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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 ONE MONTH ENDED 31 JANUARY 2020

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 one month ended 31 January 2020 (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 February 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\$2.17
52-week range HK\$2.01 – HK\$3.37
P/E (Trailing)..... 3.44 times
Market Capitalization...HK\$9.468bn

*Source: Bloomberg, as of 6/2/2020

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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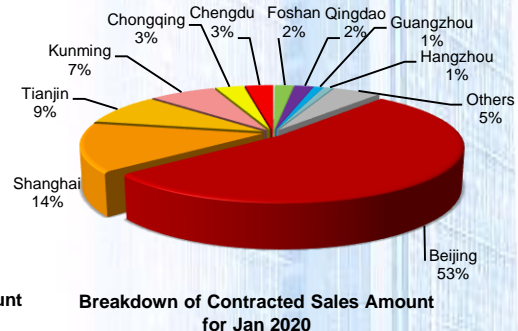
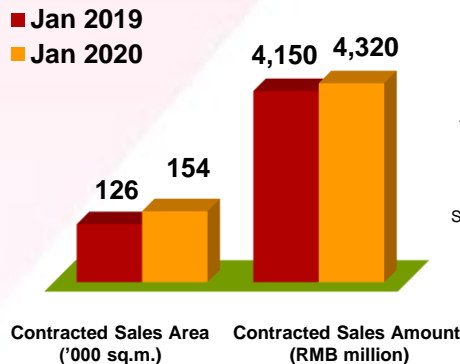
Sales Performance for January 2020

In January 2020, BCL achieved a total contracted sales area of approximately 154,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.32 billion with contracted average selling price of approximately RMB28,000/sq.m.. As at the end of January 2020, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.02 billion.

Annex: Sales Breakdown for January 2020

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	79	3,270
Other Regions	75	1,050
Total	154	4,320

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	117	2,440
Non-core Projects	37	1,880
Total	154	4,320



Bond Issuance

In January, BCL successfully issued USD450 million of 5.5-year senior notes, with a coupon rate of 3.85%. The notes have been granted a keepwell and liquidity support deed by Beijing Capital Group and have been given a BBB investment rating by Fitch. Taking advantage of favorable market conditions, the notes were well received by over 100 international investors and were oversubscribed nearly 8 times. The final pricing was 40 basis points lower than the initial price guidance, which fully demonstrates the capital market's recognition of the Company.

Land Investment – Acquisition of a Core Project with Key Resources

In January, BCL acquired the Pingyuan Demonstration Zone Project in Xinxiang, on the north of Zhengzhou, in Henan Province. With a planned GFA of 1,197,000 sq.m., the project is located at the core of Zhengzhou metropolitan area. It has access to a great transportation network as it is located near a number of main roads, including Zhengxin Expressway and Longfeng Avenue, allowing fast access to Zhengdong New District and Zhengzhou East Railway Station. The project also has access to well-established amenities nearby, including education, healthcare and commercial. It is planned and constructed to become a large integrated community with great appreciation potential, which integrates residentials, Yuanwu Ancient Town and the cultural tourism city.

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.

