



Stock Data

Share Price.....HK\$4.52
52-week range HK\$3.30 – HK\$5.51
FY17 P/E (Trailing)..... 5.23 times
Market Capitalization...HK\$13.686bn

*Source: Bloomberg, as of 4/4/2018

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 March 2018

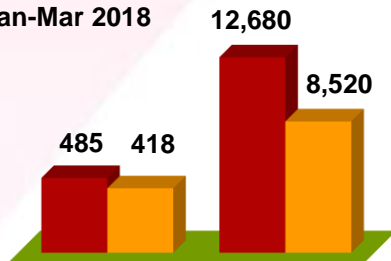
In March 2018, BCL achieved a total contracted sales area of approximately 129,000 sq.m., while corresponding contracted sales amounted to approximately RMB2.62 billion. As at the end of March 2018, BCL's cumulative contracted sales area was approximately 418,000 sq.m. and cumulative contracted sales amounted to approximately RMB8.52 billion. The average selling price was RMB20,000/sq.m. As at the end of March 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.6 billion.

Annex: Sales Breakdown for March 2018

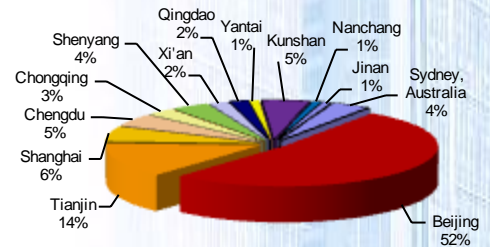
	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)	
Beijing, Tianjin and Shanghai	49	1,530	Core Projects	75	1,050
Other Regions	80	1,090	Non-core Projects	54	1,570
Total	129	2,620	Total	129	2,620

■ Jan-Mar 2017

■ Jan-Mar 2018



Contracted Sales Area ('000 sq. m.) Contracted Sales Amount (RMB million)



Breakdown of Contracted Sales Amount for Jan-Mar 2018

Land Investment

In March, BCL acquired the Liuyuan Project in Tianjin via equity acquisition. Located in the Beichen District of Tianjin and within the "half hour-living circle" from Tianjin's city center, the project has access to various well-established amenities nearby, including education, healthcare, commercial and leisure. The project is targeted at customers looking for their first housing upgrade as well as first-time home buyers. It also has access to convenient transportation as it is adjacent to the Outer Ring Road and close to the Liuyuan Station of Metro Line No.1. It has a planned GFA of 178,000 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.

