Newsletter (2868.HK) Dec 2011

### Stock Data

Share Price (06/12/11).... HK\$ 1.75 52-week range HK\$1.26-HK\$3.15 FY11 P/E ...... 3.22 times Market Capitalization ...HK\$3.6B (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, Chongging, 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**

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### Sales Performance from Jan to Nov 2011

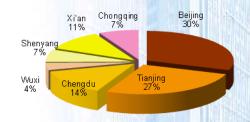
In November 2011, BCL's contracted sold area aggregated to 92,000 sq. m. with the respective contracted sales amounting to RMB1.11 billion, representing a decrease of 38% and 10% as compared to those of October respectively. As at the end of November, the accumulated contracted sold area amounted to 1,078,000 sq. m., up 8.7% year-on-year. Contracted sales totaled RMB10.12 billion, down 3.2% year-on-year. The accumulated subscribed yet un-contracted sales amounted to RMB1 billion as at the end of November, and the procedure for finalizing the contracts is underway.

#### Annex: Sales Breakdown for Nov 2011

	Contracted Sold Area ('000 sq. m)	Contracted Sales (RMB m)		Contracted Sold Area ('000 sq. m)	Contracted Sales (RMB m)
Beijing & Tianjin	45	840	Core projects	65	930
Other regions	47	260	Non-core projects	27	180
Total	92	1,110	Total	92	1,110

Jan-Nov 2011
992 1,078 1,045 1,012

■Jan-Nov 2010



Contracted Sold Area Contracted Sales ('000 sq. m) (RMB m)

Contracted sales breakdown by regions for Jan-Nov 2011

Contracted sold area amounted to 1,080,000 sq. m., up 9% year-on-year, while contracted sales totaled RMB10.1 billion, down 3% year-on-year 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**

On 4 Dec 2011, the resolution of the acquisition of four projects of Yang Guang Co., Ltd located in Jiaodong Peninsular through equity transfer at a consideration of RMB1.603 billion was passed by the Shareholders at the EGM. The four residential projects BCL plans to acquire include 1) Central Park No. 1 Project, 2) Yangbuzhai Project and 3) Xiangmi Lake Project in Qingdao, and 4) Sunny Chief Yard Project in Yantai, totaling a GFA of approximately 754,200 sq. m. The acquisition will accelerate the Company's scale expansion in Jiaodong Peninsular. Among the projects, the Central Park No. 1 Project and the Sunny Chief Yard Project in Yantai have already been launched sales. The projects will boost the Company's operating results and generate a fast return on capital.



Real map of the Central Park No. 1 Project



Real map of the Sunny Chief Yard Project in Yantai

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

