



## Stock Data

Share Price.....HK\$2.68  
52-week range HK\$2.55 – HK\$3.81  
FY12 P/E..... 3.51 times  
FY13 P/E (Forward) ..... 3.40 times  
Market Capitalization...HK\$5.435 bn

\*Source: Bloomberg, as of 2/1/2014

## Company Profile

Beijing Capital Land Limited ("BCL") is one of the leading integrated property developers in China. The company is principally engaged 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 in the capital city, BCL also expanded into markets outside Beijing and has acquired land in Shanghai, Tianjin, Shenyang, Qingdao, Yantai, Xi'an, Chengdu, Chongqing, Wuxi, Huzhou, Kunshan and Hainan 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 for December 2013

In December 2013, driven by the strong sales of Beijing projects, BCL achieved a historical new high of sales performance. BCL achieved contracted sales area of 339,000 sq. m., while the corresponding contracted sales amounted to approximately RMB5,180 million, up 128% YoY, up 75% MoM. As at the end of December 2013, the cumulative contracted sales area aggregated to 1,923,000 sq. m., while contracted sales amounted to RMB19.61 billion, representing a YoY growth of 48%. Meanwhile, as at the end of December 2013, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.45 billion.

**Contracted Sales for December 2013 reached RMB5.18 billion**

**Contracted Sales for the year of 2013 reached RMB19.61 billion, representing a YoY growth of 48%, achieving the sales target of the year**

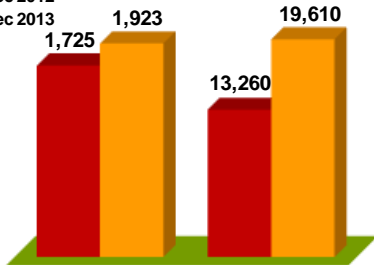
**Subscription sales and contracted sales for 2013 reached a historical new high of RMB21.06 billion**

### Annex: Sales Breakdown for December 2013

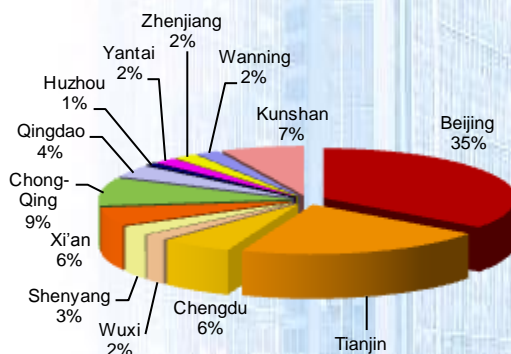
	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)
Beijing & Tianjin	179	4,120
Other regions	160	1,060
<b>Total</b>	<b>339</b>	<b>5,180</b>

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)
Core projects	314	4,950
Non-core projects	25	230
<b>Total</b>	<b>339</b>	<b>5,180</b>

■ Jan - Dec 2012  
■ Jan - Dec 2013



Contracted Sales Area ('000 sq. m.)      Contracted Sales Amount (RMB million)



Breakdown of Contracted Sales Amount for the Year of 2013 by Region

## Capital Operation

In December 2013, BCL and parties acting in concert with it acquired a 75% stake in Juda International (HK01329), a company listed in Hong Kong. The acquisition will provide another excellent overseas listed platform for the BCL and will enhance the BCL's image and reputation in international capital markets.

*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.*

