



Stock Data

Share Price.....HK\$4.19
52-week range HK\$2.82 – HK\$4.97
FY16 P/E (Trailing)..... 5.02 times
FY17 P/E (Forward) 6.36 times
Market Capitalization...HK\$12.687bn

*Source: Bloomberg, as of 3/11/2017

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.

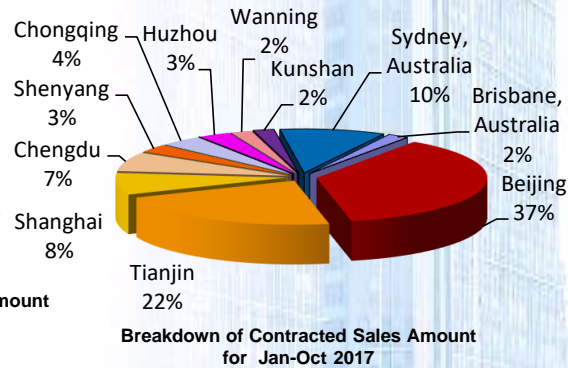
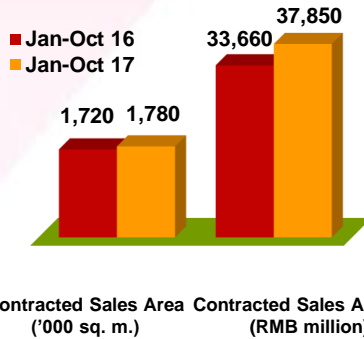
Sales Performance for October 2017

In October 2017, BCL achieved a total contracted sales area of 267,000 sq.m., while corresponding contracted sales amounted to approximately RMB4.82 billion. As at the end of October 2017, BCL's cumulative contracted sales area amounted to approximately 1,780,000 sq.m. and the cumulative contracted sales amounted to approximately RMB37.85 billion, representing an increase of 12.5% compared with last year. The average selling price in 2017 was RMB21,000/sq.m, representing an increase of 8.7% compared with last year. As at the end of October 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB3.69 billion.

Annex: Sales Breakdown for October 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	152	2,310
Other Regions	115	2,510
Total	267	4,820

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	220	3,250
Non-core Projects	47	1,570
Total	267	4,820



Contact Us

Investor Relations
Tel: +852 2869 3288
+86 10 6652 3240
Email: ir@bjcapitalland.com.cn

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

Product Launch

In October, as part of the "BCL Made 2020" product strategy, the Company hosted the "State-owned Enterprise Innovation" product launch conference for both the BCL brand and its new Eco Village U+ products. The newly launched U+ product line focuses on five core characteristics, namely comfort, craftsmanship, environment, intelligence and health, and provides an integrated living experience for residents of all ages, including preschool education, youth fitness, activities for children and nursing care for elderly and infants. The product line also contains intelligent technology systems with the aim of building a innovative all-age intelligence community. This product line demonstrates the company's product innovative capabilities driven by a precise research direction.



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.

