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

(Stock Code: 2868)

SALES PERFORMANCE FOR THE YEAR ENDED 31 DECEMBER 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 year ended 31 December 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 January 2017

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\$2.92
52-week range HK\$2.53 – HK\$3.62
FY15 P/E (Trailing)..... 3.26 times
FY16 P/E (Forward) 5.29 times
Market Capitalization...HK\$8.842bn

*Source: Bloomberg, as of 5/1/2017

Company Profile

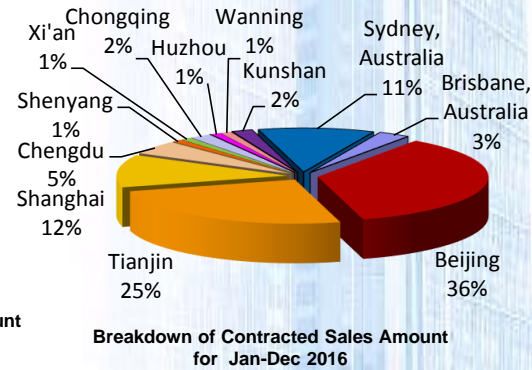
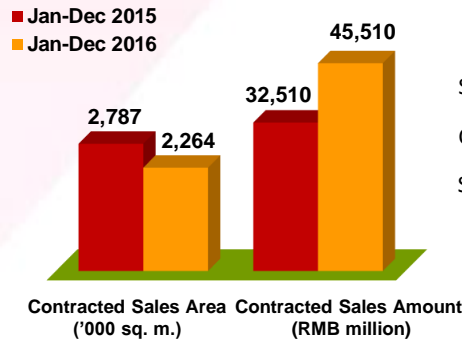
Beijing Capital Land Ltd. ("BCL", stock code: 2868.HK) is one of the leading integrated property developers in China. Aspiring to be "the Most Valuable Comprehensive Property Developer" in China, the Company focuses on the following core business lines: Residential Property, Integrated Outlets, Urban 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 December 2016

In December 2016, BCL achieved a total contracted sales area of 318,000 sq.m., while the corresponding contracted sales amounted to approximately RMB6.56 billion. In the year of 2016, BCL's cumulative contracted sales area amounted to approximately 2.264 million sq.m. and cumulative contracted sales amounted to approximately RMB45.51 billion, representing an increase of 40.0% compared with 2015, beating the annual sales target of RMB38 billion. The average selling price in the year was RMB20,000/sq.m., representing an increase of 72.3% over the same period last year. As at the end of December 2016, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB5.7 billion.

Annex: Sales Breakdown for December 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 | 272 | 6,080 | Core Projects | 286 | 5,950 |
| Other Regions | 46 | 480 | Non-core Projects | 32 | 610 |
| Total | 318 | 6,560 | Total | 318 | 6,560 |



Contact Us

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Land Investment

In December, BCL successfully acquired the Gao Village Project in Wuqing District, Tianjin, which is located in the Beijing-Tianjin integration core area. Situated on the central development axis of the Beijing-Tianjin metropolitan area, the project is expected to benefit from the "one-hour intercity commuting circle". Adjacent to an exit of the Beijing-Tianjin Expressway, the project has convenient access to nearby education, leisure and commercial amenities. The project has a planned above-ground GFA of 175,000 sq.m.

2016 Annual Supplier Conference

In December, BCL held its inaugural annual supplier conference in Beijing. The event was attended by hundreds of supplier representatives. With a theme of "Work Together and Achieve Win-Win", the conference encouraged product craftsmanship and corporate social responsibility when building projects, while highlighting the win-win approach. In the conference, BCL published its "Zero Water Seepage" white paper and also hosted the "2016-2018 Contractor Strategic Cooperation Agreement" signing ceremony.

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.

