



### Stock Data

Share Price.....HK\$3.26  
52-week range HK\$2.49 – HK\$5.37  
P/E (Trailing)..... 4.15 times  
Market Capitalization...HK\$9.871bn

\*Source: Bloomberg, as of 1/2/2019

### 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.

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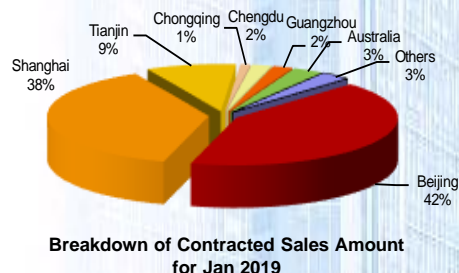
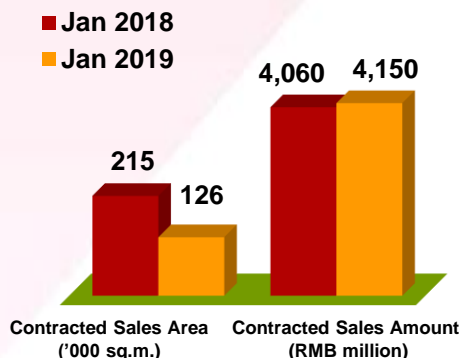
### Sales Performance for January 2019

In January 2019, BCL achieved a total contracted sales area of approximately 126,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.15 billion. Average selling price (ASP) reached RMB33,000/sq.m. As at the end of January 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.5 billion.

#### Annex: Sales Breakdown for January 2019

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	81	3,670
Other Regions	45	480
Total	126	4,150

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	90	2,490
Non-core Projects	36	1,660
Total	126	4,150



### Launch of Prime Golden Capital

In January, the Company successfully held a conference to release the Prime Golden Capital brand and express gratitude to BCL's financial institution partners. In the conference with the theme of "Integrating wealth, creating future", the Company launched its RMB100 billion strategic cooperation plan with a number of financial institutions. As a wholly-owned financial platform of BCL, Prime Golden Capital is a critical part of the Company's "RMB100 Billion Value Ecosystem" strategy. With a "Property & Finance" model, Prime Golden Capital primarily provides funding in five major directions for BCL, namely real estate development, asset management, cultural and creative industrial real estate, private equity and overseas real estate. It aims to boost the rapid development of BCL's main business as well as to speed up BCL's strategic transformation and upgrade.

### Land Investment – First Entry in Suzhou

In January, Prime Golden Capital, the financial platform under BCL, acquired the Qingjian Lake Project in Suzhou. Targeted at customers looking for housing upgrade, the project is located at the Qingjian Lake Area in the north of Suzhou Industrial Park. It has great access to convenient transportation, and it is adjacent to a few major urban highways including Xinghu Street and Middle Ring Road, which enables fast travel to the core area of Suzhou. Adjacent to the Yangcheng Lake, it has superior ecological environment and abundant resort and leisure resources. The project also has access to various amenities nearby, including education, healthcare and commercial facilities. The project has a planned GFA of approximately 167,000 sq.m. The acquisition of the project marks the Company's successful entry in Suzhou and continuously expansion in Yangtze River Delta Metropolitan Area.

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.

