



### Stock Data

Share Price.....HK\$4.45  
52-week range HK\$2.91 – HK\$4.97  
FY16 P/E (Trailing)..... 5.21 times  
FY17 P/E (Forward) ..... 6.60 times  
Market Capitalization...HK\$13.474bn

\*Source: Bloomberg, as of 4/1/2018

### Sales Performance for December 2017

In December 2017, BCL achieved a total contracted sales area of 316,000 sq.m., while corresponding contracted sales amounted to approximately RMB8.5 billion, representing an increase of 29.7% compared with last year. In 2017, BCL's cumulative contracted sales area amounted to approximately 2.4 million sq.m. and the cumulative contracted sales amounted to approximately RMB55.85 billion, representing an increase of 22.7% compared with last year. The average selling price in 2017 was RMB23,000/sq.m, representing an increase of 15.8% compared with last year. As at the end of December 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.19 billion.

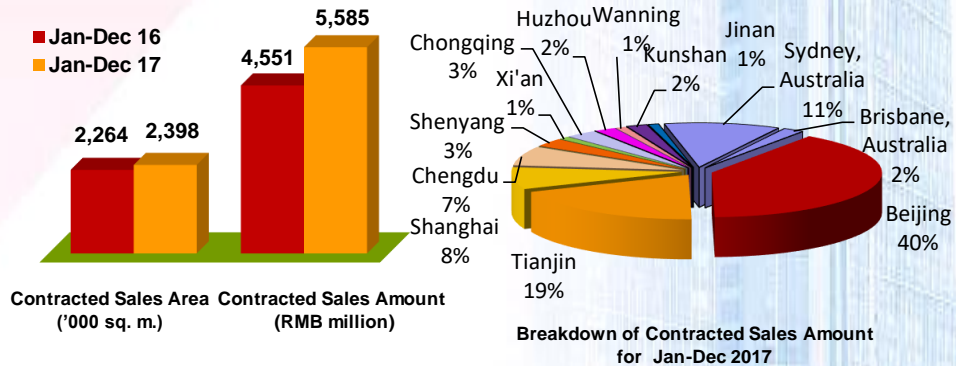
#### Annex: Sales Breakdown for December 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	262	6,380
Other Regions	54	2,120
<b>Total</b>	<b>316</b>	<b>8,500</b>

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	141	4,850
Non-core Projects	175	3,650
<b>Total</b>	<b>316</b>	<b>8,500</b>

### 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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### Grand Opening of Nanchang Capital Outlets

On December 1, 2017, the Company celebrated the grand opening of the Nanchang Capital Outlets, its sixth outlet project launched in China. Situated at the intersection of Xinjian District, the Economic Development Zone and the Honggutun New District in Nanchang, the project covers a total construction area of approximately 130,000 sq.m., housing over 300 shops and more than 2,000 parking spaces, and offers visitors a variety of shopping, leisure, sport, entertainment, reading and theme restaurant options. The project recorded customer traffic of nearly 180,000 and sales of RMB21.8 million in the first three days, and marks a milestone as BCL's first foray into central China in the outlets business line.



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.

