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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 EIGHT MONTHS ENDED 31 AUGUST 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 eight months ended 31 August 2021 (the “Sales Performance”). The Sales Performance is also available on the website of the Company ([www.bjcapitaland.com.cn](http://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.**  
**Peng Sisi**  
*Company Secretary*

Hong Kong, 7 September 2021

*The board of the Company 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\$2.77  
52-week Range HK\$0.95 – HK\$2.77  
Market Capitalization...HK\$12.085bn  
\*Source: Bloomberg, as of 7/9/2021

### Company Profile

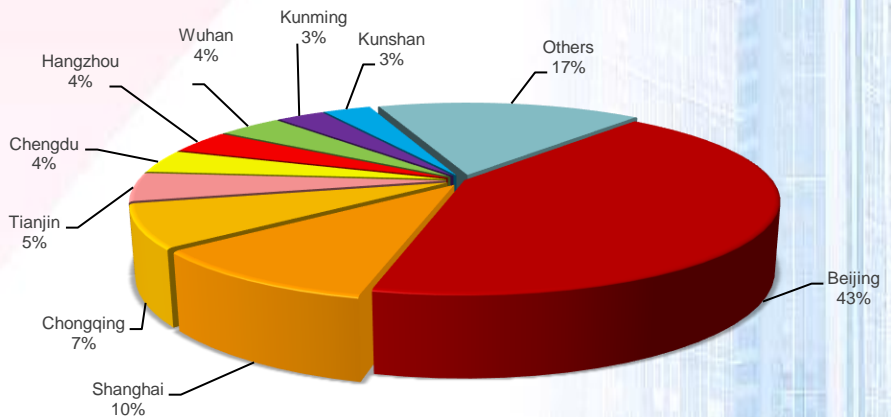
Beijing Capital Land Ltd. ("BCL", stock code: 2868.HK) is one of the leading integrated property developers in China. Aspiring to be "the Most Valuable Comprehensive Property Developer" in China, the Company focuses on the following core business lines: Residential Property, Integrated Outlets, Urban 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 August 2021

In August 2021, BCL recorded a total contracted sales area of approximately 147,000 sq.m., while the corresponding contracted sales amounted to approximately RMB4.23 billion. As at the end of August 2021, BCL's cumulative contracted sales area was approximately 2,028,000 sq.m.; the cumulative contracted sales amounted to approximately RMB46.79 billion, representing an increase of 14.5% year-over-year, with contracted average selling price of approximately RMB23,000/sq.m.. As at the end of August 2021, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB2.89 billion.

#### Annex: Sales Breakdown for August 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	63	3,270	Core Projects	125	3,990
Other Regions	84	960	Non-core Projects	21	240
<b>Total</b>	<b>147</b>	<b>4,230</b>	<b>Total</b>	<b>147</b>	<b>4,230</b>



Breakdown of Contracted Sales Amount for Jan-Aug 2021

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### Strategic Cooperation

- In August, Prime Golden Capital, BCL's wholly-owned fund platform held the strategic cooperation agreement signing ceremony with Modern Land (China) Co., Limited. According to the agreement, both sides will make use of their respective strengths, mobilize the resources and capabilities within their respective systems, jointly develop all-round urban development-oriented cooperation in areas such as finance & real estate and green tech-enabled real estate, help realize the dual goals of carbon peak and carbon neutrality, thus achieving a harmonious win-win situation for finance, industry and urban development.

*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.*

