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(A joint stock limited company incorporated in the People's Republic of China with limited liability)

(Stock Code: 2868)

### **SALES PERFORMANCE FOR THE EIGHT MONTHS ENDED 31 AUGUST 2015**

Beijing Capital Land Ltd. (the “Company”, together with its subsidiaries, the “Group”) wishes to provide to its shareholders the attached newsletter on property sales performance which contains certain operating data of the Group for the eight months ended 31 August 2015 (the “**Sales Performance**”). The Sales Performance is also available on the website of the Company ([www.bjcapitalland.com.cn](http://www.bjcapitalland.com.cn)). The Sales Performance has been prepared on the basis of internal management records. It has not been audited or reviewed by external auditor, and as such the data is for investors' reference only. The Sales Performance is not an offer or solicitation for the purchase or sale of any securities or financial instruments or to provide any investment service or investment advice.

By Order of the Board  
**Beijing Capital Land Ltd.**  
**Lee Sze Wai**  
Company Secretary

Hong Kong, 2 September 2015

*The Board as of the date of this announcement comprises Mr. Wang Hao (Chairman), Mr. Tang Jun (President) and Mr. Zhang Shengli who are the Executive Directors, Mr. Liu Xiaoguang, Mr. Song Fengjing and Mr. Shen Jianping who are the Non-Executive Directors, Mr. Ng Yuk Keung, Mr. Wang Hong and Mr. Li Wang who are the Independent Non-Executive Directors.*



## Stock Data

Share Price.....HK\$2.88  
52-week range HK\$2.62 – HK\$7.39  
FY14 P/E (Trailing)..... 3.15 times  
FY15 P/E (Forward) ..... 3.09 times  
Market Capitalization...HK\$5.840bn

\*Source: Bloomberg, as of 2/9/2015

## 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.

## Contact Us

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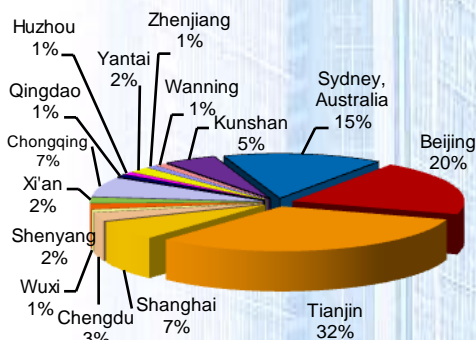
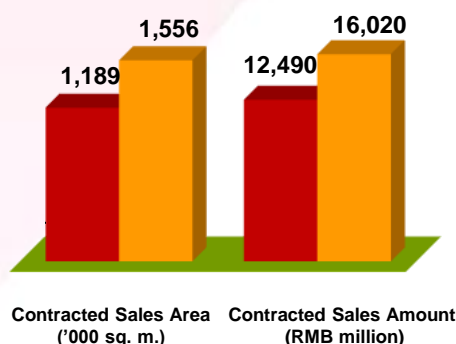
## Sales Performance for August 2015

In August 2015, BCL achieved total contracted sales area of 214,000 sq. m., while the corresponding contracted sales amounted to approximately RMB2.04 billion. As at the end of August 2015, the cumulative contracted sales area amounted to approximately 1,556,000 sq.m., representing an increase of 30.9% over the same period last year, and the cumulative contracted sales amounted to approximately RMB16.02 billion, representing an increase of 28.3% over the same period last year. Meanwhile, as at the end of August 2015, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1 billion.

### Annex: Sales Breakdown for August 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	126	1,210	Core projects	182	1,810
Other regions	88	830	Non-core projects	32	230
Total	214	2,040	Total	214	2,040

■ Jan-Aug 2014  
■ Jan-Aug 2015



Breakdown of Contracted Sales Amount for Jan-Aug 2015

## Domestic Shares Placement\*

On 10 August 2015, BCL entered into a Domestic Shares Subscription Agreement with Beijing Capital Group. Beijing Capital Group has conditionally agreed to subscribe 1 billion domestic shares at RMB 3.08 (approximately HK\$ 3.9) per share. Use of proceeds is expected to be approximately RMB 3,073 million, of which 80% will be used to fund BCL's core projects in Beijing and Tianjin area. Domestic shares placement would enhance BCL capital structure, and support its strategic focus and development; Also, as Beijing Capital Group's shareholding in BCL is expected to be increased, Beijing Capital Group will be able to provide more support to BCL in respect of credit rating and resources, and further strengthen the synergies of its infrastructure, environmental protection and finance business segments with the real estate business.

## Land Investment

In August, BCL successfully acquired the No. 5 land plot in Xinzhuang, Jinnan District, Tianjin. With land area of 82,000 sq.m. and above ground GFA of 148,000 sq.m., the project will be developed into homebuyer oriented products. This new project will be adjacent to BCL's two current projects of Tianjin Capital City and Tianjin Xuan Community, all of which are located in a popular area for homebuyers in the city. It enjoys a prime location as it is close to the Jinnan-Tanggu Highway, while the planned Metro Line No. 6, No. 1 Extension Route and No. Z1 will all go through the area as well.

\* The execution of the transaction will be subject to a number of conditions, including but not limited to the whitewash waiver from the Securities and Futures Commission, approval from the State-owned Assets Supervision and Administration Commission of the People's Government of Beijing Municipality as well as shareholders' approval at BCL's general meeting etc.  
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.

