



Stock Data

Share Price.....HK\$2.68
52-week range HK\$2.61 – HK\$5.51
FY17 P/E (Trailing)..... 3.51 times
Market Capitalization...HK\$8.115bn

*Source: Bloomberg, as of 10/10/2018

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.

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Sales Performance for September 2018

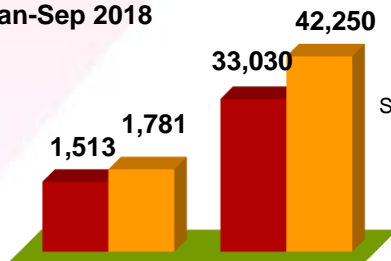
In September 2018, BCL achieved a total contracted sales area of approximately 122,000 sq.m., while the corresponding contracted sales amounted to approximately RMB2.41 billion. As at the end of September 2018, BCL's cumulative contracted sales area was approximately 1,781,000 sq.m., an increase of 17.7% year-over-year, and the cumulative contracted sales amounted to approximately RMB42.25 billion, an increase of 27.9% year-over-year. As at the end of September 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.60 billion.

Annex: Sales Breakdown for September 2018

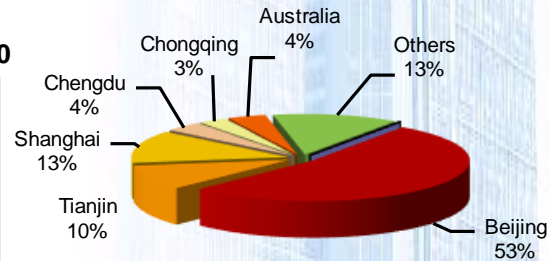
	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	97	2,050
Other Regions	25	360
Total	122	2,410

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	100	1,550
Non-core Projects	22	860
Total	122	2,410

■ Jan-Sep 2017
■ Jan-Sep 2018



Contracted Sales Area ('000 sq. m.) Contracted Sales Amount (RMB million)



Breakdown of Contracted Sales Amount for Jan-Sep 2018

Launch of Rental Housing Project

In September, BCL launched Fangshan Heyu in Beijing, its first long-term rental apartment project under the brand "Heyu". The project integrates the functions of living, entertainment, commercial and service. In collaboration with the coworking brand UCOMMUNE, it provides a new community for youths that includes both office and living space. In the future, the Company will continue to raise its brand awareness, improve service quality and enhance operation capabilities, and plans to further expand the rental housing business.

Bond Issuance

In September, BCL successfully issued RMB2.5 billion of 3+2-year domestic AAA-grade public corporate bonds, with a coupon rate of 4.89%, representing a record low coupon among bonds issued by the company in 2018. Leveraging the company's SOE background and its strong credit profile, the bonds attracted subscriptions from over 30 investors, including banks, funds, brokers, insurance companies and asset management firms, demonstrating the great 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.

