



### Stock Data

Share Price.....HK\$3.73  
52-week range HK\$2.53 – HK\$4.02  
FY16 P/E (Trailing)..... 4.94 times  
FY17 P/E (Forward) ..... 5.90 times  
Market Capitalization...HK\$11.294bn  
*\*Source: Bloomberg, as of 4/5/2017*

### Sales Performance for April 2017

In April 2017, BCL achieved a total contracted sales area of 170,000 sq.m., while the corresponding contracted sales amounted to approximately RMB2.02 billion. As at the end of April 2017, BCL's cumulative contracted sales area amounted to approximately 655,000 sq.m., representing an increase of 32.6% over the same period last year. The cumulative contracted sales amounted to approximately RMB14.7 billion, representing an increase of 96.8% over the same period last year. The average selling price in 2017 was RMB22,000/sq.m., representing an increase of 48.3% over the same period last year. Concurrently, as at the end of April 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.83 billion.

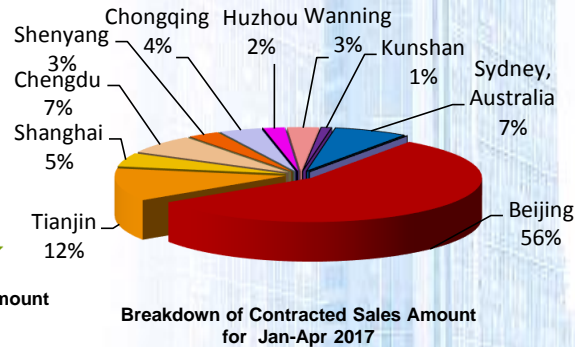
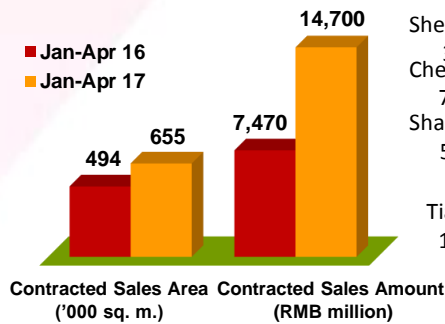
### Company Profile

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 the following core business lines: Residential Property, Integrated Outlets, Urban Core Complex and 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 "achieving quality growth" and focuses on products for homeowners looking to upgrade as well as high turnover and home-buyer oriented products. Beijing Capital Group, one of Beijing's largest state-owned enterprises and under the direct supervision of the Beijing State-owned Assets Supervision and Administration Commission, is the parent company of BCL.

#### Annex: Sales Breakdown for April 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	59	1,050
Other Regions	111	970
<b>Total</b>	<b>170</b>	<b>2,020</b>

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	143	1,740
Non-core Projects	27	280
<b>Total</b>	<b>170</b>	<b>2,020</b>



### 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@bjcapitaland.com.cn

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

### New Shanty Town Renovation Project

In April, BCL won a bid for the Beishicao Shanty Town Renovation Project in Shunyi District, Beijing. The project is located next to the Daqing-Guangzhou Expressway and the Beijing-Shenyang High-Speed Railway which is now under construction. The project is also close to the Company's Zhaoquanying residential project which is under development and part of it has already launched for sale. The project has a site area of 60.8 hectares, and its core region in the north has a GFA of 430,000 sq.m. This new shanty town renovation project is expected to boost the Company's primary land development business across the Beijing-Tianjin-Hebei area, and will effectively replenish its land resources in core cities.



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.

