

---

**THIS CIRCULAR IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION**

---

**If you are in any doubt** as to any aspect about this circular or as to the action to be taken, you should consult your stockbroker or other registered dealer in securities, bank manager, solicitor, professional accountant or other professional adviser.

**If you have sold or transferred** all your shares in Beijing Capital Land Ltd., you should at once hand this circular, together with the enclosed form of proxy and reply slip, to the purchaser or transferee or to the bank, stockbroker or other agent through whom the sale or transfer was effected for transmission to the purchaser or transferee.

Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this circular, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this circular.

---



**首創置業股份有限公司**  
**BEIJING CAPITAL LAND LTD.**

*(A joint stock limited company incorporated in the People's Republic of China with limited liability)*

**(Stock Code: 2868)**

**PROPOSED NON-PUBLIC ISSUE OF  
DEBT FINANCING PLAN ON CFAE**

---

Capitalised terms used in this cover page shall have the same meanings as those defined in the section headed "Definitions" in this circular.

A letter from the Board is set out on pages 3 to 6 of this circular.

A notice convening the EGM to be held on Thursday, 30 August 2018 at 9:00 a.m. at F17, Red Goldage, No. 2, Guang Ning Bo Street, Beijing, the PRC, together with the reply slips and forms of proxy are enclosed herein.

If you intend to attend the EGM, please complete and return the enclosed reply slips and forms of proxy in accordance with the instruction printed thereon as soon as possible, and in any event no later than Wednesday, 22 August 2018 for the reply slips and no less than 24 hours before the time appointed for the meetings or any adjourned meetings thereof for the forms of proxy.

Completion and return of the forms of proxy will not preclude you from attending and voting in person at the meetings or any adjourned meetings thereof and, in such event, the relevant form of proxy shall be deemed to be revoked.

15 August 2018

---

## CONTENTS

---

	<i>Page</i>
<b>Definitions</b> .....	1
<b>Letter from the Board</b> .....	3
Introduction .....	3
Proposed Issue of Debt Financing Plan on CFAE .....	4
EGM .....	5
Recommendations .....	6
<b>Notice of the EGM</b> .....	EGM-1

---

## DEFINITIONS

---

*In this circular, unless the context otherwise requires, the following expressions have the following meanings:*

“Articles of Association”	the articles of association of the Company
“Board”	the board of Directors
“Company”	Beijing Capital Land Ltd. (首創置業股份有限公司), a joint stock company incorporated in the PRC with limited liability and whose H Shares are listed on the main board of the Stock Exchange
“CFAE”	Beijing Financial Assets Exchange Co. Ltd.
“Debt Financing Plan”	the proposed non-public issue of debt financing plan with Huaxia Bank on CFAE, with a principal amount up to RMB3 billion in aggregate
“Director(s)”	the director(s) of the Company
“EGM”	the Extraordinary General Meeting to be held at F17, Red Goldage, No. 2, Guang Ning Bo Street, Beijing, PRC to approve the issue of Debt Financing Plan and the related authorization the EGM notice is set out in this circular
“EGM Notice”	the notice of the EGM
“H Share(s)”	the ordinary shares of RMB1.00 each of the Company which are issued outside the PRC, listed on the Stock Exchange and traded in Hong Kong dollars
“Hong Kong”	the Hong Kong Special Administrative Region of the PRC
“Huaxia Bank”	Huaxia Bank Co., Limited
“Listing Rules”	the Rules Governing the Listing of Securities on the Stock Exchange (as amended from time to time)

---

## DEFINITIONS

---

“PRC”	the People’s Republic of China excluding, for the purposes of this circular, Hong Kong, the Macau Special Administrative Region and Taiwan
“RMB”	Renminbi, the lawful currency of the PRC
“Shareholders”	shareholders of the Company
“Stock Exchange”	The Stock Exchange of Hong Kong Limited

---

## LETTER FROM THE BOARD

---



# 首創置業股份有限公司

## BEIJING CAPITAL LAND LTD.

(A joint stock limited company incorporated in the People's Republic of China with limited liability)

(Stock Code: 2868)

*Non-executive Director:*

Li Songping (Chairman)

*Executive Directors:*

Zhong Beichen (President)

Li Xiaobin

Hu Weimin

Fan Shubin

*Non-executive Director:*

Su Jian

*Independent non-executive Directors:*

Li Wang

Wong Yik Chung, John

Liu Xin

*Legal address:*

Room 3071

31F Office, Block 4

No.13, Kaifang East Road

Huairou District

Beijing

PRC

*Place of business in the PRC:*

F17, Red Goldage

No.2, Guang Ning Bo Street

Xicheng District

Beijing

PRC

*Place of business in Hong Kong:*

Suites 4602-05

Exchange Square One

Central

Hong Kong

15 August 2018

*To the Shareholders*

Dear Sir or Madam,

### **PROPOSED NON-PUBLIC ISSUE OF DEBT FINANCING PLAN ON CFAE**

#### **I. INTRODUCTION**

On 15 August 2018, the Board resolved to submit to the Shareholders for consideration and approval of the proposed non-public issue of Debt Financing Plan on CFAE, with a principal amount up to RMB3 billion in aggregate, at the EGM. The purpose of this circular is to provide you with information on the proposed Debt Financing Plan.

