



### Stock Data

Share Price.....HK\$1.38  
52-week range .....HK\$1.30 – HK\$2.56  
P/E (Trailing)..... 4.88 times  
Market Capitalization.....HK\$6.021bn

\*Source: Bloomberg, as of 12/10/2020

### 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, a large state-owned enterprise in Beijing 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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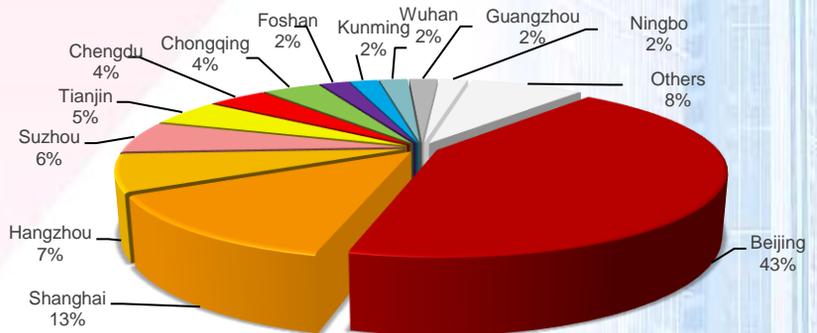
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### Sales Performance for September 2020

In September 2020, BCL achieved a total contracted sales area of approximately 525,000 sq.m., while the corresponding contracted sales amounted to approximately RMB7.65 billion. As at the end of September 2020, BCL's cumulative contracted sales area was approximately 1,760,000 sq.m., and the cumulative contracted sales amounted to approximately RMB48.51 billion, with contracted average selling price of approximately RMB28,000/sq.m.. As at the end of September 2020, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.47 billion.

#### Annex: Sales Breakdown for September 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	79	3,630	Core Projects	105	4,010
Other Regions	446	4,020	Non-core Projects	420	3,640
<b>Total</b>	<b>525</b>	<b>7,650</b>	<b>Total</b>	<b>525</b>	<b>7,650</b>



Breakdown of Contracted Sales Amount for Jan-Sept 2020

### Land Investment

In September, BCL acquired the Dong Lu Project at Yushan Bay in Jiangyin City of Jiangsu Province, with a planned GFA of 226,000 sq.m.. Situated at the eco-leisure featured upscale residential area in Jiangyin, the project enjoys accessible transportation, as it is adjacent to an expressway entrance and the Jiangyin Subway Station currently under construction. The project also has access to well-established amenities nearby, including commercial, education, healthcare and landscapes. Positioned to meet the needs of first-time homebuyers and upgraders, the project helps to further expand BCL's strategic deployments in the Yangtze River Delta.

### "Photosynthesis Plus" Healthy Living Framework Launched

In September, BCL, in collaboration with BCL Health, the healthcare platform under BCL, successfully launched the "Photosynthesis Plus" Healthy Living Framework. Subdivided into three dimensions and ten systems, the framework is designed to develop new high-quality life scenarios for BCL customers. By upgrading the six product systems in terms of air, sound, water, lighting, mobility and technology, the framework aims to create a 24/7 holistic healthy environment for BCL customers. Under the framework, BCL will offer comprehensive healthcare services to customers through the Photosynthesis Health Store in the community by integrating online and offline medical platforms, such as Chunyuisheng and Kong Yi Tang. BCL will also expand company-held events such as those of sports, art and charities to the communities in a bid to promote a harmonious and healthy community environment and lifestyles. To date, the first Photosynthesis Health Store has been successfully launched in the Xi Rui Yuan Zhu Project in Foshan City.

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.

