



Stock Data

Share Price.....HK\$1.50
52-week range HK\$1.37 – HK\$2.60
P/E (Trailing)..... 3.27 times
Market Capitalization...HK\$6.544bn

*Source: Bloomberg, as of 5/8/2020

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 "high-quality development" 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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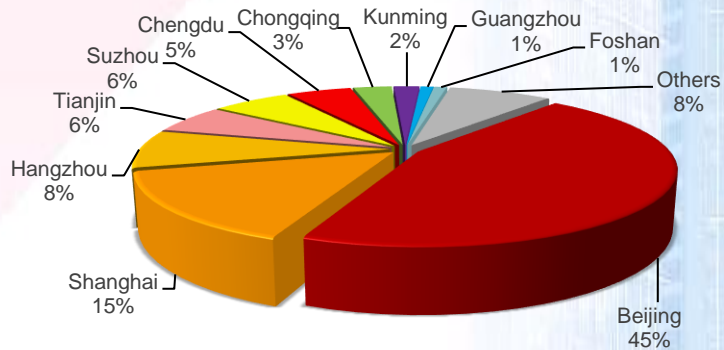
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Sales Performance for July 2020

In July 2020, BCL achieved a total contracted sales area of approximately 108,000 sq.m., while the corresponding contracted sales amounted to approximately RMB3.31 billion. As at the end of July 2020, BCL's cumulative contracted sales area was approximately 1,105,000 sq.m., and the cumulative contracted sales amounted to approximately RMB37.01 billion with contracted average selling price of approximately RMB33,000/sq.m.. As at the end of July 2020, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.34 billion.

Annex: Sales Breakdown for July 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	36	1,600	Core Projects	46	1,210
Other Regions	72	1,710	Non-core Projects	62	2,100
Total	108	3,310	Total	108	3,310



Breakdown of Contracted Sales Amount for Jan-Jul 2020

Land Investment

In July, BCL newly acquired Dawayao Project in Fengtai District, Beijing, with a planned GFA of 120,000 sq.m.. The project is located in the overlapping area of Lize Business District and Fengtai Technology Park. It has access to a great transportation network as it is adjacent to Metro Line No.14 and the Beijing-Hong Kong-Macau Expressway, enabling fast access to the city centre. Targeting customers looking for housing upgrades, the project is expected to become a new benchmark for mid- and high-end projects in Fengtai area. The acquisition of the project will further expand BCL's strategic layout in the Beijing-Tianjin-Hebei region.

Bond Issuance

In July, BCL successfully issued RMB1.419 billion of 3+2-year private corporate bonds, with a coupon rate of 3.85%. In face of the complicated and volatile market situation, thanks to BCL's solid financial performance and strong credit profile, the bond was well received by investors with oversubscription exceeding 2 times, demonstrating the high 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.