---

## LETTER FROM THE BOARD

---

### II. PROPOSED ISSUE OF DEBT FINANCING PLAN ON CFAE

#### 1. Background

The Board resolved to submit to the Shareholders for consideration and approval of the proposed non-public issue of Debt Financing Plan on CFAE, with a principal amount up to RMB3 billion in aggregate, at the EGM. The proceeds are mainly used for repayment of borrowing(s) from financial institution(s).

#### 2. Proposed Issue of Debt Financing Plan

The proposed arrangements of the Debt Financing Plan are as follows:

1. Financing entity: Beijing Capital Land Ltd.
2. Size of financing: up to RMB3 billion, shall be issued in one or more than one tranches
3. Maturity: no more than 3 years
4. Nominal value: RMB100
5. Arrangement: non-public issuance to qualified investors of CFAE
6. Determination method of coupon rate: coupon rate would be determined after negotiations between the Company and investors by way of non-public price consultation
7. Proposed use of proceeds: repayment of loan(s) from financial institution(s)
8. Trading venue: CFAE
9. Underwriter: Huaxia Bank

#### 3. Granting of authorization to the Board to deal with matters relating to the Debt Financing Plan

To ensure the smooth issue of the proposed Debt Financing Plan, it is proposed that the Board be authorized by the Shareholders at the EGM generally and unconditionally to deal with all matters relating to the Debt Financing Plan, including but not limited to the number of tranches, timing of each tranche, maturity, size, interest rate, method of repayment of principal and interest, proposed use of proceeds, underwriter and intermediary to be engaged, execution of related agreements such as the underwriting agreement and supplementary agreement (if any) and other legal documents as well as the discretion to make amendments and adjustments to relevant transaction documents to be entered into by the Company subject to the determined transaction framework.

---

## LETTER FROM THE BOARD

---

The authorisation to the Board to deal with matters related to said issue of Debt Financing Plan will be valid from the date when the approval is obtained at the general meeting until the date when all matters related to the authorization of the Debt Financing Plan are completed.

#### **4. Reasons for the proposed Debt Financing Plan and its benefit to the Shareholders**

The Board believes that the Debt Financing Plan enables the Company to further expand financing channels and increase the proportion of direct financing and optimize capital structure. Therefore, the relevant terms of the Debt Financing Plan are fair and reasonable and in the interests of the Company and its Shareholders as a whole.

### **III. EGM**

Set out on pages EGM-1 to EGM-3 of this circular is a notice of the EGM to be held on Thursday, 30 August 2018 at 9:00 a.m. at F17, Red Goldage, No.2, Guang Ning Bo Street, Beijing, PRC for the purpose of considering and, if thought fit, passing special resolutions to approve the proposed issue of Debt Financing Plan.

The Articles provide that those Shareholders who intend to attend any Shareholders' general meeting shall send a written reply to the Company 7 days before the date of the meeting (the "Reply Date"). In case the written replies received from the Shareholders indicating their intention to attend the EGM represent holders of less than one half of the total number of Shares with voting rights, the Company shall within 5 days after the Reply Date inform the Shareholders in the form of a public announcement the matters to be considered at the EGM, and the date and place of the meeting. The relevant general meeting may be convened after such announcement has been published.

A form of proxy for use at the EGM is enclosed. Whether or not you are able to attend the EGM in person, please complete the form of proxy and return the same to the Company's place of business in the PRC (for holders of Domestic Shares and Non-H Foreign Shares) or Hong Kong (for holders of H Shares) no later than 24 hours before the time appointed for the meeting.

In view of the above requirements in respect of the meeting convened by the notice of the EGM, you are urged to complete and return the form of proxy and the reply slip enclosed, whether or not you intend to attend the EGM. Completion and return of the form of proxy shall not preclude you from attending and voting in person at the EGM or any adjourned meetings thereof should you desire and in such event, the relevant form of proxy shall be deemed to be revoked.

Pursuant to Rule 13.39(4) of the Listing Rules, any vote of the Shareholders at a general meeting must be taken by poll. Therefore, all resolutions proposed at the EGM will be voted by poll. No Shareholder is required to abstain from voting for the resolutions proposed at the EGM.

