



Stock Data

Share Price.....HK\$3.03
52-week range HK\$2.53 – HK\$4.10
FY15 P/E (Trailing)..... 3.30 times
FY16 P/E (Forward) 5.35 times
Market Capitalization...HK\$9.175bn
**Source: Bloomberg, as of 11/10/2016*

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 September 2016

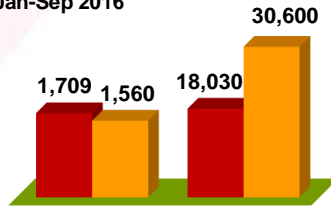
In September 2016, BCL achieved a total contracted sales area of 254,000 sq.m., representing an increase of 65.2% over the same period last year, while the corresponding contracted sales amounted to approximately RMB5.2 billion, representing an increase of 159.2% over the same period last year. As at the end of September 2016, BCL's cumulative contracted sales area amounted to approximately 1,560,000 sq.m. and cumulative contracted sales amounted to approximately RMB30.6 billion, representing an increase of 69.7% over the same period last year. The average selling price in the first nine months of 2016 was RMB19,600/sq.m., representing an increase of 86.0% over the same period last year. Concurrently, as at the end of September 2016, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.77 billion.

Annex: Sales Breakdown for September 2016

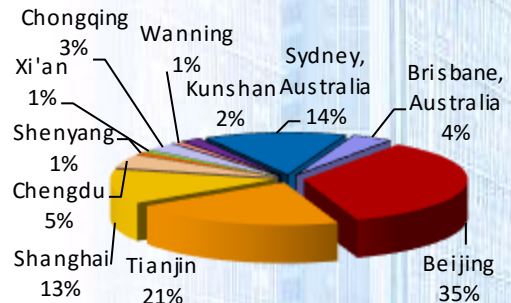
	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	121	3,510
Other Regions	133	1,690
Total	254	5,200

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	129	2,330
Non-core Projects	125	2,870
Total	254	5,200

■ Jan-Sep 2015
■ Jan-Sep 2016



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



Breakdown of Contracted Sales Amount for Jan-Sep 2016

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Launch of High-end "Tian Yue" Product Line

On September 19, BCL hosted a press conference to launch the high-end "Tian Yue" product line in its contract-signing center. During the conference, BCL summarized the operating results in the first half of 2016 and future development direction and elaborated the product concept of the "Tian Yue" series as well as the core spirit of "Designed for People, Built with Heart". In the fourth quarter of 2016, BCL plans to launch the "Capital of Western Village" project in Beijing and "Capital of Vision" project in Shanghai, which together with the existing "Tian Yue Mansion" project will form the high-end "Tian Yue" series product line.



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.

