



Stock Data

Share Price.....HK\$2.86
52-week range HK\$2.53 – HK\$5.53
FY15 P/E (Trailing)..... 2.81 times
FY16 P/E (Forward) 4.64 times
Market Capitalization...HK\$8.660bn

*Source: Bloomberg, as of 5/7/2016

Sales Performance for June 2016

In June 2016, BCL achieved total contracted sales area of 255,000 sq.m., and its corresponding contracted sales amounted to approximately RMB5.67 billion, representing an increase of 112.7% over the same period last year. As at the end of June 2016, the cumulative contracted sales area amounted to approximately 908,000 sq.m. and the cumulative contracted sales amounted to approximately RMB16.29 billion, representing an increase of 34.4% over the same period last year. The average selling price in the first six months of 2016 was RMB18,000/sq.m., representing an increase of 77.5% over the same period last year. Meanwhile, as at the end of June 2016, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB2.05 billion.

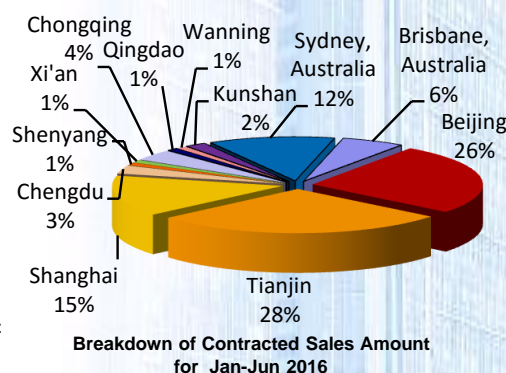
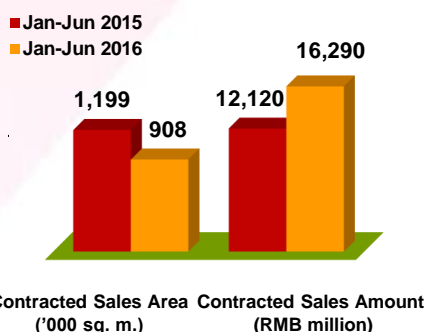
Annex: Sales Breakdown for June 2016

	Contracted Sales Area (’000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	149	3,920
Other Regions	106	1,750
Total	255	5,670

	Contracted Sales Area (’000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	173	3,970
Non-core Projects	82	1,700
Total	255	5,670

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 residential properties, outlets-backed integrated properties, urban core integrated complexes and primary land development. By coordination of integrated complexes and each line of business, the Company aims at building the core competitiveness and achieving competition differentiation. 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.



Land Investment

In June, BCL successfully acquired the Zhoupu Project in Pudong New Area, Shanghai, through cooperative development. Located in the west of the Zhoupu town center and adjacent to Zhoupu’s core business area, it has an advantage in transportation as it is close to the Zhoupu station of the planned Metro Line No. 18 and is just 3.5km away from the S20 Outer Ring Expressway. With the aim of providing products for high-end homebuyers looking for upgrades, the project has a planned GFA of approximately 125,000 sq.m.

Hot Sales

On June 18, the first phase of the “Capital Center - Tian Yue Mansion” launched for sale and recorded RMB1.2 billion sales on the first day, representing a sale-through rate of over 90%. “Tian Yue Mansion” in Beijing, the first of the “Tian Yue” series high-end projects by BCL, was built under the concept of “Build with Heart”, and has become a benchmark in Beijing’s high-end apartment market. Located in a key area of the Lize Financial District around the West Second Ring, Capital Center is a core urban complex planned to provide Five-A international Grade-A offices, business apartments featuring cloud services, a commercial center and a five-star hotel.

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.

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