



### Stock Data

Share Price.....HK\$3.08  
52-week range HK\$2.54 – HK\$3.56  
FY15 P/E (Trailing)..... 3.44 times  
FY16 P/E (Forward) ..... 5.58 times  
Market Capitalization...HK\$9.326bn

\*Source: Bloomberg, as of 7/2/2017

### 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.

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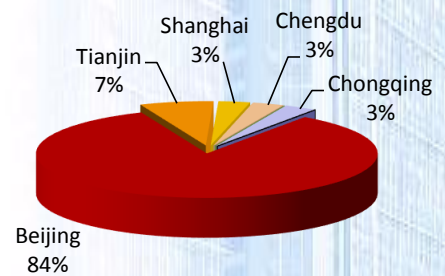
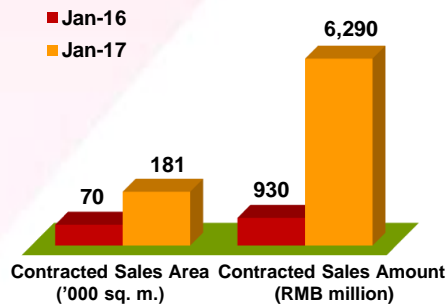
### Sales Performance for January 2017

In January 2017, BCL achieved a total contracted sales area of 181,000 sq.m., representing an increase of 158.3% over the same period last year, while the corresponding contracted sales amounted to approximately RMB6.29 billion, representing an increase of 576.7% over the same period last year. The average selling price in January was RMB35,000/sq.m., representing an increase of 162.0% over the same period last year. As at the end of January 2017, the cumulative subscription sales awaiting signing of official sales contracts amounted to RMB1.56 billion.

#### Annex: Sales Breakdown for January 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	127	5,850
Other Regions	54	440
<b>Total</b>	<b>181</b>	<b>6,290</b>

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	120	5,250
Non-core Projects	61	1,040
<b>Total</b>	<b>181</b>	<b>6,290</b>



Breakdown of Contracted Sales Amount for Jan 2017

### Offshore Bond Issuance

In January, a wholly-owned offshore subsidiary of BCL successfully established a USD1 billion guaranteed medium term note (MTN) and perpetual securities programme and completed the initial drawdown of USD400 million of 3.875% senior notes from the programme. The notes have the benefit of a keepwell deed and liquidity support from Beijing Capital Group, and have an investment grade credit rating of BBB from Fitch Ratings. The issuance successfully attracted leading international institutional investors including BlackRock and Goldman Sachs, and was oversubscribed more than 6 times. Its offer rate was substantially lowered by 32.5bps compared to the initial price guidance, which pushed the spread to a record wide level in the market compared to similar offerings.

### Land Investment

In January, BCL jointly acquired the Han Village Project in Jinhaihu Town, Pinggu District, Beijing. Located in the core function area of the World Leisure Congress, the project is equipped with great amenities and has good access to the Metro Pinggu Line and a number of truck roads. It also features scenic views as it is adjacent to the Jinhaihu tourism area. The project has a planned above-ground GFA of 153,000 sq.m.

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.

