



Stock Data

Share Price.....HK\$1.68
52-week range HK\$1.38 – HK\$3.04
P/E (Trailing)..... 3.74 times
Market Capitalization...HK\$7.330bn

*Source: Bloomberg, as of 2/4/2020

Sales Performance for March 2020

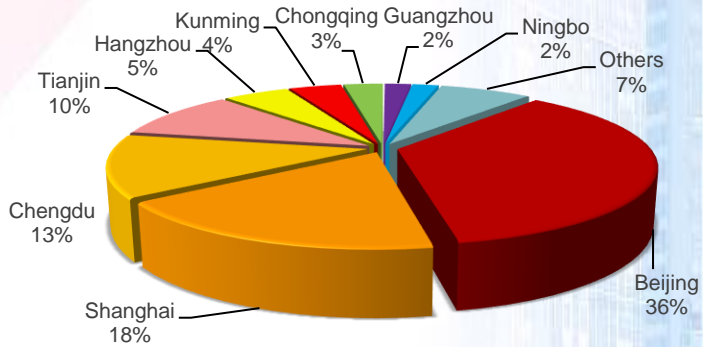
In March 2020, BCL achieved a total contracted sales area of approximately 80,000 sq.m., while the corresponding contracted sales amounted to approximately RMB2.40 billion. As at the end of March 2020, BCL's cumulative contracted sales area was approximately 262,000 sq.m., and the cumulative contracted sales amounted to approximately RMB7.55 billion with contracted average selling price of approximately RMB29,000/sq.m.. As at the end of March 2020, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.33 billion.

Annex: Sales Breakdown for March 2020

	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	19	870	Core Projects	820
Other Regions	61	1,530	Non-core Projects	1,580
Total	80	2,400	Total	2,400

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. It also actively pushes forward its expansion into innovative businesses including cultural and creative industrial property development, high-tech industrial property development, and rental housing business. 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 and key tier-2 potential cities. The Company is committed to its strategy of "high-quality development" and focuses on products for homeowners looking to upgrade as well as high turnover projects for rigid demand. 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.



Breakdown of Contracted Sales Amount for Jan-Mar 2020

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Bond Issuance

In March, BCL successfully issued RMB790 million of 3+2-year private corporate bonds, with a coupon rate of 3.65%, hitting a record low coupon rate for domestic AAA-grade private corporate bonds with the same maturity in the property industry. In face of the complicated and volatile market situation, BCL leveraged its solid financial performance and strong credit profile to seize the market opportunity in bond issuance. The bond was well received by investors, demonstrating the high recognition from the capital market.

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.

