



Stock Data

Share Price..... HK\$2.490
52-week Range HK\$0.95 – HK\$2.54
Market Capitalization...HK\$10.864bn
*Source: Bloomberg, as of 9/8/2021

Company Profile

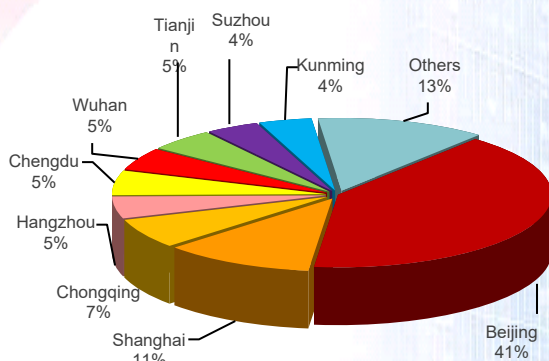
Beijing Capital Land Ltd. ("BCL", stock code: 2868.HK) is one of the leading integrated property developers in China. Aspiring to be "the Most Valuable Comprehensive Property Developer" in China, the Company focuses on the following core business lines: Residential Property, Integrated Outlets, Urban 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.

Sales Performance for July 2021

In July 2021, BCL recorded a total contracted sales area of approximately 138,000 sq.m., while the corresponding contracted sales amounted to approximately RMB2.29 billion. As at the end of July 2021, BCL's cumulative contracted sales area was approximately 1,881,000 sq.m.; the cumulative contracted sales amounted to approximately RMB42.56 billion, representing an increase of 15.0% year-over-year, with contracted average selling price of approximately RMB23,000/sq.m.. As at the end of July 2021, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB2.21 billion.

Annex: Sales Breakdown for July 2021

	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	41	910	Core Projects	106
Other Regions	97	1,380	Non-core Projects	32
Total	138	2,290	Total	138



Breakdown of Contracted Sales Amount for Jan-July 2021

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Strategic Cooperation

- In July, Prime Golden Capital, BCL's wholly-owned fund platform and CR Capital held the signing ceremony of strategic cooperation agreement. The agreement will allow both parties to establish a joint-venture fund management company by leveraging their advantages and fully integrating the resources and capabilities within their respective systems, set up a capital-based diversified urban development fund, make joint efforts to build a benchmark fund management platform, make all-around exploration in diversified fund investment portfolios and jointly develop business cooperation in areas such as urban existing property update, urban complexes, long-term rental apartments etc. This central-local alliance among the two giants in the industry of real estate financing, is a proactive exploration in creating a new landscape of central-local relationship and co-building a new central-local integrated ecosystem.

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.

