



### Stock Data

Share Price.....HK\$2.79  
52-week range HK\$2.47 – HK\$5.51  
FY17 P/E (Trailing)..... 3.66 times  
Market Capitalization...HK\$8.448bn  
*\*Source: Bloomberg, as of 5/11/2018*

### Sales Performance for October 2018

In October 2018, BCL achieved a total contracted sales area of approximately 241,000 sq.m., while the corresponding contracted sales amounted to approximately RMB5.80 billion. As at the end of October 2018, BCL's cumulative contracted sales area was approximately 2,023,000 sq.m., an increase of 15.0% year-over-year, and the cumulative contracted sales amounted to approximately RMB48.05 billion, an increase of 27.0% year-over-year. As at the end of October 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.60 billion.

### 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.

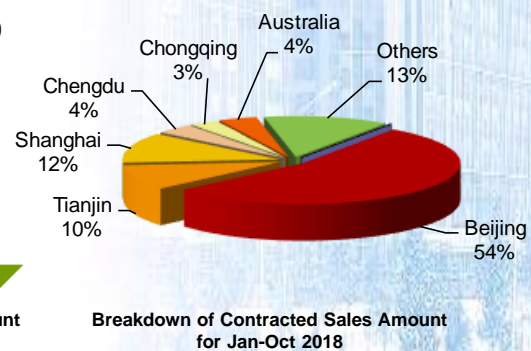
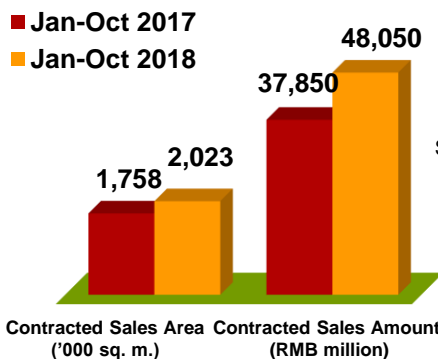
#### Annex: Sales Breakdown for October 2018

	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	144	4,860	Core Projects	2,850
Other Regions	97	940		
Total	241	5,800	Non-core Projects	2,950
			Total	5,800

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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.

