



Stock Data

Share Price.....HK\$7.06
52-week range HK\$2.39 – HK\$7.24
FY14 P/E..... 5.98 times
FY15 P/E (Forward) 6.75 times
Market Capitalization...HK\$14.538bn

*Source: Bloomberg, as of 4/5/2015

Company Profile

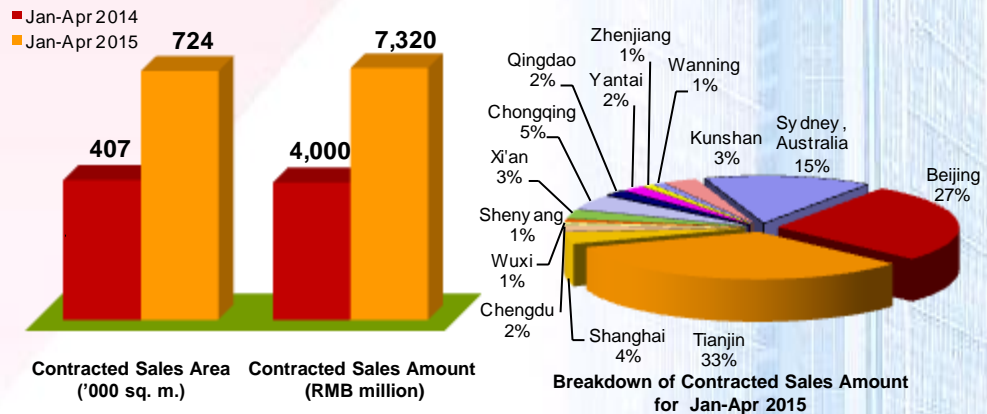
Beijing Capital Land Ltd. ("BCL", stock code: 2868.HK) is one of the leading integrated property developers in China. Aspiring to be "the Most Valuable Comprehensive Property Developer" in China, the Company focuses on three core business lines: Residential Property, "Residence + Outlet" Complex, and Urban Core Complex. This is complemented by innovative businesses such as 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 five core cities: Beijing, Shanghai, Tianjin, Chongqing and Chengdu. The Company is committed to its strategy of "maximizing scale, accelerating turnover, destocking and optimizing business structure" and focuses on high turnover and home-buyer oriented products. Beijing Capital Group, one of Beijing's largest enterprises and under the direct supervision of the Beijing Municipal Government, is the parent company of BCL.

Sales Performance for April 2015

In April 2015, BCL achieved contracted sales area of 167,000 sq. m., while the corresponding contracted sales amounted to approximately RMB1.59 billion, roughly flat compared with the same period last year. As at the end of April 2015, the cumulative contracted sales area amounted to approximately 724,000 sq. m., representing an increase of 77.9% over the same period last year, and the cumulative contracted sales amounted to approximately RMB7.32 billion, representing an increase of 83.1% over the same period last year. Meanwhile, as at the end of April 2015, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.14 billion.

Annex: Sales Breakdown for April 2015

	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)	Contracted Sales Area ('000 sq. m.)	Contracted Sales Amount (RMB million)	
Beijing & Tianjin	101	1,080	Core projects	158	1,550
Other regions	66	510	Non-core projects	9	40
Total	167	1,590	Total	167	1,590



Benefit from Beijing-Tianjin-Hebei Integration

In April, a budgeted investment of RMB42 trillion over six years was approved after the release of the policy titled "The plan for Beijing-Tianjin-Hebei Integration". It is set to bolster long-term economic growth in the area, tapping the property market's potential. BCL will become one of the key beneficiaries as it has a large high-quality land bank in Beijing and Tianjin with primary land developments.

Innovative Business Model for Developing Industrial Real Estate

In April, BCL successfully acquired the Zhongguan Village Yongfeng High Technology and New Technology Industrial Base project, located in the largest professional zone under development within the Zhongguancun Development Zone and adjacent to well-known hospitals and schools such as Tsinghua High School, Zhongguancun Second Elementary School, No. 306 Hospital and Peking University International Hospital. The project has a GFA of 208,700 sq.m. and will be used to develop products including high-end residential properties, apartments for quality talents and WeWork offices. As a strategic part of BCL's core Beijing portfolio, the project sets to seize business opportunities while China is encouraging entrepreneurship, paving way for an innovative business model to develop industrial real estate.

Strong Sales of International Peninsula

A dedicated exit at the Beijing-Tianjin Expressway to International Peninsula located at the border between Beijing and Tianjin commenced trial operation during the Labor Day holiday. The launch of the new exit boosted connectivity by shortening the route from Beijing's CBD to the project site by 15km and reduced the travel time to 30 minutes. As a result, sales performance improved significantly and a sales amount of RMB150 million was realized during the three-day Labor Day holiday.

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.

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