



Stock Data

Share Price.....HK\$3.41
52-week range HK\$2.63 – HK\$7.39
FY14 P/E (Trailing)..... 3.73 times
FY15 P/E (Forward) 3.65 times
Market Capitalization...HK\$6.915bn

*Source: Bloomberg, as of 8/10/2015

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.

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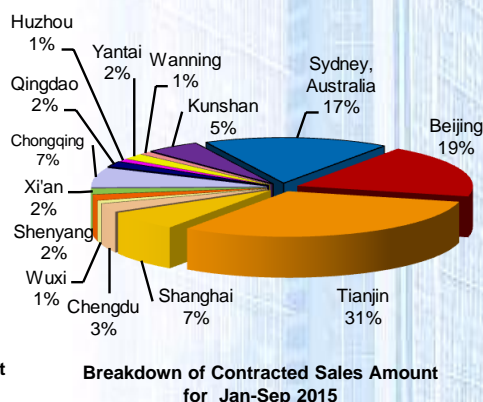
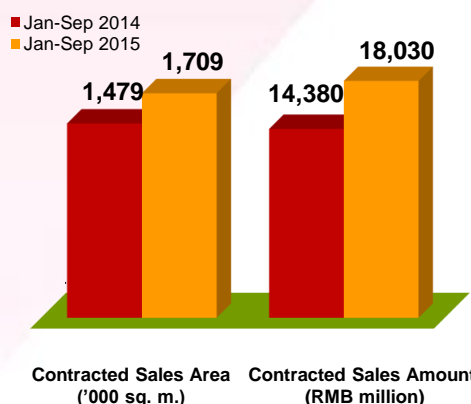
Sales Performance for September 2015

In September 2015, BCL achieved total contracted sales area of 154,000 sq. m., while the corresponding contracted sales amounted to approximately RMB2.01 billion. As at the end of September 2015, the cumulative contracted sales area amounted to approximately 1,709,000 sq.m., representing an increase of 15.6% over the same period last year, and the cumulative contracted sales amounted to approximately RMB18.03 billion, representing an increase of 25.4% over the same period last year. Meanwhile, as at the end of September 2015, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.24 billion.

Annex: Sales Breakdown for September 2015

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing & Tianjin	62	740
Other regions	92	1,270
Total	154	2,010

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core projects	123	1,170
Non-core projects	31	840
Total	154	2,010



Domestic Shares Placement

On 28 September 2015, BCL's domestic shares placement to Beijing Capital Group raising RMB3.08 billion was approved at the EGM and Class Meetings. The domestic shares placement is expected to enhance BCL's capital structure, and support its strategic focus and development. Also, as Beijing Capital Group's shareholding in BCL increased, Beijing Capital Group will be able to provide more support to BCL in respect of credit rating and resources, and further strengthen the synergies of its infrastructure, environmental protection and finance business segments with the real estate business.

Land Investment

In September, BCL successfully acquired an outlet project in Fuyang District, Hangzhou. With above-the-ground GFA of 153,000 sq.m. and surrounded by highways connecting downtown Hangzhou and Fuyang District, the project is set to benefit from the economic development of both areas. It enjoys a convenient transportation network as the Hangzhou-Huangshan Intercity Railway and the Metro Line No. 6 will launch for service in the coming years. It is the sixth outlet project of BCL.

In September, BCL successfully acquired the 53-04 land plot in Qingpu District, Shanghai. With a site area of 32,000 sq.m. and above-the-ground GFA of 63,000 sq.m., the project will focus on residential products. Adjacent to Dianshanhu Avenue station of the Shanghai Metro Line No. 17 which is currently under construction, the project is only 5 km away from the exits of Shanghai-Chongqing Expressway and Shanghai Suburb Ring Expressway. Its neighboring project, The Happiness, also developed by BCL, is right across the Dianshanhu Avenue.

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.

