



### Stock Data

Share Price.....HK\$2.16  
52-week range HK\$2.01 – HK\$3.37  
P/E (Trailing)..... 3.74 times  
Market Capitalization...HK\$9.424bn

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

### 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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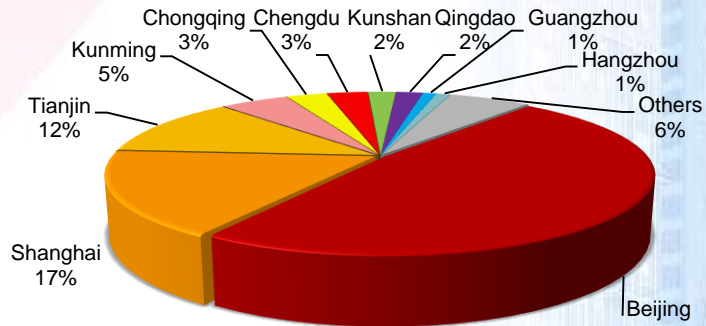
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### Sales Performance for February 2020

In February 2020, BCL achieved a total contracted sales area of approximately 29,000 sq.m., while the corresponding contracted sales amounted to approximately RMB840 million. As at the end of February 2020, BCL's cumulative contracted sales area was approximately 182,000 sq.m., and the cumulative contracted sales amounted to approximately RMB5.15 billion with contracted average selling price of approximately RMB28,000/sq.m.. As at the end of February 2020, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.06 billion.

#### Annex: Sales Breakdown for February 2020

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)	
Beijing, Tianjin and Shanghai	22	710	Core Projects	8	470
Other Regions	7	130	Non-core Projects	21	370
Total	29	840	Total	29	840



Breakdown of Contracted Sales Amount for Jan-Feb 2020

### Land Investment

In February, BCL acquired the Xihuangcun Project in Shijingshan District, Beijing, with a planned GFA of 118,000 sq.m.. Atop of Xihuangcun Station on Metro Line No.6, the project is located at Pingguoyuan area in Shijingshan District, Beijing. It has access to a great transportation network as it is adjacent to the West 5<sup>th</sup> Ring Road and the Pingguoyuan Transport Hub, allowing fast access to the urban core. The project also has access to well-established amenities nearby, including education, healthcare, commercial and landscapes. The project is expected to deliver high business value as it is constructed on a scarce plot above the metro station near the 5<sup>th</sup> Ring Road. It is planned and constructed to become a sharing integrated community atop of the metro station in Beijing West main town with great appreciation potential, which combines residentials, commercial area and office buildings.

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.

