



Stock Data

Share Price.....HK\$2.47
52-week range HK\$2.36 – HK\$4.14
P/E (Trailing)..... 4.77 times
Market Capitalization...HK\$7.479bn

*Source: Bloomberg, as of 31/5/2019

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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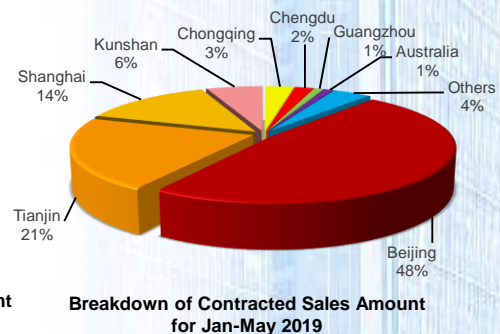
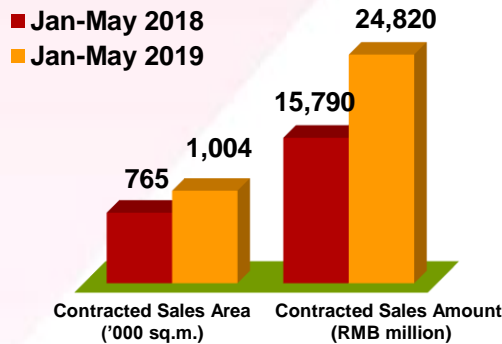
Sales Performance for May 2019

In May 2019, BCL achieved a total contracted sales area of approximately 219,000 sq.m., while the corresponding contracted sales amounted to approximately RMB6.02 billion. As at the end of May 2019, BCL's cumulative contracted sales area was approximately 1,004,000 sq.m., an increase of 31.3% year-over-year, and the cumulative contracted sales amounted to approximately RMB24.82 billion, an increase of 57.2% year-over-year. As at the end of May 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.0 billion.

Annex: Sales Breakdown for May 2019

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	185	5,560
Other Regions	34	460
Total	219	6,020

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	149	3,450
Non-core Projects	70	2,570
Total	219	6,020



Land Investment – First Entry in Dongguan

In May, BCL acquired the Wangniudun Project in Dongguan, which has a planned GFA of 97,000 sq.m.. Targeted at customers with rigid housing demand and those looking for housing upgrades for the first time, the project is located at the Shuixiang New Town Area, Dongguan. It has access to a convenient transportation as it is close to Guangzhou-Dongguan-Shenzhen Intercity Railway and several major highways including Guangshen Expressway and Baohua Road, enabling fast access to Dongguan, Guangzhou and Shenzhen city area. The project also has access to well-established auxiliary facilities nearby, including education, healthcare and commercial. The acquisition of the projects marks the Company's successful entry in Dongguan and continuously expansion in Guangdong-Hong Kong-Macau Greater Bay Area.

Bond Issuance

In May, BCL successfully issued RMB3.46 billion of 3+2-year private corporate bonds, with a coupon rate of 4.37%, representing a record low coupon for domestic AAA-grade 3-year private corporate bonds with the same scales in the property industry. Leveraging the company's SOE background and its strong credit profile, the bonds were well received by investors with 2.63 times over-subscription, demonstrating the 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.

