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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 SEVEN MONTHS ENDED 31 JULY 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 seven months ended 31 July 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, 3 August 2016

*The Board as of the date of this announcement comprises Mr. Wang Hao (Chairman) and Mr. Tang Jun (President) who are the Executive Directors, Mr. Li Songping, Mr. Song Fengjing, Mr. Shen Jianping and Ms. Sun Baojie who are the Non-Executive Directors, Mr. Wang Hong, Mr. Li Wang and Mr. Wong Yik Chung, John who are the Independent Non-Executive Directors.*



### Stock Data

Share Price.....HK\$2.95  
 52-week range HK\$2.53 – HK\$4.10  
 FY15 P/E (Trailing)..... 2.88 times  
 FY16 P/E (Forward) ..... 4.76 times  
 Market Capitalization...HK\$8.933bn

\*Source: Bloomberg, as of 3/8/2016

### Sales Performance for July 2016

In July 2016, BCL achieved total contracted sales area of 188,000 sq.m., representing an increase of 31.6% over the same period last year. Its corresponding contracted sales amounted to approximately RMB3.75 billion, representing an increase of 101.1% over the same period last year. As at the end of July 2016, the cumulative contracted sales area amounted to approximately 1,096,000 sq.m. and the cumulative contracted sales amounted to approximately RMB20.04 billion, representing an increase of 43.3% over the same period last year. The average selling price in the first seven months of 2016 was RMB18,000/sq.m., representing an increase of 75.5% over the same period last year. Meanwhile, as at the end of July 2016, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.8 billion.

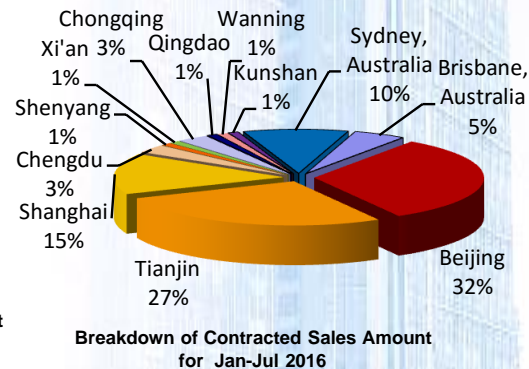
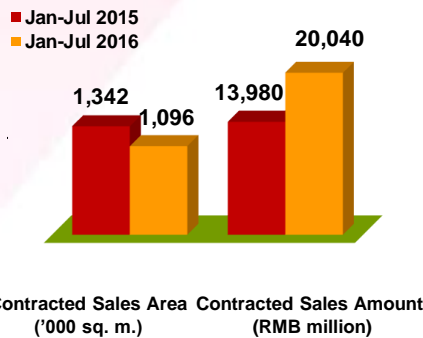
#### Annex: Sales Breakdown for July 2016

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	155	3,490
Other Regions	33	260
<b>Total</b>	<b>188</b>	<b>3,750</b>

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	95	1,620
Non-core Projects	93	2,130
<b>Total</b>	<b>188</b>	<b>3,750</b>

### 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 residential properties, outlets-backed integrated properties, urban core integrated complexes and primary land development. By coordination of integrated complexes and each line of business, the Company aims at building the core competitiveness and achieving competition differentiation. 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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### Issuance of Onshore Private Placement Corporate Bonds

In July, BCL successfully issued its third tranche of private placement corporate bonds of the year, with an aggregate amount of RMB 3 billion. The bonds consisted RMB 1 billion with a maturity of 3+2 years at a coupon rate of 3.84%, and RMB 2 billion with a maturity of 2+1 years at a coupon rate of 3.71%. This not only marked the lowest financing cost ever for BCL, but also beat bonds issued of the same category in the market on coupon rate.

### Asset Acquisition from BCG and Outlets Business Line Integration

In July, the acquisition of Beijing Capital Group's four quality projects in Beijing, Chongqing and Shenyang was approved at BCL's shareholder meeting. By strategically replenishing BCL's prime land bank in core cities, this transaction demonstrates Beijing Capital Group's firm commitment in supporting BCL.

In July, the injection of three existing outlets projects in Fangshan, Huzhou and Kunshan respectively into BCL's subsidiary Capital Juda (Stock Code: HK 1329) was approved at BCL's shareholder meeting. The transaction will allow BCL to operate and manage outlets projects in a consistent manner, and propel Capital Juda to be "The top Integrated Outlets Operator in China".

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.

