



### Stock Data

Share Price.....HK\$3.57  
52-week range HK\$2.62 – HK\$7.39  
FY14 P/E..... 3.44 times  
FY15 P/E (Forward) ..... 3.11 times  
Market Capitalization...HK\$7.24bn

\*Source: Bloomberg, as of 3/8/2015

### Sales Performance for July 2015

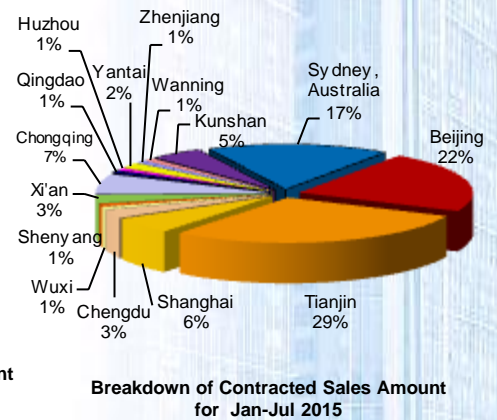
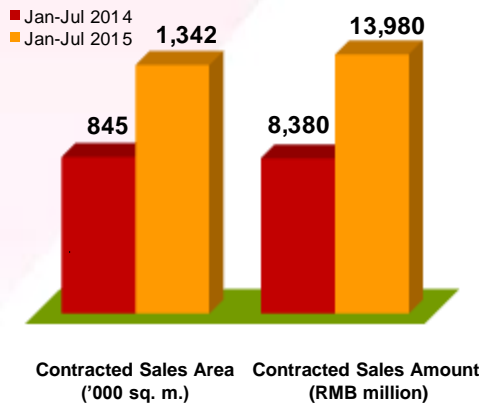
In July 2015, BCL achieved total contracted sales area of 142,000 sq. m., representing an increase of 24.7% over the same period last year, while the corresponding contracted sales amounted to approximately RMB1.86 billion, representing an increase of 15.8% over the same period last year. As at the end of July 2015, the cumulative contracted sales area amounted to approximately 1,342,000 sq. m., representing an increase of 58.8% over the same period last year, and the cumulative contracted sales amounted to approximately RMB13.98 billion, representing an increase of 66.8% over the same period last year. Meanwhile, as at the end of July 2015, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.5 billion.

#### Annex: Sales Breakdown for July 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	65	710	Core projects	120	1,260
Other regions	77	1,150	Non-core projects	22	600
<b>Total</b>	<b>142</b>	<b>1,860</b>	<b>Total</b>	<b>142</b>	<b>1,860</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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### Land Investment

In July, BCL successfully acquired the land plot for its Nanchang Outlet Complex with a GFA of 194,000 sq.m. and an above-the-ground GFA of 122,000 sq.m. Located in the core area of Xinjian County, Nanchang, the project is adjacent to the economic development zone and several major roads of the city. The region's core residential and commercial areas are within 3km from the project, and it is planned to build an outlet complex that includes retail, F&B, leisure and entertainment.

### Property Collaboration

In July, BCL and Vanke established Shouwan Yuye Property Management Service Company Limited, in which BCL owns 51% of shares. The new established property company will introduce Vanke's "Rui Butler" property management model, providing full services to BCL's future development projects.



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.

