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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 EIGHT MONTHS ENDED 31 AUGUST 2017**

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 eight months ended 31 August 2017 (the “**Sales Performance**”). The Sales Performance is also available on the website of the Company ([www.bjcapitalland.com.cn](http://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 September 2017

*The Board as of the date of this announcement comprises Mr. Li Songping (Chairman) who is Non-Executive Director, Mr. Tang Jun (President) and Mr. Li Xiaobin who are Executive Directors, Ms. Sun Baojie, Mr. Sun Shaolin and Mr. Su Jian who are Non-Executive Directors, and Mr. Wang Hong, Mr. Li Wang and Mr. Wong Yik Chung, John who are Independent Non-Executive Directors.*



### Stock Data

Share Price.....HK\$3.85  
52-week range HK\$2.82 – HK\$4.27  
FY16 P/E (Trailing)..... 4.54 times  
FY17 P/E (Forward) ..... 5.76 times  
Market Capitalization...HK\$11.657bn

\*Source: Bloomberg, as of 5/9/2017

### 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 six core cities: Beijing, Shanghai, Shenzhen, 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.

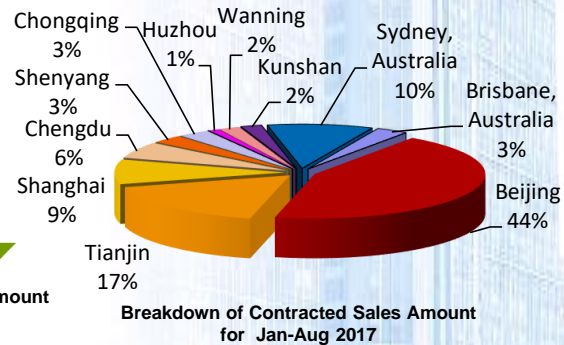
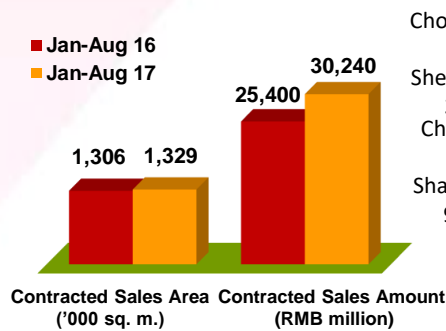
### Sales Performance for August 2017

In August 2017, BCL achieved a total contracted sales area of 155,000 sq.m., while corresponding contracted sales amounted to approximately RMB3.68 billion. As at the end of August 2017, BCL's cumulative contracted sales area amounted to approximately 1,329,000 sq.m. and the cumulative contracted sales amounted to approximately RMB30.24 billion, representing an increase of 19.1% over the same period last year. The average selling price in 2017 was RMB23,000/sq.m., representing an increase of 17.0% over the same period last year. As at the end of August 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to RMB2.12 billion.

#### Annex: Sales Breakdown for August 2017

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	123	3,360
Other Regions	32	320
<b>Total</b>	<b>155</b>	<b>3,680</b>

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	129	2,770
Non-core Projects	26	910
<b>Total</b>	<b>155</b>	<b>3,680</b>



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### Land Investment

In August, the Company successfully acquired the Yizhuang Economic Development Zone Project in Beijing. Located in the heart of the development zone, the project enjoys support from surrounding well-established industrial businesses and ancillary resources such as education, healthcare and supermarkets. It also features a convenient transportation network as it is adjacent to Metro Yizhuang Line and Line No. 17, as well as the Beijing-Shanghai Expressway and the Beijing-Tianjin Expressway. The project has a planned above-ground GFA of 182,000 sq.m.

In August, the Company acquired two projects in Guanyun Road, Qingpu District, Shanghai, both of which aim to address upgrade demand. Located in the central area of Qingpu, the two projects have good access to the business and living ancillary amenities nearby. They are close to a few natural attractions such as the Zhujiajiao Scenic Area and the Dianshan Lake, while adjacent to Shanghai Metro Line No. 17, Shanghai-Chongqing Expressway and the ramp of Shanghai City Highway. The two projects have a planned above-ground GFA of 55,000 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.

