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(A joint stock limited company incorporated in the People's Republic of China with limited liability)

(Stock Code: 2868)

SALES PERFORMANCE FOR THE FOUR MONTHS ENDED 30 APRIL 2019

Beijing Capital Land Ltd. (the “Company”, together with its subsidiaries, the “Group”) wishes to provide to its shareholders the attached newsletter on property sales performance which contains certain operating data of the Group for the four months ended 30 April 2019 (the “**Sales Performance**”). The Sales Performance is also available on the website of the Company (www.bjcapitalland.com.cn). The Sales Performance has been prepared on the basis of internal management records. It has not been audited or reviewed by external auditor, and as such the data is for investors’ reference only. The Sales Performance is not an offer or solicitation for the purchase or sale of any securities or financial instruments or to provide any investment service or investment advice.

By Order of the Board
Beijing Capital Land Ltd.
Lee Sze Wai
Company Secretary

Hong Kong, 6 May 2019

The Board as of the date of this announcement comprises Mr. Li Songping (Chairman) who is the non-executive Director, Mr. Zhong Beichen (President), Mr. Li Xiaobin, Mr. Hu Weimin and Mr. Fan Shubin who are the executive Directors, Mr. Su Jian who is the non-executive Director, Mr. Li Wang, Mr. Wong Yik Chung, John and Mr. Liu Xin who are the independent non-executive Directors.



Stock Data

Share Price.....HK\$2.75
52-week range HK\$2.47 – HK\$4.38
P/E (Trailing)..... 5.20 times
Market Capitalization...HK\$8.327bn

*Source: Bloomberg, as of 6/5/2019

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 April 2019

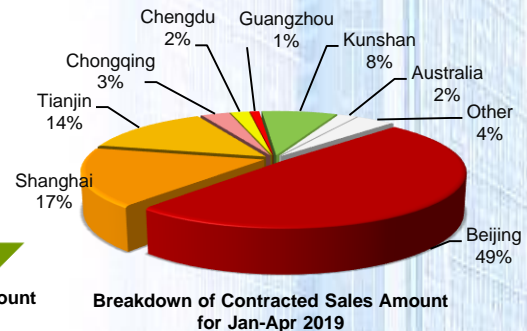
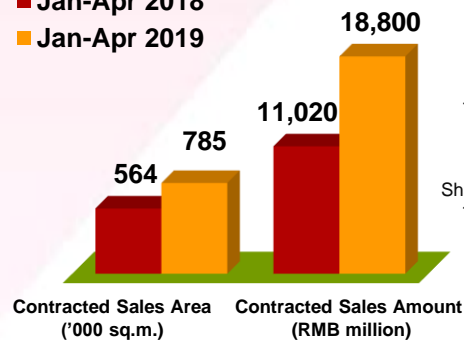
In April 2019, BCL achieved a total contracted sales area of approximately 218,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.89 billion. As at the end of April 2019, BCL's cumulative contracted sales area was approximately 785,000 sq.m., an increase of 39.2% year-over-year, and the cumulative contracted sales amounted to approximately RMB18.80 billion, an increase of 70.6% year-over-year. As at the end of April 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.5 billion.

Annex: Sales Breakdown for April 2019

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	135	4,190
Other Regions	83	700
Total	218	4,890

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	125	1,470
Non-core Projects	93	3,420
Total	218	4,890

■ Jan-Apr 2018
■ Jan-Apr 2019



Bond Issuance

In April, BCL successfully issued RMB2.5 billion of private corporate bonds, with a coupon rate of 4.30% for the RMB1.5 billion 2+1-year tranche, and 4.58% for the RMB1.0 billion 3+2-year tranche, representing the record low coupons for domestic 2-year private corporate bonds with the same scales this year. Leveraging the company's SOE background and its strong credit profile, the bonds were well received by investors with 3.46 times over-subscription, demonstrating the recognition from the capital market.

Land Investment

In April, BCL acquired the Tiexi Project in Shenyang, which has a planned GFA of 36,000 sq.m.. Targeted at customers looking for housing upgrades, the project is located at the 2nd ring road in the west of the Tiexi District, Shenyang, which is a traditional residential area in Shenyang. It has access to a great transportation network as it is close to Metro Line No.1 and several major highways including Jianshe West Road and Zhaogong Street, enabling convenient commuting to the Tiexi business area. The project also has access to well-established auxiliary facilities nearby, including education, healthcare and commercial.



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.

