



### Stock Data

Share Price.....HK\$3.15  
52-week range HK\$3.13 – HK\$5.25  
FY17 P/E (Trailing)..... 3.97 times  
Market Capitalization...HK\$9.538bn

\*Source: Bloomberg, as of 3/8/2018

### 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 three metropolitan areas of Beijing-Tianjin-Hebei, Yangtze River Delta and Guangdong-Hong Kong-Macau Greater Bay Area. 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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### Sales Performance for July 2018

In July 2018, BCL achieved a total contracted sales area of approximately 126,000 sq.m., while the corresponding contracted sales amounted to approximately RMB1.46 billion. As at the end of July 2018, BCL's cumulative contracted sales area was approximately 1,489,000 sq.m., an increase of 26.9% year-over-year, and the cumulative contracted sales amounted to approximately RMB37.53 billion, an increase of 41.3% year-over-year. The average selling price was RMB25,000/sq.m, an increase of 11.3% year-over-year. As at the end of July 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.40 billion.

#### Annex: Sales Breakdown for July 2018

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	44	330
Other Regions	82	1,130
Total	126	1,460

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	103	710
Non-core Projects	23	750
Total	126	1,460



### Land Investment – First Entry in Foshan

In July, BCL acquired a new project in the Nanhai District in Foshan. The project is located in the central area of Shishan Town, the sub-center of Foshan, which is a national high-tech area developed by Foshan government. The project has access to convenient transportation as it is adjacent to Foshan West Railway Station, Metro Line No.3 and a number of major urban roads. Additionally, with a planned GFA of approximately 85,000 sq.m., it has access to various well-established amenities nearby, including education and leisure facilities. The project acquired in Foshan marks that the Company's strategic positioning in the Greater Bay Area is deepened, and that the development driven by expansion in Shenzhen, Guangzhou and Foshan is shaping up.

### Bond Issuance

In July, BCL successfully issued RMB2 billion of AAA-grade domestic private corporate bonds, with a 5.8% coupon rate for the RMB1.5 billion 2+1-year tranche, and 5.95% for the RMB500 million 3+2-year tranche. This issuance represented a record low coupon among all AAA-grade private corporate bonds in domestic property industry since the issuance in April, demonstrating the investors' recognition of the company.

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.

