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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 2021

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 2021 (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 February 2021

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. Huang Ziquan, Mr. Hu Weimin and Mr. Fan Shubin who are the executive Directors, Ms. Sun Baojie 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\$1.32
52-week rangeHK\$1.28 – HK\$2.28
P/E (Trailing)..... 4.46 times
Market Capitalization.....HK\$5.759bn

*Source: Bloomberg, as of 3/2/2021

Company Profile

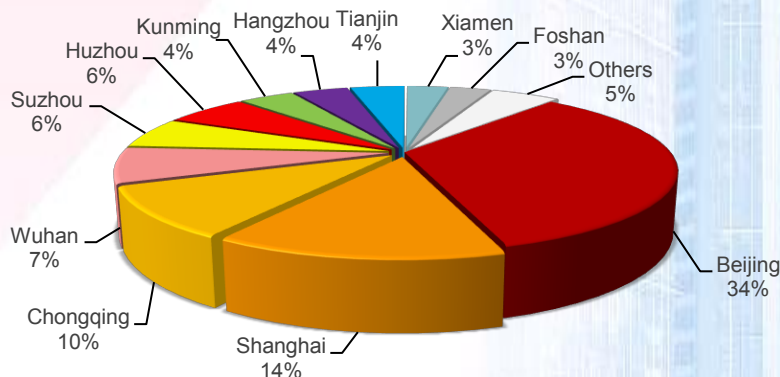
Beijing Capital Land Ltd. ("BCL", stock code: 2868.HK) is one of the leading integrated property developers in China. Aspiring to be "the Most Valuable Comprehensive Property Developer" in China, the Company focuses on the following core business lines: Residential Property, Integrated Outlets, Urban 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, a large state-owned enterprise in Beijing and under the direct supervision of the Beijing State-owned Assets Supervision and Administration Commission, is the parent company of BCL.

Sales Performance for January 2021

In January 2021, BCL achieved a total contracted sales area of approximately 187,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.21 billion. The contracted average selling price of approximately RMB23,000/sq.m.. As at the end of January 2021, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB2.57 billion.

Annex: Sales Breakdown for January 2021

	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	52	2,170	Core Projects	122	2,320
Other Regions	135	2,040	Non-core Projects	65	1,890
Total	187	4,210	Total	187	4,210



Breakdown of Contracted Sales Amount for Jan 2021

Project Cooperation

In January, BCL established cooperation with Ping An Real Estate and acquired the Tongxiang HSR New Town project in Zhejiang Province via equity acquisition. Located in the intersection of Shanghai, Suzhou and Hangzhou, the project sits just next to the Tongxiang high-speed rail station and is a key area in Tongxiang for its future planning and development. Covering a land of approximately 3.5 sq.km, the project is designed to be a portal zone in the Tongxiang HSR New Town that integrates commercial offices, industrial parks and supporting facilities. Under the collaboration, BCL will further its strategic partnership with Ping An Real Estate in the Yangtze River Delta region and leverage the realtor's broad advantages in funding, resources and industry reach to acquire more premium development resources.

Offshore Bond Issuance

In January, BCL successfully issued RMB400 million of 5-year offshore senior bonds, with a coupon rate of 4.65%. The issuance received strong support from Beijing Capital Group Co., Ltd., who provided keepwell deeds while its overseas subsidiary BCG Chinastar International Investment Limited served as the guarantor. Assigned a BBB investment-grade credit rating by Fitch, the issuance was well received among international investors, with the final issue price narrowed by 47.5 basis points from the initial guidance.

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.

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