



### Stock Data

Share Price.....HK\$6.15  
52-week range HK\$2.40 – HK\$7.39  
FY14 P/E..... 5.87 times  
FY15 P/E (Forward) ..... 5.20 times  
Market Capitalization...HK\$12.472bn

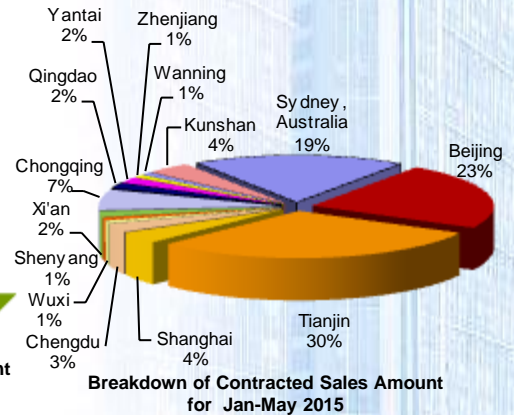
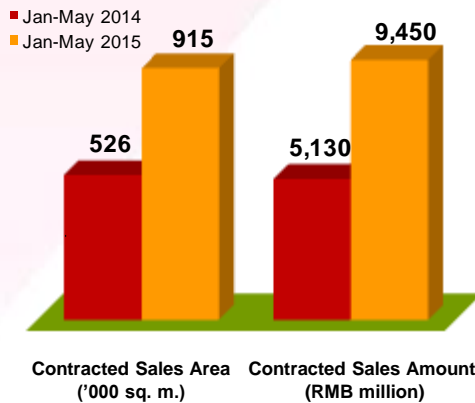
\*Source: Bloomberg, as of 2/6/2015

### Sales Performance for May 2015

In May 2015, BCL achieved total contracted sales area of 191,000 sq. m., representing an increase of 60.5% over the same period last year, while the corresponding contracted sales amounted to approximately RMB2.14 billion, representing an increase of 88.9% over the same period last year. As at the end of May 2015, the cumulative contracted sales area amounted to approximately 915,000 sq. m., representing an increase of 73.9% over the same period last year, and the cumulative contracted sales amounted to approximately RMB9.45 billion, representing an increase of 84.4% over the same period last year. Meanwhile, as at the end of May 2015, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.52 billion.

#### Annex: Sales Breakdown for May 2015

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)	
Beijing & Tianjin	62	690	Core projects	130	1,260
Other regions	129	1,450	Non-core projects	61	880
<b>Total</b>	<b>191</b>	<b>2,140</b>	<b>Total</b>	<b>191</b>	<b>2,140</b>



### Company Profile

Beijing Capital Land Ltd. ("BCL", stock code: 2868.HK) is one of the leading integrated property developers in China. Aspiring to be "the Most Valuable Comprehensive Property Developer" in China, the Company focuses on three core business lines: Residential Property, "Residence + Outlet" Complex, and Urban Core Complex. This is complemented by innovative businesses such as primary land development. The Company differentiates itself from its peers through its fully integrated operations and the seamless coordination among all business lines, which helps to increase competitiveness. The Company focuses on five core cities: Beijing, Shanghai, Tianjin, Chongqing and Chengdu. The Company is committed to its strategy of "maximizing scale, accelerating turnover, destocking and optimizing business structure" and focuses on high turnover and home-buyer oriented products. Beijing Capital Group, one of Beijing's largest enterprises and under the direct supervision of the Beijing Municipal Government, is the parent company of BCL.

### Contact Us

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### Successful Issue of Domestic Corporate Bonds

In May 2015, BCL successfully issued 5-year domestic corporate bonds in the PRC with a principal amount of RMB3 billion and with a coupon rate of 4.58%. The bonds have a credit rating of AA+ and are listed on the Shanghai Stock Exchange. The bond issue marked the lowest coupon rate among all domestic corporate bonds issued by developers in China. BCL will use the proceeds to repay existing bank loans in order to lower the company's cost of debt.

### New Opportunities for Industrial Real Estate

On May 21, Beijing Capital Group signed a framework agreement with Zhongguancun Development Group to develop the Zhongguancun Integrated Circuit Park together. Located in the core area of the Yongfeng Industrial Base in the north of Zhongguancun, the project has a GFA of approximately 220,000 sq.m. As the property arm of Beijing Capital Group, BCL is set to capitalize on the new opportunities for industrial real estate riding on this project.



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.

