



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

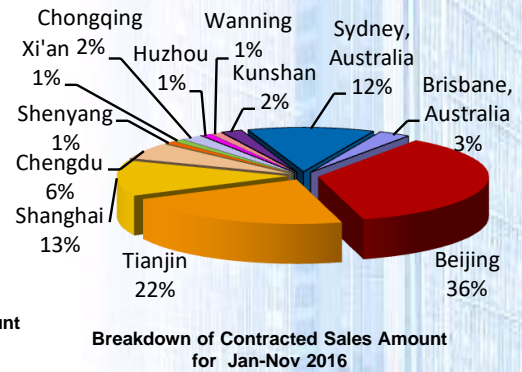
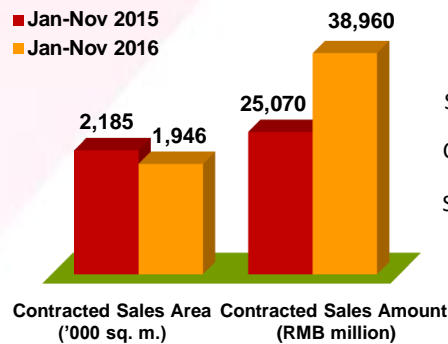
Beijing Capital Land Ltd. ("BCL", stock code: 2868.HK) is one of the leading integrated property developers in China. Aspiring to be "the Most Valuable Comprehensive Property Developer" in China, the Company focuses on the following core business lines: Residential Property, Integrated Outlets, Urban 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.

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)	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)	
Beijing, Tianjin and Shanghai	165	4,770	Core Projects	82	1,460
Other Regions	61	530	Non-core Projects	144	3,840
Total	226	5,300	Total	226	5,300



Contact Us

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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.

