



Stock Data

Share Price.....HK\$3.25
52-week range HK\$2.53 – HK\$4.10
FY15 P/E (Trailing)..... 3.52 times
FY16 P/E (Forward) 5.71 times
Market Capitalization...HK\$9.841bn

*Source: Bloomberg, as of 6/9/2016

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.

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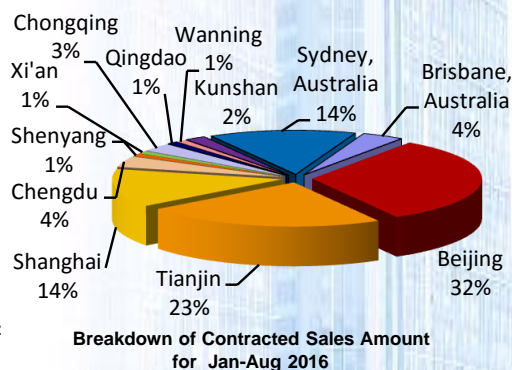
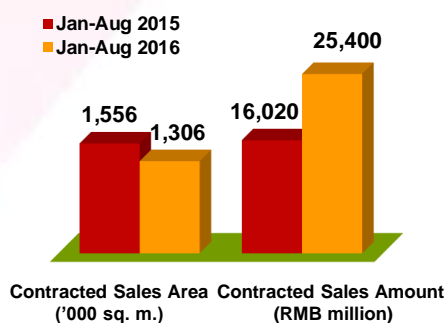
Sales Performance for August 2016

In August 2016, BCL achieved a total contracted sales area of 210,000 sq.m. Its corresponding contracted sales amounted to approximately RMB5.37 billion, representing an increase of 162.7% over the same period last year. As at the end of August 2016, BCL's cumulative contracted sales area amounted to approximately 1,306,000 sq.m. and cumulative contracted sales amounted to approximately RMB25.4 billion, representing an increase of 58.5% over the same period last year. The average selling price in the first eight months of 2016 was RMB19,500/sq.m., representing an increase of 88.8% over the same period last year. Meanwhile, as at the end of August 2016, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.8 billion.

Annex: Sales Breakdown for August 2016

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	94	3,040
Other Regions	116	2,330
Total	210	5,370

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	90	2,000
Non-core Projects	120	3,370
Total	210	5,370



Land Investment

In August, BCL successfully acquired the Yingpu Street 37-02 Project in Qingpu District, Shanghai. The project is easily accessible as it is adjacent to Metro Line No. 17 which is currently under construction and close to the exits of both the Shanghai-Chongqing Expressway and the Shanghai Suburb Ring Expressway. It also has great access to well-established ancillary facilities including the Wanda Plaza and existing amenities in Qingpu old town. It has a planned above ground GFA of 61,000 sq.m.

In August, BCL acquired an outlets project in Hefei which is located in the Binhu New Area, south of the city. It is adjacent to Metro Line No.1, and close to the city's future financial district and major corridors, such as Huizhou Avenue and Luzhou Avenue. With a planned GFA of 97,000 sq.m., it is positioned to target white-collar workers and leisure travelers.

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.

