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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 NINE MONTHS ENDED 30 SEPTEMBER 2018**

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 nine months ended 30 September 2018 (the “**Sales Performance**”). The Sales Performance is also available on the website of the Company ([www.bjcapitalland.com.cn](http://www.bjcapitalland.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, 10 October 2018

*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. Li Xiaobin, Mr. Hu Weimin and Mr. Fan Shubin who are the executive Directors, Mr. Su Jian 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\$2.68  
52-week range HK\$2.61 – HK\$5.51  
FY17 P/E (Trailing)..... 3.51 times  
Market Capitalization...HK\$8.115bn

\*Source: Bloomberg, as of 10/10/2018

### 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. 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. 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 and home-buyer oriented products. 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.

### Sales Performance for September 2018

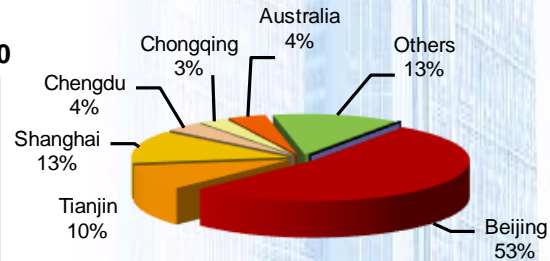
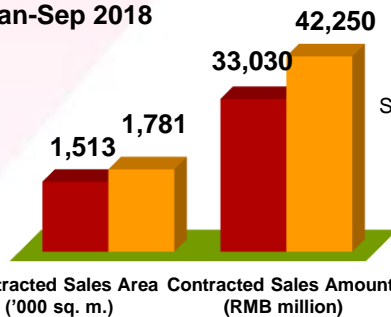
In September 2018, BCL achieved a total contracted sales area of approximately 122,000 sq.m., while the corresponding contracted sales amounted to approximately RMB2.41 billion. As at the end of September 2018, BCL's cumulative contracted sales area was approximately 1,781,000 sq.m., an increase of 17.7% year-over-year, and the cumulative contracted sales amounted to approximately RMB42.25 billion, an increase of 27.9% year-over-year. As at the end of September 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.60 billion.

#### Annex: Sales Breakdown for September 2018

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	97	2,050
Other Regions	25	360
Total	122	2,410

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	100	1,550
Non-core Projects	22	860
Total	122	2,410

■ Jan-Sep 2017  
■ Jan-Sep 2018



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### Launch of Rental Housing Project

In September, BCL launched Fangshan Heyu in Beijing, its first long-term rental apartment project under the brand "Heyu". The project integrates the functions of living, entertainment, commercial and service. In collaboration with the coworking brand UCOMMUNE, it provides a new community for youths that includes both office and living space. In the future, the Company will continue to raise its brand awareness, improve service quality and enhance operation capabilities, and plans to further expand the rental housing business.

### Bond Issuance

In September, BCL successfully issued RMB2.5 billion of 3+2-year domestic AAA-grade public corporate bonds, with a coupon rate of 4.89%, representing a record low coupon among bonds issued by the company in 2018. Leveraging the company's SOE background and its strong credit profile, the bonds attracted subscriptions from over 30 investors, including banks, funds, brokers, insurance companies and asset management firms, demonstrating the great 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.

