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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 FOUR MONTHS ENDED 30 APRIL 2016**

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 four months ended 30 April 2016 (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, 4 May 2016

*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. Li Songping, Mr. Song Fengjing and Mr. Shen Jianping who are the Non-Executive Directors, Mr. Wang Hong, Mr. Li Wang and Mr. John Wong Yik Chung who are the Independent Non-Executive Directors.*



### Stock Data

Share Price.....HK\$2.78  
52-week range HK\$2.60 – HK\$7.39  
FY15 P/E (Trailing)..... 2.66 times  
FY16 P/E (Forward) ..... 4.39 times  
Market Capitalization...HK\$8.418bn

\*Source: Bloomberg, as of 4/5/2016

### 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, Integrated Outlets, and Urban Core Complex. This is complemented by innovative businesses such as primary land development and high-tech industrial properties. 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.

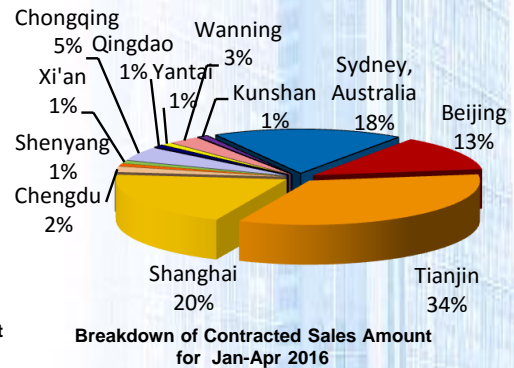
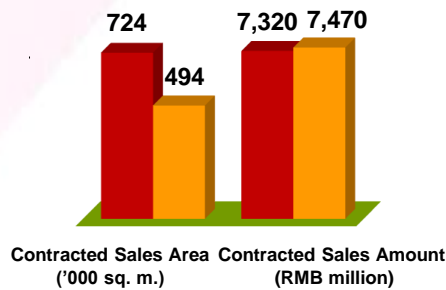
### Sales Performance for April 2016

In April 2016, BCL achieved total contracted sales area of 211,000 sq.m., representing an increase of 26.5% over the same period last year. Its corresponding contracted sales amounted to approximately RMB3.8 billion, representing an increase of 139% over the same period last year. As at the end of April 2016, the cumulative contracted sales area amounted to approximately 494,000 sq.m. and the cumulative contracted sales amounted to approximately RMB7.47 billion, representing an increase of 2.2% over the same period last year. The average selling price in the first four months of 2016 was RMB15,000/sq.m., representing an increase of 49.7% over the same period last year. Meanwhile, as at the end of April 2016, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB2.3 billion.

#### Annex: Sales Breakdown for April 2016

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)	
Beijing, Tianjin and Shanghai	138	2,180	Core Projects	144	2,060
Other Regions	73	1,620	Non-core Projects	67	1,740
Total	211	3,800	Total	211	3,800

■ Jan-Apr 2015  
■ Jan-Apr 2016



### Contact Us

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### Issue of Domestic Private Placement Corporate Bonds

In April 2016, BCL successfully issued the first batch of private placement corporate bonds in 2016 with an aggregate principal amount of RMB3 billion, which consist of RMB700 million 2+1-year bonds at a coupon rate of 4.0% and RMB2.3 billion of 3+2-year bonds at a coupon rate of 4.2%, the lowest coupon rates in private placement bonds that were issued by Chinese property developers recently.

### China Chengxin Raised BCL's Credit Rating to AAA

On 28 April 2016, China Chengxin Securities Credit Rating Company Limited raised BCL's corporate credit rating to AAA and affirmed the outlook at stable. The rating upgrade reflects the rapid growth of the Company, the significant decrease in financing costs and the breakthrough in equity financing. Going forward, this new rating will play an important role in further reducing the Company's financing costs and optimizing its capital structure.



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.

