

Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.



(A joint stock limited company incorporated in the People's Republic of China with limited liability)

(Stock Code: 2868)

SALES PERFORMANCE FOR THE ELEVEN MONTHS ENDED 30 NOVEMBER 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 eleven months ended 30 November 2016 (the “**Sales Performance**”). The Sales Performance is also available on the website of the Company (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, 5 December 2016

The Board as of the date of this announcement comprises Mr. Li Songping (Chairman) who is Non-Executive Director, Mr. Tang Jun (President) who is the Executive Director, Ms. Sun Baojie, Mr. Sun Shaolin, Mr. Su Jian and Mr. Yang Weibin who are the Non-Executive Directors, and Mr. Wang Hong, Mr. Li Wang and Mr. Wong Yik Chung, John who are the Independent Non-Executive Directors.



Stock Data

Share Price.....HK\$2.98
52-week range HK\$2.53 – HK\$3.62
FY15 P/E (Trailing)..... 3.33 times
FY16 P/E (Forward) 5.40 times
Market Capitalization...HK\$9.023bn

*Source: Bloomberg, as of 5/12/2016

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 the following core business lines: Residential Property, Integrated Outlets, Urban Core Complex and Primary Land Development. 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.

Contact Us

Bryan Feng
Beijing Capital Land
General Manager (HK Headquarters)
Head of Investor Relations
Tel: +852 2869 3288
+86 10 6652 3240
Email: ir@bjcapitalland.com.cn

Christensen China Limited
Tel: +852 2117 0861
Fax: +852 2117 0869
Email: bjcapitalland@christensenir.com



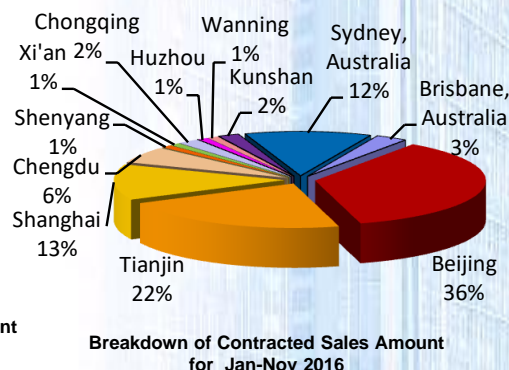
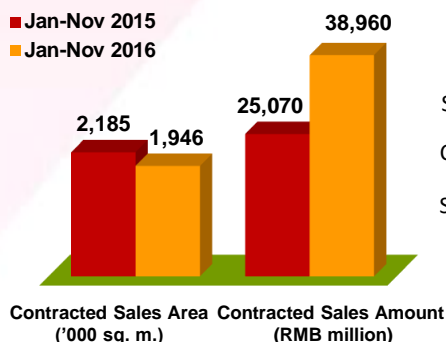
Sales Performance for November 2016

In November 2016, BCL achieved a total contracted sales area of 226,000 sq.m., while the corresponding contracted sales amounted to approximately RMB5.3 billion, representing an increase of 30.6% over the same period last year. As at the end of November 2016, BCL's cumulative contracted sales area amounted to approximately 1.946 million sq.m. and cumulative contracted sales amounted to approximately RMB38.96 billion, representing an increase of 55.4% over the same period last year. The average selling price in the first eleven months of 2016 was RMB20,000/sq.m., representing an increase of 74.5% over the same period last year. As at the end of November 2016, BCL has achieved its annual sales target of RMB38 billion, while the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB4.89 billion.

Annex: Sales Breakdown for November 2016

| | Contracted Sales Area ('000 sq.m.) | Contracted Sales Amount (RMB million) |
|-------------------------------|------------------------------------|---------------------------------------|
| Beijing, Tianjin and Shanghai | 165 | 4,770 |
| Other Regions | 61 | 530 |
| Total | 226 | 5,300 |

| | Contracted Sales Area ('000 sq.m.) | Contracted Sales Amount (RMB million) |
|-------------------|------------------------------------|---------------------------------------|
| Core Projects | 82 | 1,460 |
| Non-core Projects | 144 | 3,840 |
| Total | 226 | 5,300 |



Capital Operation – Successful Submission of A-Share IPO

In November, the Company successfully submitted its A-share listing application to the China Securities Regulatory Commission (CSRC), which has been officially accepted by CSRC. The application draft of the A-share prospectus has been pre-disclosed on CSRC's website. The Company will continue efforts to accelerate its A-share initial public offer (IPO) process, update application documents and respond to feedback in a timely manner while in the queue for the regulator's IPO procedure. The proposed A-share IPO is expected to optimize the Company's capital structure, and sharpen its competitiveness.

Capital Operation – Capital Judo Receives Joint Investments

On 25 November, Capital Judo (stock code: 1329.HK), a subsidiary of BCL, announced that SINO-Ocean, a well-known Chinese property developer, and KKR, a global investment firm, will jointly invest in Capital Judo. Sino-Ocean and KKR have agreed to subscribe for Capital Judo's new common shares and perpetual convertible bond securities for a total consideration of approximately HKD1,477 million. With rich industry experience and extensive resource advantages, these two investors are expected to help further expand and grow Capital Judo's outlets business.

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.

