



Stock Data

Share Price.....HK\$3.55
52-week range HK\$2.64 – HK\$7.39
FY14 P/E (Trailing)..... 3.91 times
FY15 P/E (Forward) 3.83 times
Market Capitalization...HK\$10.749bn

*Source: Bloomberg, as of 3/12/2015

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 November 2015

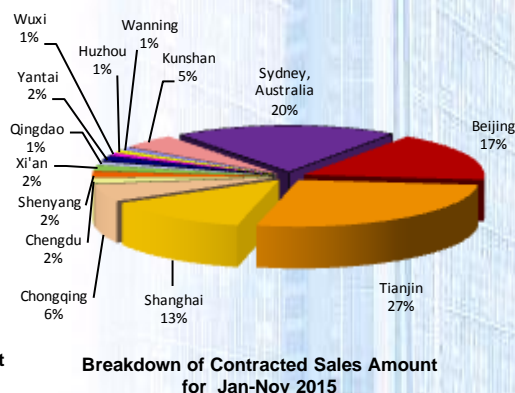
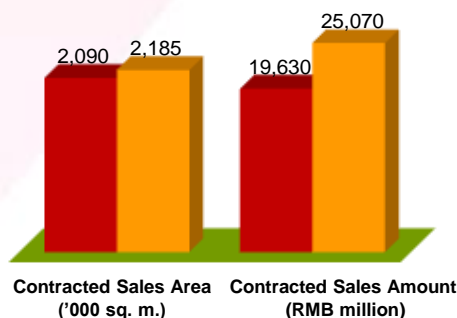
In November 2015, BCL achieved total contracted sales area of 263,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.06 billion, representing an increase of 46.9% over the same period last year. As at the end of November 2015, the cumulative contracted sales area amounted to approximately 2,185,000 sq.m., and the cumulative contracted sales amounted to approximately RMB25.07 billion, representing an increase of 27.7% over the same period last year. Meanwhile, as at the end of November 2015, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.2 billion.

Annex: Sales Breakdown for November 2015

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing & Tianjin	74	1,110
Other regions	189	2,950
Total	263	4,060

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core projects	188	2,400
Non-core projects	75	1,660
Total	263	4,060

■ Jan-Nov 2014
■ Jan-Nov 2015



Contact Us

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Land Investment

In November, the Company successfully acquired the Beijing Miyun Metro project, which has a total land area of 56,000 sq. m. and planned GFA of 124,000 sq.m. Located in central Miyun and close to the exit of the Jingcheng expressway and Miyun high-speed rail station (expected to open in 2019), the project is located in close proximity to convenient transportation and educational facilities alongside comprehensive neighborhood amenities. The project will mainly target home buyers looking to upgrade for the first time and homeowners with strong demand for education.

In November, the Company's commercial real estate platform Capital Juda (Stock Code: 1329.HK) invested in the Changsha outlets project through a joint venture. The project will be managed and operated by Capital Juda. The project has a total land area of 72,000 sq. m and total GFA of 108,000 sq. m. Located within the King Mountain Resort southwest of Changsha and close to the Xiangjiang River in the West Bank, the project is just south of the Ring Expressway and has easy access to convenient transportation. The project is planned to be developed into a leisure fashion outlets, mainly offering international affordable luxury brands and targeting customers from Changsha, Xiangtan and Zhuzhou.

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.

