



Stock Data

Share Price.....HK\$2.65
52-week range HK\$2.36 – HK\$3.68
P/E (Trailing)..... 4.21 times
Market Capitalization...HK\$8.024bn

*Source: Bloomberg, as of 5/12/2019

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 Land Developer" in China, the Company focuses on the following core business lines: Residential Property, Integrated Outlets, Urban Core Complex and Primary Land Development. It also actively pushes forward its expansion into innovative businesses including cultural and creative industrial property development, high-tech industrial property development, and rental housing business. 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 and key tier-2 potential cities. 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 projects for rigid demand. 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 November 2019

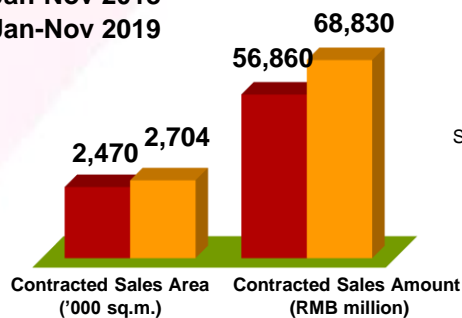
In November 2019, BCL achieved a total contracted sales area of approximately 253,000 sq.m., while the corresponding contracted sales amounted to approximately RMB8.68 billion. As at the end of November 2019, BCL's cumulative contracted sales area was approximately 2,704,000 sq.m., an increase of 9.5% year-over-year, and the cumulative contracted sales amounted to approximately RMB68.83 billion, an increase of 21.0% year-over-year. As at the end of November 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.14 billion.

Annex: Sales Breakdown for November 2019

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	130	4,790
Other Regions	123	3,890
Total	253	8,680

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	168	5,680
Non-core Projects	85	3,000
Total	253	8,680

■ Jan-Nov 2018
■ Jan-Nov 2019



Strategic Cooperation

In November, BCL signed a strategic cooperation agreement with Shougang Holding (Hong Kong) Limited, the overseas investment and financing platform of Shougang Group. Leveraging their respective professional advantages and resources, the two parties will jointly carry out comprehensive, multi-dimensional and deeper strategic cooperation. Specifically, both sides will proactively contribute to the development and operation of industrial parks such as "New Shougang High-end Industry Comprehensive Service Park", promote the acquisition and implementation of urban renewal projects, and explore various capital management channels in relevant cooperation areas, in order to complement each other's advantages and forge a strong alliance. BCL and Shougang Holding together will continue to enhance strategic synergies and promote resource sharing, so as to facilitate the company's strategic resource acquisition and strengthen its property values.

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.

