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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 ELEVEN MONTHS ENDED 30 NOVEMBER 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 eleven months ended 30 November 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 December 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, Mr. Su Zhaohui, Mr. Sun Shaolin and Mr. Su Jian who are Non-Executive Directors, and Mr. Li Wang, Mr. Wong Yik Chung, John and Mr. Liu Xin who are Independent Non-Executive Directors.*



## 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

## 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.

## Contact Us

Investor Relations  
Tel: +852 2869 3288  
+86 10 6652 3240  
Email: ir@bjcapitalland.com.cn

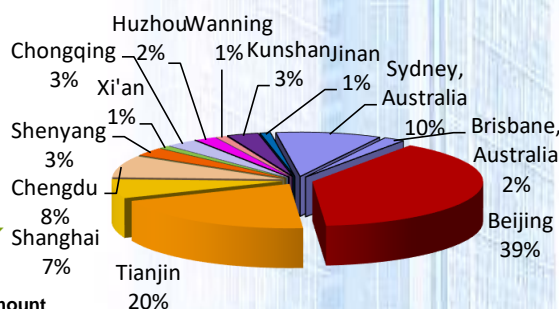
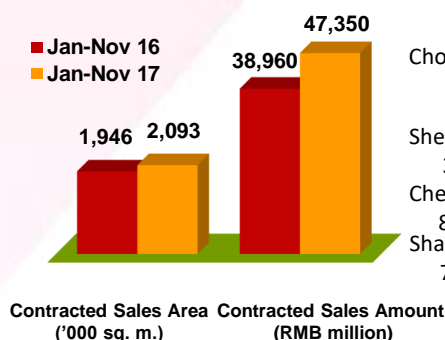
Christensen China Limited  
Tel: +852 2117 0861  
Fax: +852 2117 0869  
Email: bjcapitalland@christensenir.com

## 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
Total	335	9,500	Total	335	9,500



Breakdown of Contracted Sales Amount for Jan-Nov 2017

## 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.

