



### Stock Data

Share Price (11/10/11).... HK\$1.43  
52-week range HK\$1.26-HK\$3.24  
FY11 P/E ..... 2.64 times  
Market Capitalization ...HK\$2.94B  
(H Share)

### Company Profile

BCL is one of the leading integrated property developers in China. The company principally engages in developing mid- to high-end residential properties which are supplemented by prime commercial properties, highlighting the prominent edge of its integrated operational ability in diversifying properties portfolio. In addition to various prime locations of the capital city, BCL also expanded into markets outside Beijing and has acquired land sites in Tianjin, Chengdu, Wuxi, Shenyang, Xi'an, Chongqing, Foshan and Huzhou respectively since 2005. The Capital Group, one of Beijing's largest enterprises and under the direct supervision of the Beijing Municipal Government, is the parent company of BCL.

### Contact Us

Kitty Cheung  
BCL - Head of Investor Relations  
Tel: +852 2869 9818  
Email:  
kittycheung@bjcapitalland.com.hk

Natalie Tam  
iPR Ogilvy  
Tel: +852 2136 6182  
Fax: +852 3170 6606  
Email: natalie.tam@iprogilvy.com



### Sales Performance from Jan to Sep 2011

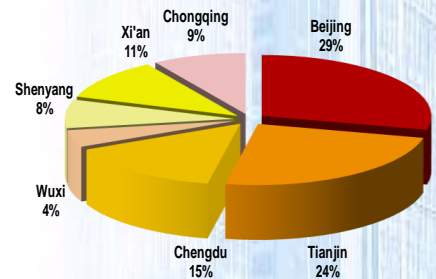
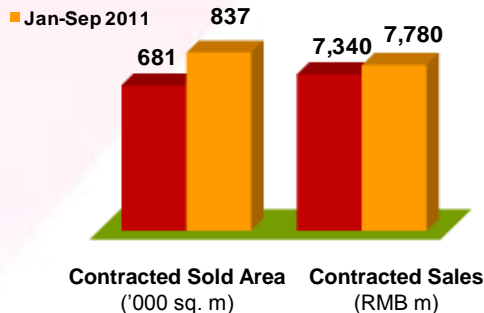
In September 2011, BCL's contracted sales increased significantly as it accelerated its pace of project launches outside of Beijing. During the month, BCL's contracted sold area aggregated to 142,000 sq. m. with the respective contracted sales amounting to RMB1.04 billion, representing an increase of 129% and 73% as compared to those of August respectively.

As at the end of September, the accumulated contracted sold area amounted to **837,000** sq. m., up **22.8%** year-on-year. Contracted sales totaled **RMB7.78 billion**, up **5.6%** year on year. The accumulated subscribed yet un-contracted sales amounted to RMB800 million as at the end of September, and the procedure for finalizing the contracts is underway.

#### Annex: Sales Breakdown for Sep 2011

	Contracted Sold Area ('000 sq. m)	Contracted Sales (RMB m)	Contracted Sold Area ('000 sq. m)	Contracted Sales (RMB m)
Beijing & Tianjin	36	380	Core projects	91
Other regions	106	660	Non-core projects	51
Total	142	1,040	Total	142

#### Jan-Sep 2010



Contracted sales breakdown by regions for Jan-Sep 2011

Contracted sales reached RMB7.8 billion from Jan - Sep, up **5.6%** y-o-y Plan to launch new projects with approx. **600,000** sq. m. in the fourth quarter in Beijing, Tianjin, Shenyang, Zhenjiang, Foshan, and Huzhou etc

### Property Project Snapshot

The demand of small to mid-sized products are overwhelmed in the market. In September, to enhance property sales performance, the Group accelerated its pace of project launches outside of Beijing area. The Company launched the sales of projects including "Chongqing Hong'en International Living District Phase II", "Chengdu Wanjuanshan Phase II", and "Xi'an First City Phase IV". These three projects mainly offered small units of 70-90 sq. m. and were well-received by the market. 61%, 71%, and 74% of the units were subscribed on the first day, achieving subscription and contracted sales amounted to approximately RMB 600 million.



Rendering of Chongqing Hong'en International Living District

*Due to the uncertainty incurred in the calculation of the sales figures, discrepancy may exist between the information disclosed above and the periodic reports. Therefore, investors can only treat the disclosed information as periodical references.*

