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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 TWO MONTHS ENDED 28 FEBRUARY 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 two months ended 28 February 2018 (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.**  
**Lee Sze Wai**  
Company Secretary

Hong Kong, 7 March 2018

*The Board as of the date of this announcement comprises Mr. Li Songping (Chairman) who is Non-Executive Director, Mr. Tang Jun (President) and Mr. Li Xiaobin who are Executive Directors, Mr. Su Zhaohui, Mr. Sun Shaolin and Mr. Su Jian who are Non-Executive Directors, and Mr. Li Wang, Mr. Wong Yik Chung, John and Mr. Liu Xin who are Independent Non-Executive Directors.*



### Stock Data

Share Price.....HK\$4.92  
52-week range HK\$3.30 – HK\$5.50  
FY17 P/E (Trailing)..... 5.72 times  
Market Capitalization...HK\$14.898bn

\*Source: Bloomberg, as of 7/3/2018

### 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.

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### Sales Performance for February 2018

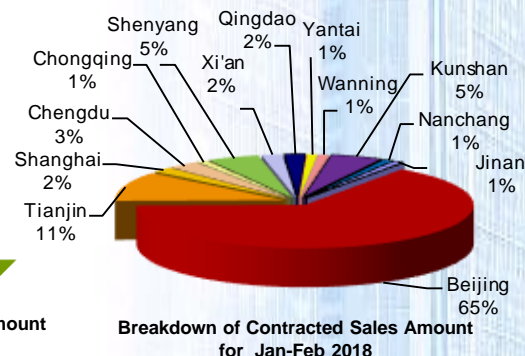
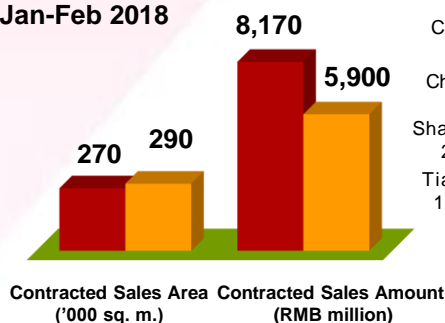
In January 2018, BCL achieved a total contracted sales area of approximately 75,000 sq.m., while corresponding contracted sales amounted to approximately RMB1.84 billion. As at the end of February 2018, BCL's cumulative contracted sales area was approximately 290,000 sq.m. and cumulative contracted sales amounted to approximately RMB5.9 billion. The average selling price was RMB20,000/sq.m. As at the end of February 2018, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.3 billion.

#### Annex: Sales Breakdown for February 2018

	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	64	1,680	Core Projects	49	730
Other Regions	11	160	Non-core Projects	26	1,110
Total	75	1,840	Total	75	1,840

#### ■ Jan-Feb 2017

#### ■ Jan-Feb 2018



### Annual Results Announcement

On Feb 27, BCL announced its 2017 annual results, with core profit\* increasing 81% to RMB2.31 billion. Its gross profit margin after business tax increased to 27%, and the percentage of net profit from property development increased significantly. The Company also achieved record high contracted sales, expanded its primary land development business to 18 projects and deployed outlet projects in 14 cities, No.1 nationwide in the industry.

Meanwhile, BCL released its 2018-2020 strategic plan with core strategies to increase investment, accelerate turnover, and maximize scale. Leveraging on its advantages in the Beijing-Tianjin-Hebei region, the Company will increase land investment and proactively acquire resources for primary land development. It will also seek to develop new businesses such as cultural and creative industrial properties and its asset management business. The Company will ensure over RMB75 billion contracted sales in 2018, and strive to achieve over RMB80 billion, RMB100 billion and RMB140 billion respectively in the year of 2018, 2019 and 2020.

\*Core profit = Net profit attributable to owners of the Company – Asset impairment losses\*75% (Negative fair value changes do not apply)

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.

