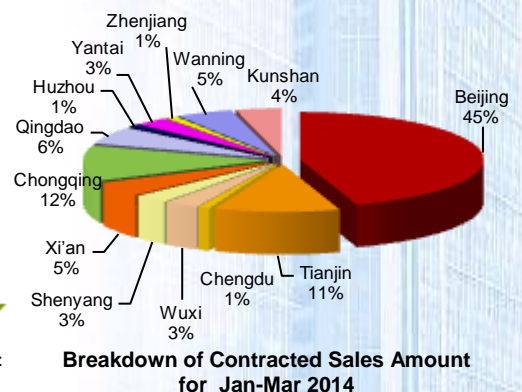
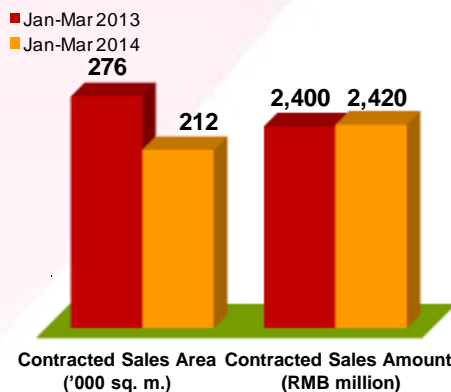
In March 2014, BCL achieved contracted sales area of 111,000 sq. m., while the corresponding contracted sales amounted to approximately RMB1,520 million, representing an increase of 37% over the same period last year. As at the end of March 2014, the cumulative contracted sales area amounted to approximately 212,000 sq. m., and the cumulative contracted sales amounted to approximately RMB2,420 million, largely the same with last year. Meanwhile, as at the end of March 2014, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.1 billion.

Annex: Sales Breakdown for March 2014

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)	
Beijing & Tianjin	56	1,130	Core projects	98	1,420
Other regions	55	390	Non-core projects	13	100
Total	111	1,520	Total	111	1,520

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.



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Capital Operation

On 28 March 2014, BCL issued a RMB1 billion drawdown note under the medium term note programme. It was a three-year note at a coupon rate of 5.75%, issued at 100.5% of its face value.

On 10 February 2014, BCL successfully established the US\$1 billion guaranteed medium term note programme and issued the first batch of drawdown notes in an amount of RMB2.25 billion. Including this RMB1 billion note, BCL has issued drawdown notes in an aggregate nominal amount of RMB3.25 billion.

Popular Project

In March 2014, BCL launched eastern area of Beijing Novotown phase two, offering 516 units in total and achieving a subscription rate of 90%. The project's contracted sales area amounted to 38,000 sq.m. and the contracted sales amounted to approximately RMB830 million.

The Beijing Novotown project is located in Fangshan District of Beijing, and is a part of the "Residence + Outlets Complex" together with the Beijing Outlets. The Beijing Outlets was successfully launched on 1 May 2013, paving the way for the sales of the residential section of the complex.



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.

