



Stock Data

Share Price.....HK\$2.77
52-week range HK\$2.47 – HK\$5.51
P/E (Trailing)..... 3.60 times
Market Capitalization...HK\$8.387bn

*Source: Bloomberg, as of 3/1/2019

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 December 2018

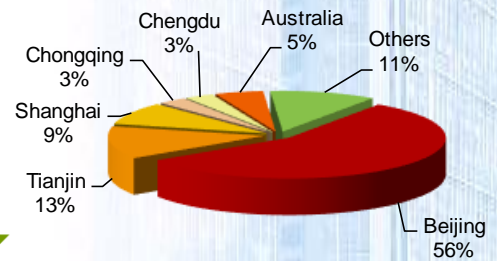
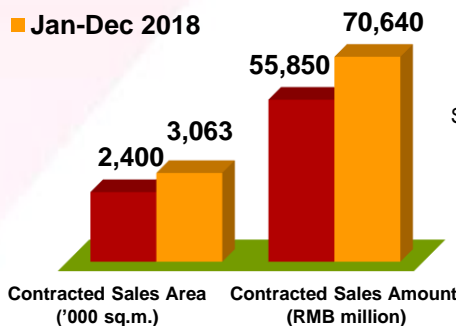
In December 2018, BCL achieved a total contracted sales area of approximately 593,000 sq.m., while the corresponding contracted sales amounted to approximately RMB13.78 billion. As at the end of December 2018, BCL's cumulative contracted sales area was approximately 3,063,000 sq.m., an increase of 27.6% year-over-year, and the cumulative contracted sales amounted to approximately RMB70.64 billion, an increase of 26.5% year-over-year. As at the end of December 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB2.4 billion.

Annex: Sales Breakdown for December 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	346	12,220	Core Projects	273	10,140
Other Regions	247	1,560	Non-core Projects	320	3,640
Total	593	13,780	Total	593	13,780

■ Jan-Dec 2017

■ Jan-Dec 2018



Breakdown of Contracted Sales Amount for Jan-Dec 2018

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Land Investment

In December, BCL acquired the Yunhe Project in Hangzhou via capital contribution and equity acquisition. Targeted at customers looking for housing upgrade, the project is located in the Yunhe New City in the Gongshu District, a key development area in north Hangzhou. Adjacent to the Shixiang and Shangtang highways, it has great access to convenient transportation. Situated in the Wanda shopping area, the project also has access to various amenities nearby, including education, healthcare and commercial facilities, as well as scenic views. The project has a planned GFA of approximately 89,000 sq.m.

In December, BCL acquired the Xiamen Outlets Project in the city's Xiang'an District. It is adjacent to a few major highways including the Binhai Avenue, which enables fast travel to the core area of the Xiamen Island. It is positioned as a holiday town outlets project, featuring experiences from shopping, sightseeing, leisure travel to food and beverage services. The project has a planned GFA of approximately 83,000 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.

