



Stock Data

Share Price.....HK\$3.51
52-week range HK\$2.47 – HK\$5.51
P/E (Trailing)..... 4.45 times
Market Capitalization...HK\$10.628bn

*Source: Bloomberg, as of 5/3/2019

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 February 2019

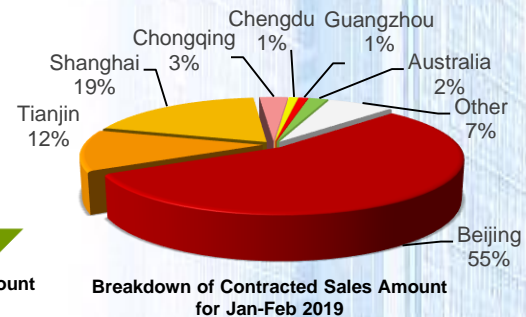
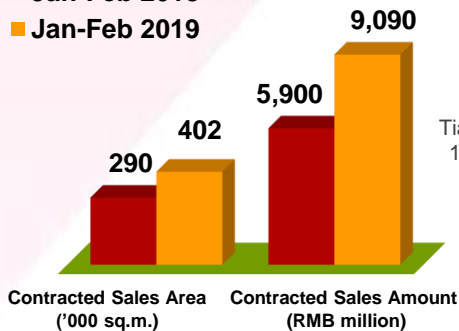
In February 2019, BCL achieved a total contracted sales area of approximately 276,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.94 billion. As at the end of February 2019, BCL's cumulative contracted sales area was approximately 402,000 sq.m., an increase of 38.8% year-over-year, and the cumulative contracted sales amounted to approximately RMB9.09 billion, an increase of 54.1% year-over-year. As at the end of February 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB800 million.

Annex: Sales Breakdown for February 2019

	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	199	4,190	Core Projects	190	2,870
Other Regions	77	750	Non-core Projects	86	2,070
Total	276	4,940	Total	276	4,940

■ Jan-Feb 2018

■ Jan-Feb 2019



Acquisition of the Largest Rental Housing Project that is Developed on Collectively-owned Land in Beijing

In February, the Company signed an agreement with the township government of Shibalidian under Chaoyang District, Beijing to acquire a rental housing project to be developed on collectively-owned land. The project integrates various functions of housing, leisure, entertainment and business, and will be built into a modern community. As the largest rental housing project that is developed on collectively-owned land in Beijing, the project will provide approximately 10,000 rental housing units. This marks an important step for the Company to expand its rental housing business and fulfill its responsibilities as a state owned enterprise. It has laid a solid foundation for the Company to increase its brand awareness for rental housing and to achieve business upgrade and transformation.

Land Investment

In February, Prime Golden Capital, the financing platform under BCL, acquired the Jinhaihu Project in Pinggu District, Beijing. With a planned GFA of 134,000 sq.m., the project targets customers looking for housing upgrades or vacation homes. Located in the west of the Jinhaihu Scenic Area and adjacent to Pingji Road and Shunping Road, it has access to a great transportation network, including a convenient way to the center of Pinggu District. Once the construction of the World Leisure Congress main venue nearby is completed, the region will have more auxiliary facilities and the project is expected to enjoy a higher value.

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.

