



Stock Data

Share Price.....HK\$2.98
52-week range HK\$2.53 – HK\$4.10
FY15 P/E (Trailing)..... 3.27 times
FY16 P/E (Forward) 5.30 times
Market Capitalization...HK\$9.023bn

*Source: Bloomberg, as of 3/11/2016

Sales Performance for October 2016

In October 2016, BCL achieved a total contracted sales area of 160,000 sq.m., while the corresponding contracted sales amounted to approximately RMB3.05 billion. As at the end of October 2016, BCL's cumulative contracted sales area amounted to approximately 1.72 million sq.m. and cumulative contracted sales amounted to approximately RMB33.66 billion, representing an increase of 60.2% over the same period last year. The average selling price in the first ten months of 2016 was RMB19,600/sq.m., representing an increase of 79.0% over the same period last year. Concurrently, as at the end of October 2016, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.8 billion.

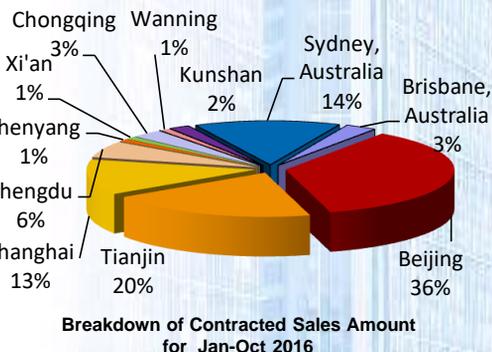
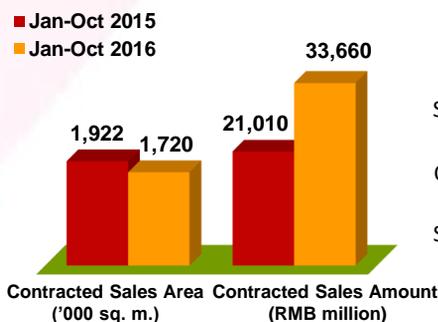
Company Profile

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.

Annex: Sales Breakdown for October 2016

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	63	1,750
Other Regions	97	1,300
Total	160	3,050

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	68	1,140
Non-core Projects	92	1,910
Total	160	3,050



Contact Us

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Launch of Two Australian Projects in China

On October 13, BCL hosted a sales exhibition for Australian projects "Carlingford" and "Jade & Panorama" at the company's contract signing center in Beijing. BCL also unveiled its overseas property exhibition center in China, with the aim of providing professional services for customers looking for overseas real estate investment. At the exhibition, customers demonstrated a keen interest in both projects, which are located in Sydney and Brisbane respectively, with well-established transportation, education and commercial facilities nearby.



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.

