



Stock Data

Share Price.....HK\$3.13
52-week range HK\$2.60 – HK\$7.39
FY14 P/E (Trailing)..... 3.52 times
FY15 P/E (Forward) 4.06 times
Market Capitalization...HK\$9.478bn

*Source: Bloomberg, as of 2/3/2016

Sales Performance for January-February 2016

In January and February 2016, BCL achieved total contracted sales area of 110,000 sq.m. The corresponding contracted sales amounted to approximately RMB1.4 billion, representing a decrease of 24.1% over the same period last year. The average selling price was RMB13,000/sq.m., representing an increase of 36.1% over the same period last year. As at the end of February 2016, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.32 billion.

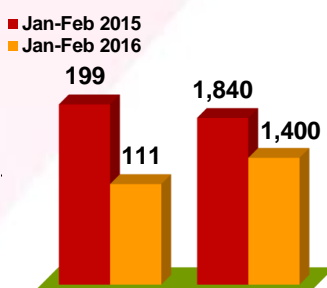
Annex: Sales Breakdown for January-February 2016

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	55	990
Other regions	56	410
Total	111	1,400

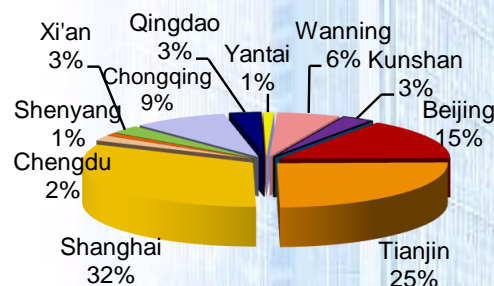
	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	72	820
Non-core Projects	39	580
Total	111	1,400

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, Integrated Outlets, 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.



Contracted Sales Area ('000 sq. m.) Contracted Sales Amount (RMB million)



Breakdown of Contracted Sales Amount for Jan-Feb 2016

Contact Us

Bryan Feng
Beijing Capital Land
General Manager (HK Headquarters)
Head of Investor Relations
Tel: +852 2869 3288
+86 10 6652 3240
Email: ir@bjcapitalland.com.cn

Christensen China Limited
Tel: +852 2117 0861
Fax: +852 2117 0869
Email: bjcapitalland@christensenir.com

Land Investment

In January, BCL's commercial property platform BCL Juda (Stock Code: 1329.HK) successfully acquired an outlets land plot in Gaoxin District, Xi'an with a construction area of 81,000 sq.m. and a planned GFA of 122,000 sq.m. It will be develop Hi-tech Industries Development Zone into an international shopping mall in Xi'an and will become a leisure holiday destination for the city. Located in the Samsung international community area and adjacent to the Beijing-Kunming Expressway and the Samsung Highway, the project is poised to address future demand from downtown Xi'an, the core area of the Hi-tech Industries Development Zone, as well as Chang'an University City.

In January, BCL successfully acquired the Xujing Town Project in Qingpu District, Shanghai with a construction area of 17,000 sq.m. and a planned GFA of 19,000 sq.m. It will be developed into terraced houses and town houses in a low-density residential area with waterfront gardens. Located in the villa district in the west of the city, the project is adjacent to the Hongqiao Business District and has convenient access to Metro Line No. 2, No. 17 and a number of expressways.

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.

