



Stock Data

Share Price.....HK\$3.71
52-week range HK\$2.53 – HK\$4.02
FY16 P/E (Trailing)..... 4.92 times
FY17 P/E (Forward) 5.88 times
Market Capitalization...HK\$11.234bn

*Source: Bloomberg, as of 7/4/2017

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 "achieving quality growth" and focuses on products for homeowners looking to upgrade as well as high turnover and home-buyer oriented products. Beijing Capital Group, one of Beijing's largest state-owned enterprises and under the direct supervision of the Beijing State-owned Assets Supervision and Administration Commission, is the parent company of BCL.

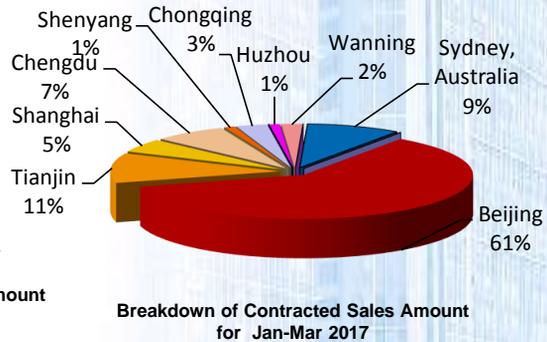
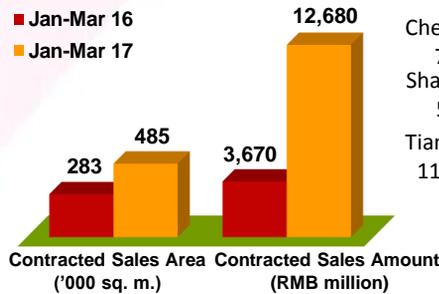
Sales Performance for March 2017

In March 2017, BCL achieved a total contracted sales area of 215,000 sq.m., representing an increase of 25.0% over the same period last year, while the corresponding contracted sales amounted to approximately RMB4.51 billion, representing an increase of 97.8% over the same period last year. As at the end of March 2017, BCL's cumulative contracted sales area amounted to approximately 485,000 sq.m., representing an increase of 71.4% over the same period last year. The cumulative contracted sales amounted to approximately RMB12.68 billion, representing an increase of 245.1% over the same period last year. The average selling price in 2017 was RMB26,000/sq.m., representing an increase of 101.3% over the same period last year. Concurrently, as at the end of March 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB2.47 billion.

Annex: Sales Breakdown for March 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	92	2,610
Other Regions	123	1,900
Total	215	4,510

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	132	2,900
Non-core Projects	83	1,610
Total	215	4,510



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@bjcapitaland.com.cn

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

Land Investment

In March, BCL successfully acquired 49% equity interest in the Xiaowangzhuang Project in Hebei District, Tianjin, from MTR Corporation Limited via a share acquisition. It is an above-metro-station project located in the heart of Hebei District, where three rivers (Ziya, Beiyun and Xinkai) meet together. It is also adjacent to both the Tianjin Railway Station and the Tianjin West Railway Station, with multiple subway lines and expressways around. The region features well-established living, education, healthcare and commercial ancillary facilities, and the project has a planned above-ground GFA of 253,000 sq.m. BCL's existing project "Grand Canal Milestone" in the same area recorded strong sales with an average selling price of over RMB35,000/sq.m.

In March, BCL successfully acquired the Tanyingxiang Project in Miyun District, Beijing. The project is located in the core area of Miyun District and adjacent to the Beijing-Chengde Expressway, Beijing-Shenyang High Speed Railway and the Miyun Bus Terminal. There are also several education and healthcare facilities and scenic spots nearby. The project has a planned above-ground GFA of 145,000 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.

