



## Stock Data

Share Price.....HK\$4.02  
52-week range HK\$2.82 – HK\$4.27  
FY16 P/E (Trailing)..... 5.16 times  
FY17 P/E (Forward) ..... 6.17 times  
Market Capitalization...HK\$12.172bn

\*Source: Bloomberg, as of 4/8/2017

## 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 six core cities: Beijing, Shanghai, Shenzhen, 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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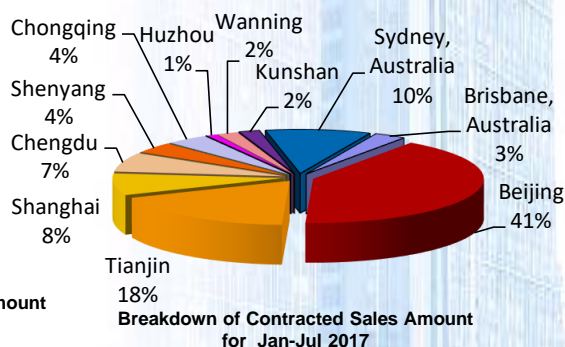
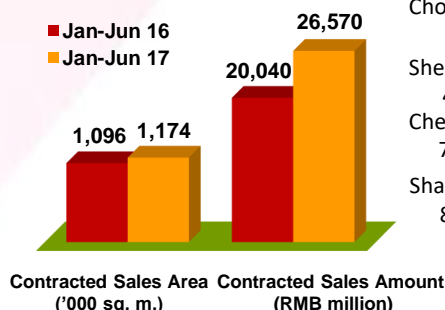
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## Sales Performance for July 2017

In July 2017, BCL achieved a total contracted sales area of 95,000 sq.m., while corresponding contracted sales amounted to approximately RMB2.06 billion. As at the end of July 2017, BCL's cumulative contracted sales area amounted to approximately 1,174,000 sq.m. and the cumulative contracted sales amounted to approximately RMB26.57 billion, representing an increase of 32.6% over the same period last year. The average selling price in 2017 was RMB23,000/sq.m., representing an increase of 23.8% over the same period last year. Concurrently, as at the end of July 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB4.17 billion.

### Annex: Sales Breakdown for July 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)		Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	35	1,050	Core Projects	58	880
Other Regions	60	1,010	Non-core Projects	37	1,180
Total	95	2,060	Total	95	2,060



## Land Investment

In July, the Company successfully acquired the Yinghai Project in Daxing District, Beijing. The project is situated in the central area in Daxing District and between the Yizhuang Economic Development Zone and the Beijing Daxing International Airport. The region currently enjoys adequate demand driven by industrial and business growth. It is adjacent to the Yinghai Station on Metro Line No. 8 which is currently under development, and next to a few well-established communities nearby. The region also features scenic views as it is close to Nanhaizi Park, one of the four largest country parks in Beijing. The project has a planned above-ground GFA of 134,000 sq.m.

In July, the Company successfully acquired the Hongqiao Project in Tianjin. Addressing mid-to-high-end upgrade needs, the project is located at the subcenter around the Tianjin Railway West Station in Hongqiao District, Tianjin, a key area for the city's strategic planning of "One Center, Two Subcenters". Near the project there are well-established ancillary facilities, including commercial, education and catering and so on. Next to the Tianjin Railway West Station and well connected to multiple highways and metro lines, the project has a planned above-ground GFA of 80,000 sq.m.

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.