---

## LETTER FROM THE BOARD

---

### IV. RECOMMENDATIONS

The Board believe that the relevant terms of proposed non-public issue of Debt Financing Plan on CFAE is fair and reasonable and in the interests of the Company and the Shareholders as a whole. Therefore, the Board recommend all the Shareholders to vote in favour of relevant resolutions set out in the notice of EGM.

Yours faithfully,  
By order of the Board  
**Li Songping**  
*Chairman*



---

## NOTICE OF THE EGM

---



# 首創置業股份有限公司

## BEIJING CAPITAL LAND LTD.

*(A joint stock limited company incorporated in the People's Republic of China with limited liability)*

**(Stock Code: 2868)**

### NOTICE OF THE EXTRAORDINARY GENERAL MEETING

**NOTICE IS HEREBY GIVEN** that an extraordinary general meeting (the “EGM”) of Beijing Capital Land Ltd. (the “Company”) will be held on Thursday, 30 August 2018 at 9:00 a.m. at F17, Red Goldage, No. 2, Guang Ning Bo Street, Beijing, the People’s Republic of China to consider and, if thought fit, to pass the following resolutions:-

#### SPECIAL RESOLUTIONS

1. **“THAT** approve each of following proposed arrangements in respect of the non-public issue of debt financing plan (“Debt Financing Plan”) on Beijing Financial Assets Exchange Co. Ltd. (“CFAE”):

- |   |  |
|---|--|
| 1. Financing entity:                    | Beijing Capital Land Ltd.  |
| 2. Size of financing:                   | up to RMB3 billion, shall be issued in one or more than one tranches   |
| 3. Maturity:                            | no more than 3 years   |
| 4. Nominal value:                       | RMB100   |
| 5. Arrangement:                         | non-public issuance to qualified investors of CFAE   |
| 6. Determination method of coupon rate: | coupon rate would be determined after negotiations between the Company and investors by way of non-public price consultation |
| 7. Proposed use of proceeds:            | repayment of loan(s) from financial institution(s)   |
| 8. Trading venue:                       | CFAE   |
| 9. Underwriter:                         | Huaxia Bank Co., Limited”  |

---

## NOTICE OF THE EGM

---

2. “**THAT** generally and unconditionally authorized the board of directors of the Company to handle all matters relating to the Debt Financing Plan, including but not limited to the number of tranches, timing of each tranche, maturity, size, interest rate, method of repayment of principal and interest, proposed use of proceeds, underwriter and intermediary to be engaged, execution of related agreements such as the underwriting agreement and supplementary agreement (if any) and other legal documents as well as the discretion to make amendments and adjustments to relevant transaction documents to be entered into by the Company subject to the determined transaction framework.”

By order of the Board  
**Beijing Capital Land Ltd.**  
**Lee Sze Wai**  
*Company Secretary*

Beijing, 15 August 2018

*Notes:*

**1. Registration procedures for the EGM**

Shareholders who intend to attend the EGM have to return the reply slip together with any necessary registration documents to the Company in person or by post or fax on or before Wednesday, 22 August 2018.

**2. Proxy**

- i. Any Shareholder entitled to attend and vote at the EGM is entitled to appoint one or more proxies to attend and vote at the meeting on his or her behalf. A proxy need not be a Shareholder.
- ii. In order to be valid, the proxy form and, if such proxy form is signed by a person under a power of attorney or other authority on behalf of the appointer, a notarially certified copy of that power of attorney or authority, shall be deposited by holders of domestic shares or non-H foreign Shares at the place of business of the Company in the PRC not less than 24 hours before the time for holding of the EGM, or by the holder of H Shares at the place of business of the Company in Hong Kong or to the H Share registrar of the Company by such time. The H Share registrar of the Company is Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen’s Road East, Wan Chai, Hong Kong by such time.
- iii. Shareholders or their proxies shall produce their identification documents when attending the EGM.

---

## NOTICE OF THE EGM

---

### 3. Miscellaneous

- i. The duration of the EGM is expected not to exceed half a day. The Shareholders who attend the EGM shall arrange for their own transportation and accommodation at their own expenses.
- ii. All voting at the EGM will be conducted by poll.
- iii. Place of business of the Company in the PRC:  
  
F17, Red Goldage  
No. 2, Guang Ning Bo Street  
Beijing, PRC  
Telephone: 86-10-6652 3000  
Facsimile: 86-10-6652 3171
- iv. Place of business of the Company in Hong Kong:  
  
Suites 4602-05,  
One Exchange Square,  
Central  
Hong Kong  
Telephone: 852-2869 9098  
Facsimile: 852-2869 9708