



Stock Data

Share Price.....HK\$3.87
52-week range HK\$2.82 – HK\$4.02
FY16 P/E (Trailing)..... 5.03 times
FY17 P/E (Forward) 6.02 times
Market Capitalization...HK\$11.718bn

*Source: Bloomberg, as of 5/7/2017

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.

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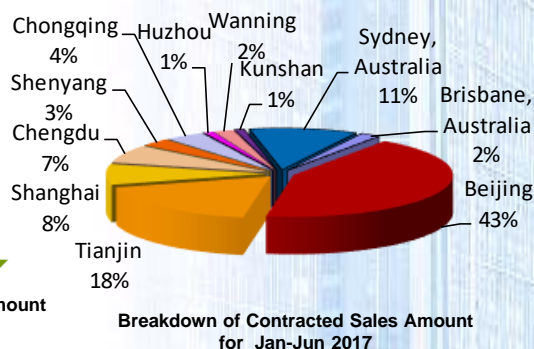
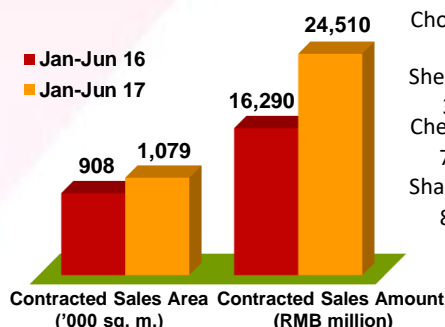
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Sales Performance for June 2017

In June 2017, BCL achieved a total contracted sales area of 239,000 sq.m., while corresponding contracted sales amounted to approximately RMB5.60 billion. As at the end of June 2017, BCL's cumulative contracted sales area amounted to approximately 1,079,000 sq.m., representing an increase of 18.8% over the same period last year. The cumulative contracted sales amounted to approximately RMB24.51 billion, representing an increase of 50.5% over the same period last year. The average selling price in 2017 was RMB23,000/sq.m., representing an increase of 26.7% over the same period last year. Concurrently, as at the end of June 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB2.50 billion.

Annex: Sales Breakdown for June 2017

	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	146	4,210	Core Projects	143	3,000
Other Regions	93	1,390	Non-core Projects	96	2,600
Total	239	5,600	Total	239	5,600



Land Investment - Entered Shenzhen Market

In June, the Company acquired the Longhua project in Shenzhen, successfully entering into the Shenzhen market. The project is located in the center of Longhua district and is adjacent to the Qinghu station of Metro Line No.4, as well as a number of major roads in the city. With a planned ground GFA of 44,000 sq.m., the project is equipped with well-established ancillary facilities, including a large scale integrated commercial complex, cultural plaza, and city park. This acquisition marks the Company's successful entry into core cities in the Pearl River Delta, further expanding its roll-out in core cities, and is a key strategic step towards exploring new markets and new business opportunities.

Offshore Bond Issuance

In June, the Company's offshore subsidiary successfully issued a 3 year senior note of USD100 million through private placement with a coupon rate of 3.70%, a record low for the Company's offshore bond issuances.

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.

