



### Stock Data

Share Price.....HK\$3.88  
52-week range HK\$2.82 – HK\$4.97  
FY16 P/E (Trailing)..... 4.63 times  
FY17 P/E (Forward) ..... 5.86 times  
Market Capitalization...HK\$11.749bn  
*\*Source: Bloomberg, as of 5/12/2017*

### Sales Performance for November 2017

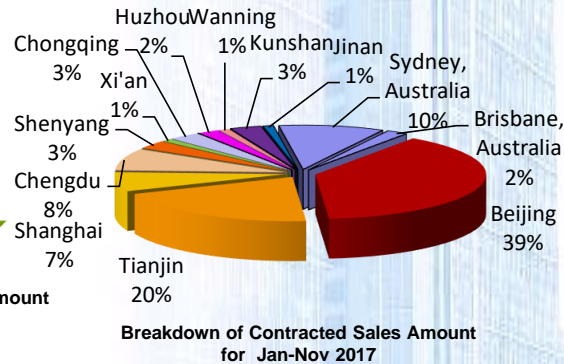
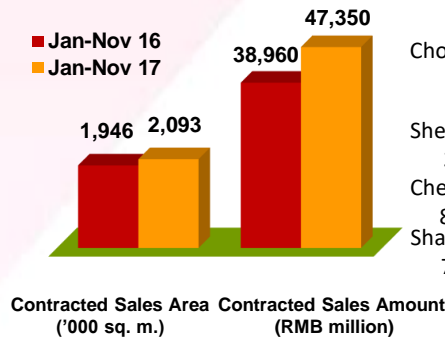
In November 2017, BCL achieved a total contracted sales area of 335,000 sq.m., while corresponding contracted sales amounted to approximately RMB9.5 billion, representing an increase of 79.2% compared with last year. As at the end of November 2017, BCL's cumulative contracted sales area amounted to approximately 2,093,000 sq.m. and the cumulative contracted sales amounted to approximately RMB47.35 billion, representing an increase of 21.5% compared with last year. The average selling price in 2017 was RMB23,000/sq.m, representing an increase of 13.0% compared with last year. As at the end of November 2017, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB4 billion.

#### Annex: Sales Breakdown for November 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	140	6,230	Core Projects	256	7,130
Other Regions	195	3,270	Non-core Projects	79	2,370
<b>Total</b>	<b>335</b>	<b>9,500</b>	<b>Total</b>	<b>335</b>	<b>9,500</b>

### 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.



### Land Investment

In November, the Company acquired the Yuzhong project in Chongqing via share acquisition. Located in the Yuzhong District, a sub-center of Chongqing, the project aims to provide mid-to-high-end products to meet upgrade demand. Adjacent to the commercial area of Daping, the project features well-established amenities, including education, healthcare, commercial and entertainment. It is also well-connected to transportation, with access to the light rail line No. 1, 2 and 3. The project has a total planned construction area of 77,000 sq.m.

### Hangzhou Capital Outlets Opened

On November 11, 2017 the Company celebrated the grand opening of the Hangzhou Capital Outlets, its fifth outlet project launched in China. Situated on the bank of Fuchun river, the new Capital Outlet project features picturesque riverside sceneries and covers a total construction area of 110,000 sq.m. The opening day also saw the launch of over 100 international and domestic brands, and was also highlighted by a customer traffic of over 90,000 and record-breaking opening-day sales of RMB 13 million. The successful opening in Hangzhou further demonstrates the commercial value upgrade in BCL's outlet business line, and its competitive edge brought by the strategy of chained operations across major cities in China. Two more outlets in Nanchang and Wuhan to be unveiled in 2017.

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.

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