



### Stock Data

Share Price.....HK\$4.02  
52-week range HK\$3.53 – HK\$5.51  
FY17 P/E (Trailing)..... 4.72 times  
Market Capitalization...HK\$12.172bn

\*Source: Bloomberg, as of 5/6/2018

### 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 May 2018

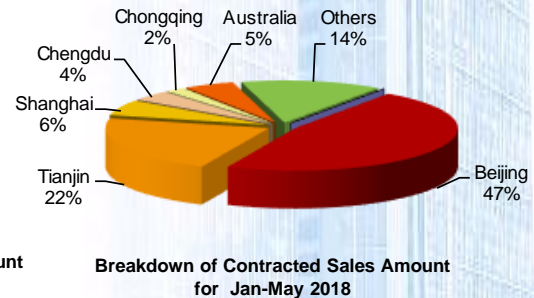
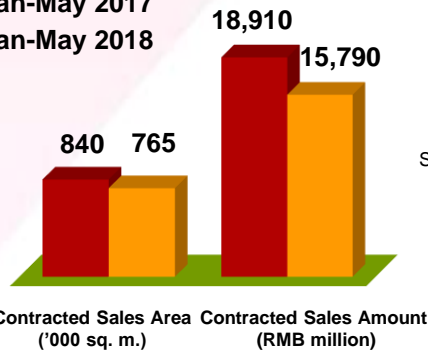
In May 2018, BCL achieved a total contracted sales area of approximately 200,000 sq.m., while corresponding contracted sales amounted to approximately RMB4.78 billion. As at the end of May 2018, BCL's cumulative contracted sales area was approximately 765,000 sq.m. and cumulative contracted sales amounted to approximately RMB15.79 billion. The average selling price was RMB21,000/sq.m. As at the end of May 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB2.69 billion.

#### Annex: Sales Breakdown for May 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	147	3,980	Core Projects	117	950
Other Regions	53	800	Non-core Projects	83	3,830
Total	200	4,780	Total	200	4,780

#### ■ Jan-May 2017

#### ■ Jan-May 2018



### Land Investments

In May, BCL acquired the Sunhe Project in Chaoyang District, Beijing via equity acquisition. Located in Chaoyang's central villa area, the project is targeted at customers looking for their housing upgrade. It has access to convenient transportation as it is adjacent to the Sunhe Station of Metro Line No.15, and close to several major urban roads including Jingmi Road and Jingping Expressway. Additionally, it is not far from the wetland park and the ecological corridor, enabling customers to enjoy the excellent natural sceneries. It also has access to various well-established amenities nearby, including education and commercial facilities. The project has a planned GFA of 133,000 sq.m.

In May, BCL acquired the Outlets Project in Qingdao. Located in Qingdao High-tech Zone, it has access to convenient transportation as it is adjacent to Metro Line No. 8 and the high-speed-train station, and close to various major urban roads such as Huoju Road. With diversified business categories including international brands, general retail, and parent-children services, the project is targeted at serving as an outlets life center. The project has a planned GFA of 94,000 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.

