



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

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.

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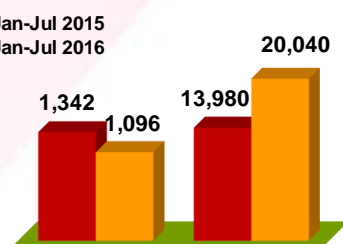
Sales Performance for July 2016

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.

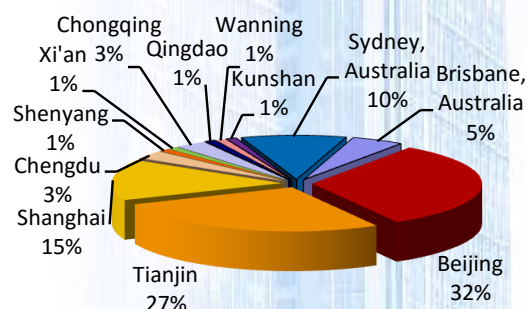
Annex: Sales Breakdown for July 2016

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

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



Contracted Sales Area Contracted Sales Amount
('000 sq. m.) (RMB million)



Breakdown of Contracted Sales Amount
for Jan-Jul 2016

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 1billion 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.

