



Stock Data

Share Price.....HK\$3.19
52-week range HK\$2.47 – HK\$4.82
P/E (Trailing)..... 4.69 times
Market Capitalization...HK\$9.659bn

*Source: Bloomberg, as of 4/4/2019

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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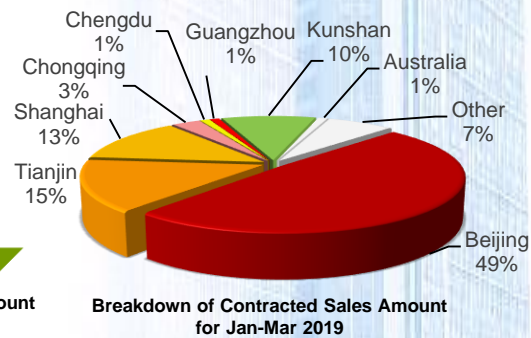
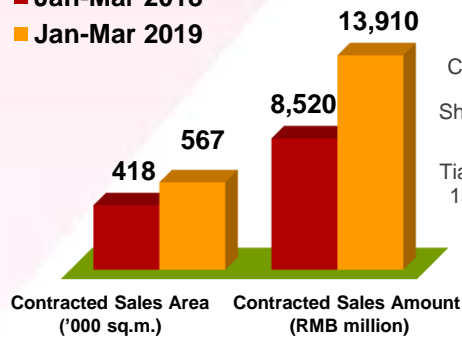
Sales Performance for March 2019

In March 2019, BCL achieved a total contracted sales area of approximately 165,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.82 billion. As at the end of March 2019, BCL's cumulative contracted sales area was approximately 567,000 sq.m., an increase of 35.6% year-over-year, and the cumulative contracted sales amounted to approximately RMB13.91 billion, an increase of 63.2% year-over-year. As at the end of March 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1 billion.

Annex: Sales Breakdown for March 2019

	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	66	2,920	Core Projects	87	2,230
Other Regions	99	1,900	Non-core Projects	78	2,590
Total	165	4,820	Total	165	4,820

■ Jan-Mar 2018
■ Jan-Mar 2019



Land Investment

In March, BCL acquired the Xiang'an New Town Project in Xiamen, the company's first residential property project in Xiamen. The project targets customers looking for housing upgrades. Located in the mid-south of Xiang'an District, Xiamen, the project is adjacent to Metro Line No.3 and 4. It has access to a great transportation network as it is close to the major highway Hongzhong Avenue and the planned Xiamen International Airport. Currently, the project has access to well-established auxiliary facilities nearby, including education, healthcare and commercial. Once the Capital Outlets opens for business, the project is expected to enjoy a higher value with the strong momentum in the region.



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.

