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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 YEAR ENDED 31 DECEMBER 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 year ended 31 December 2019 (the “**Sales Performance**”). The Sales Performance is also available on the website of the Company (www.bjcapitaland.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, 3 January 2020

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\$2.26
52-week range HK\$2.16 – HK\$3.37
P/E (Trailing)..... 3.58 times
Market Capitalization...HK\$6.843bn

*Source: Bloomberg, as of 1/3/2020

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. 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 December 2019

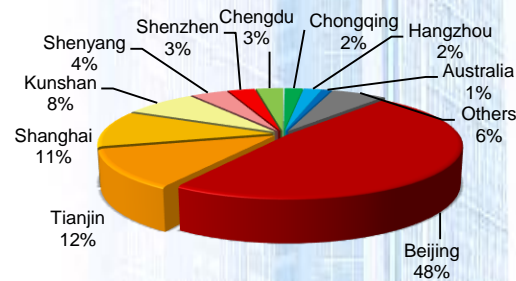
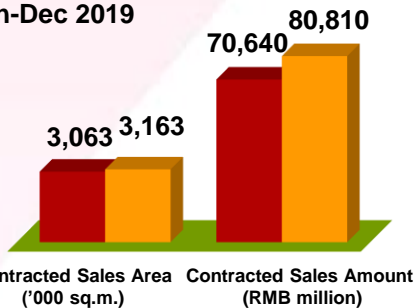
In December 2019, BCL achieved a total contracted sales area of approximately 458,000 sq.m., while the corresponding contracted sales amounted to approximately RMB11.98 billion. As at the end of December 2019, BCL's cumulative contracted sales area was approximately 3,163,000 sq.m., an increase of 3.3% year-over-year, and the cumulative contracted sales amounted to approximately RMB80.81 billion, an increase of 14.4% year-over-year. As at the end of December 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.94 billion.

Annex: Sales Breakdown for December 2019

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	195	9,580
Other Regions	263	2,400
Total	458	11,980

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	159	5,570
Non-core Projects	299	6,410
Total	458	11,980

■ Jan-Dec 2018
■ Jan-Dec 2019



Breakdown of Contracted Sales Amount for Jan-Dec 2019

Strategic Cooperation

In December, BCL and its subsidiary, Prime Golden Capital, signed a strategic cooperation agreement with Sunac China. Leveraging their respective competitive advantages and resources, the two parties will jointly facilitate project investment and carry out financial cooperation. Specifically, the total scale of the target investment cooperation is RMB20 billion, and the total scale of the target cooperation fund is RMB10 billion. The two parties will establish a long-term and comprehensive strategic partnership, and jointly promote multi-level cooperation along the "industrial + financial" value chain. Through resource sharing, both sides will complement each other's advantages and forge a strong alliance, so as to achieve a win-win situation in areas such as property, financial and urban construction. At present, the two parties are actively promoting projects in Hangzhou, Wuhan, Zhengzhou, Shanghai, Kunming, etc., and some of the projects are expected to be launched in the near future.

Land Investment – Acquisition of a Core Project with Key Resource

In December, BCL acquired Changshui Airport Project in the Dianzhong New Area, Kunming, via capital contribution and equity acquisition. With a planned GFA of 1,278,000 sq.m., the project is located in the Airport Economic Zone, the core area in the Dianzhong New Area, adjacent to the airport. The project has great access to convenient transportation as it is close to Metro Line No.6 and No.9, as well as several main roads including Airport Expressway and Songkun Highway. The area is planned and constructed to become a regional new international aviation city with great appreciation potential. It is one of BCL's core projects in key cities with GFA of over 1 million sq.m., which not only significantly enhances BCL's core competitiveness in Kunming, but also effectively enriches its core land bank.

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.

