



#### Stock Data

Share Price.....HK\$3.67  
52-week range HK\$2.53 – HK\$4.02  
FY16 P/E (Trailing)..... 4.79 times  
FY17 P/E (Forward) ..... 5.72 times  
Market Capitalization...HK\$10.208bn

\*Source: Bloomberg, as of 5/6/2017

#### 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.

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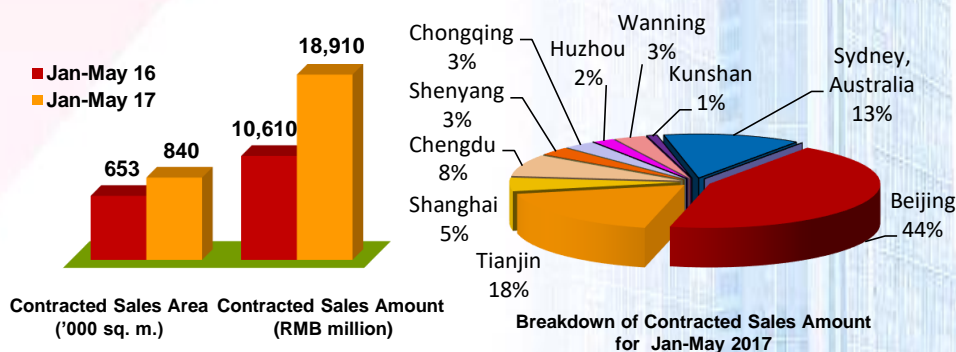
#### Sales Performance for May 2017

In May 2017, BCL achieved a total contracted sales area of 184,000 sq.m., while corresponding contracted sales amounted to approximately RMB4.21 billion, representing an increase of 34.0% over the same period last year. As at the end of May 2017, BCL's cumulative contracted sales area amounted to approximately 840,000 sq.m., representing an increase of 28.5% over the same period last year. The cumulative contracted sales amounted to approximately RMB18.91 billion, representing an increase of 78.2% over the same period last year. The average selling price in 2017 was RMB23,000/sq.m., representing an increase of 38.7% over the same period last year. Concurrently, as at the end of May 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB2.01 billion.

#### Annex: Sales Breakdown for May 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	67	1,810
Other Regions	117	2,400
Total	184	4,210

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	102	1,640
Non-core Projects	82	2,570
Total	184	4,210



#### Overseas Project Investment

In May, BCL announced that it will develop Project MAX together with two leading developers in Australia, namely Dyldam Group and Arden Group. Project MAX is comprised of three subprojects in Sydney and one in Brisbane, all of which are located in the core regions, in particular the key master-planned areas by the government. They are all adjacent to train stations and a number of highways, and feature an extensive transportation network and well-established living facilities. Project MAX has an aggregate GFA of 104,000 sq.m., and it is expected to increase BCL's brand awareness in Australia.

