



Stock Data

Share Price.....HK\$3.00
52-week range HK\$2.95 – HK\$5.51
FY17 P/E (Trailing)..... 3.88 times
Market Capitalization...HK\$9.084bn

*Source: Bloomberg, as of 5/9/2018

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.

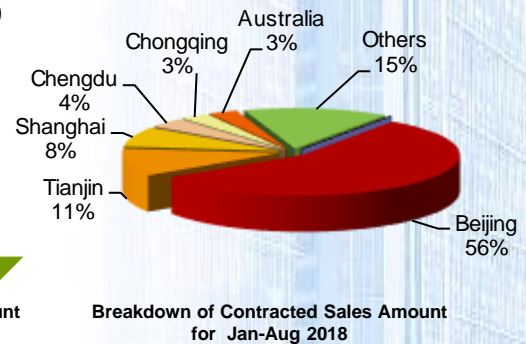
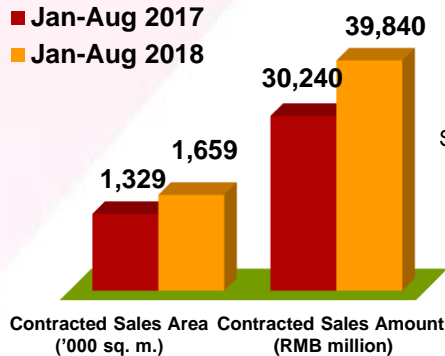
Sales Performance for August 2018

In August 2018, BCL achieved a total contracted sales area of approximately 170,000 sq.m., while the corresponding contracted sales amounted to approximately RMB2.31 billion. As at the end of August 2018, BCL's cumulative contracted sales area was approximately 1,659,000 sq.m., an increase of 24.9% year-over-year, and the cumulative contracted sales amounted to approximately RMB39.84 billion, an increase of 31.7% year-over-year. As at the end of August 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.60 billion.

Annex: Sales Breakdown for August 2018

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	61	1,220
Other Regions	109	1,090
Total	170	2,310

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	139	1,760
Non-core Projects	31	550
Total	170	2,310



Contact Us

Investor Relations
Tel: +852 2869 3288
+8610 6652 3156
Email: ir@bjcapitalland.com.cn

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

Bond Issuance

In August, BCL successfully issued RMB2 billion of 3+N-year domestic perpetual mid-term notes, with a coupon rate of 6.15%, representing the largest scale and a record low coupon among perpetual mid-term notes issued by Chinese developers in 2018. This issuance demonstrated the Company's diversified and smooth financing channels and its further optimized capital structure.

Land Investment

In August, BCL acquired the Minhang project in Shanghai at the starting bid price. The project is located in the Grand Hongqiao Business Area, and is targeted at high net-worth customers looking for their housing upgrade. The project has access to various well-established amenities nearby, including commercial, education and healthcare facilities. It also has access to convenient transportation as it is adjacent to the Metro Line No.13 and No.17, as well as a number of major highways including the Shenyang-Haikou Expressway and Beidi Road. The acquisition of the Minhang project demonstrated the Company's commitment to implementing the Grand Hongqiao strategy.



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.

