



Stock Data

Share Price.....HK\$3.20
52-week range HK\$3.17 – HK\$5.51
FY17 P/E (Trailing)..... 4.00 times
Market Capitalization...HK\$9.690bn

*Source: Bloomberg, as of 4/7/2018

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.

Contact Us

Investor Relations
Tel: +852 2869 3288
+8610 6652 3156
Email: ir@bjcapitalland.com.cn

Christensen China Limited
Tel: +852 2117 0861
Fax: +852 2117 0869
Email: bjcapitalland@christensenir.com



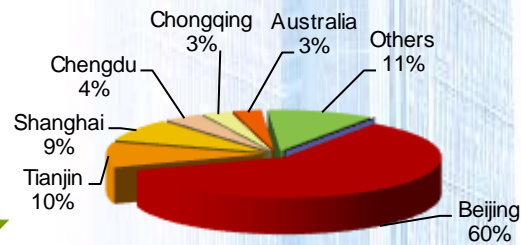
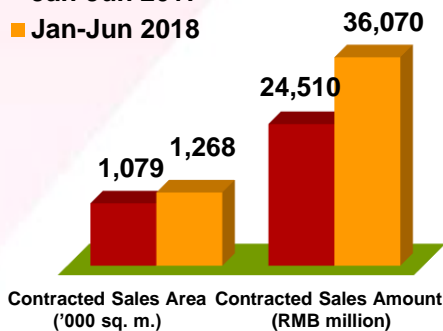
Sales Performance for June 2018

In June 2018, BCL achieved a total contracted sales area of approximately 504,000 sq.m., an increase of 110.6% year-over-year, while the corresponding contracted sales amounted to approximately RMB20.28 billion, an increase of 262.1% year-over-year. As at the end of June 2018, BCL's cumulative contracted sales area was approximately 1,268,000 sq.m., an increase of 17.6% year-over-year, and the cumulative contracted sales amounted to approximately RMB36.07 billion, an increase of 47.2% year-over-year. The average selling price was RMB28,000/sq.m, an increase of 25.2% year-over-year. As at the end of June 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.70 billion.

Annex: Sales Breakdown for June 2018

	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	315	16,660	Core Projects	329	15,690
Other Regions	189	3,620	Non-core Projects	175	4,590
Total	504	20,280	Total	504	20,280

■ Jan-Jun 2017
■ Jan-Jun 2018



Bond Issuance – Tap the Interbank Bond Market

In June, BCL successfully issued RMB2 billion of 3+N-year domestic perpetual mid-term notes with a coupon rate of 6.27%, representing the record low coupon rate among all perpetual mid-term notes issued by Chinese developers during the year, which also marked the lowest financing cost among all BCL's perpetual securities. As the first move for the Company to tap the interbank market, the largest bond market in China, this bond issuance effectively broadened the Company's financing channels, allowing it to further lower financing costs.

Land Investment – Enter Guangzhou

In June, BCL acquired the Zengcheng Project in Guangzhou via equity acquisition. Targeted at customers looking for housing upgrade, the project is located in the central area of the Zengcheng District, with two major commercial areas nearby, namely the Wanda commercial area and the Easco City commercial area. The project is also close to the Donghu Park and enjoys excellent natural sceneries. It has access to convenient transportation as it is adjacent to Metro Line No.21 and multiple urban highways. Additionally, it has access to various well-established amenities nearby, including education and healthcare facilities. The project has a planned GFA of approximately 148,000 sq.m. This acquisition marked BCL's expansion in core cities with the first presence in Guangzhou, and demonstrated its strategic focus on the three metropolitan areas.

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.

