



## Stock Data

Share Price.....HK\$2.51  
52-week range HK\$2.49 – HK\$3.54  
FY13 P/E..... 2.68 times  
FY14 P/E (Forward) ..... 2.29 times  
Market Capitalization...HK\$5.169 bn

\*Source: Bloomberg, as of 7/5/2014

## Sales Performance for April 2014

In April 2014, BCL achieved contracted sales area of 195,000 sq. m., while the corresponding contracted sales amounted to approximately RMB1.58 billion, representing an increase of 74% over the same period last year, or an increase of 4% compared with March 2014. As at the end of April 2014, the cumulative contracted sales area amounted to approximately 407,000 sq. m., and the cumulative contracted sales amounted to approximately RMB4.0 billion, representing an increase of 21% over the same period last year. Meanwhile, as at the end of April 2014, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.9 billion.

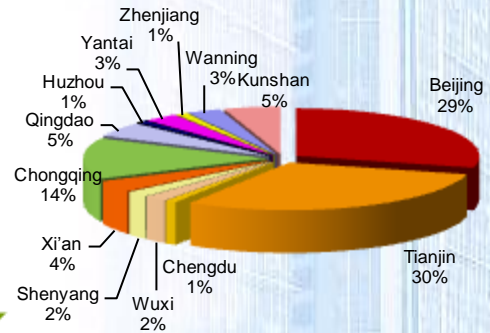
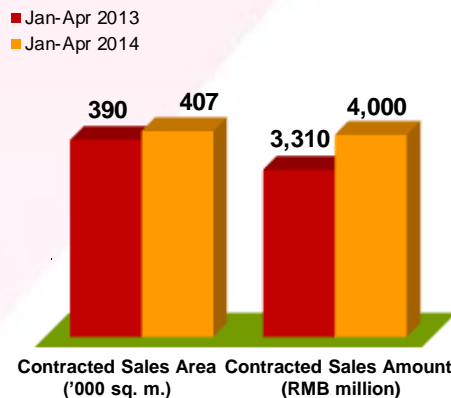
### Annex: Sales Breakdown for April 2014

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)
Beijing & Tianjin	119	970
Other regions	76	610
<b>Total</b>	<b>195</b>	<b>1,580</b>

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)
Core projects	170	1,370
Non-core projects	25	210
<b>Total</b>	<b>195</b>	<b>1,580</b>

## 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.



**Breakdown of Contracted Sales Amount for Jan-Apr 2014**

## Primary Land Development and Investment

In April 2014, BCL sold the 1-1 land plot of the primary land development project in Wuqing, Tianjin for RMB600 million, representing a 200% premium over the asking price. As several land developers have entered this area, the land value of the area continued to grow.

In April 2014, BCL acquired the No. 4 land plot project in Zhaoquanying Town in Shunyi District in the open market. The project's total area for development is 111,000 sq.m. and the planned GFA is 164,000 sq.m.

## Popular Project

In April 2014, BCL launched phase two of the Ealing project for sale, offering approximately 200 units in total and achieving a subscription rate of 80%. The project's contracted sales area amounted to 17,000 sq.m. and the contracted sales amounted to approximately RMB350 million.

The Ealing project is located in Fangshan District of Beijing, adjacent to the district's government offices and the expressways, and enjoys quality ancillary facilities around the community. It is a rapid turnover project with strong demand from owner-occupiers. The popularity of this project significantly raised BCL's brand awareness and competitive edge in the region.

## Contact Us

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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.

