



### Stock Data

Share Price.....HK\$4.52  
52-week range HK\$2.82 – HK\$4.97  
FY16 P/E (Trailing)..... 5.38 times  
FY17 P/E (Forward) ..... 6.82 times  
Market Capitalization...HK\$13.686bn

\*Source: Bloomberg, as of 11/10/2017

### Sales Performance for September 2017

In September 2017, BCL achieved a total contracted sales area of 312,000 sq.m., while corresponding contracted sales amounted to approximately RMB2.79 billion. As at the end of September 2017, BCL's cumulative contracted sales area amounted to approximately 1,641,000 sq.m. and the cumulative contracted sales amounted to approximately RMB33.03 billion, representing an increase of 7.9% compared with last year. The average selling price in 2017 was RMB20,000/sq.m. As at the end of September 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB2.08 billion.

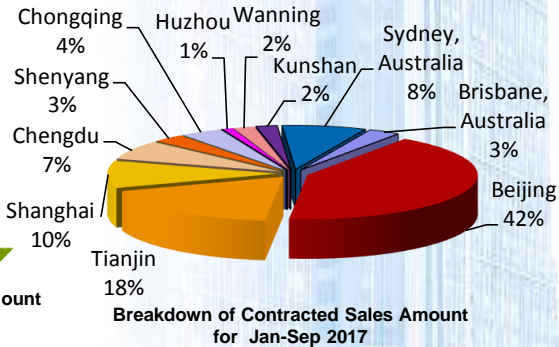
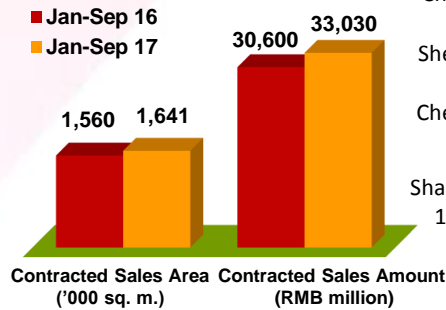
### Company Profile

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 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.

#### Annex: Sales Breakdown for September 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	178	1,390
Other Regions	134	1,400
<b>Total</b>	<b>312</b>	<b>2,790</b>

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	242	1,830
Non-core Projects	70	960
<b>Total</b>	<b>312</b>	<b>2,790</b>



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### Land Investment

In September, the Company acquired the Liangxiang Project in Fangshan District, Beijing, via equity acquisition. Positioned as functional apartments, the project is adjacent to the core area of Lianxiang. It features convenient transport as it is close to the Beijing-Hong Kong-Macau Expressway and the Liangxiang University Town Station of the Metro Fangshan Line. The project has a planned above-ground GFA of 102,000 sq.m.

In September, the Company acquired the Xiqing Project in Tianjin via equity acquisition. Located in the Tianjin Nanyun River Economic Belt, the project is targeted at mid-to-high-end upgrade demand and features nearby ancillary amenities including commercial, education and healthcare facilities as well as eco attractions. It is also easily accessible with convenient transportation as it is adjacent to a few major highways such as the Tianjin Outer Ring Road and Zhongbei Avenue, as well as the Caozhuang station of Metro Line No. 2. The project has a planned above-ground GFA of 78,000 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.

