



Stock Data

Share Price.....HK\$1.40
52-week range..... HK\$1.29-HK\$2.56
P/E (Trailing).....4.81 times
Market Capitalization..... HK\$6.108bn

*Source: Bloomberg as of 3/12/2020

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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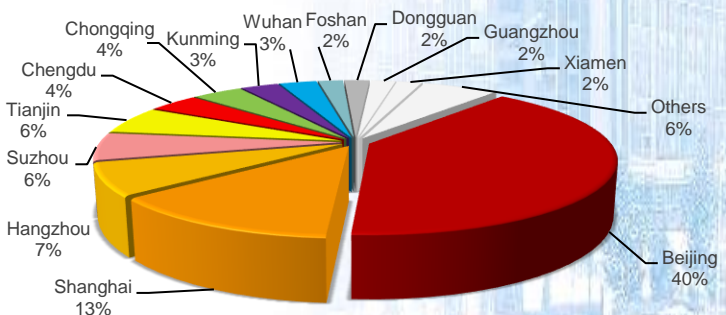
Sales Performance for November 2020

In November 2020, BCL achieved a total contracted sales area of approximately 266,000 sq.m., while the corresponding contracted sales amounted to approximately RMB5.49 billion. As at the end of November 2020, BCL's cumulative contracted sales area was approximately 2,310,000 sq.m., and the cumulative contracted sales amounted to approximately RMB60.11 billion, with contracted average selling price of approximately RMB26,000/sq.m.. As at the end of November 2020, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.52 billion.

Annex: Sales Breakdown for November 2020

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	68	2,080
Other Regions	198	3,410
Total	266	5,490

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	187	2,630
Non-core Projects	79	2,860
Total	266	5,490



**Breakdown of Contracted Sales Amount
for Jan-Nov 2020**

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.

