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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 2019**

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 2019 (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, 3 September 2019

*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\$2.60  
52-week range HK\$2.36 – HK\$3.68  
P/E (Trailing)..... 3.62 times  
Market Capitalization...HK\$7.873bn

\*Source: Bloomberg, as of 3/9/2019

### 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 "achieving quality growth" and focuses on products for homeowners looking to upgrade as well as high turnover projects for rigid demand. 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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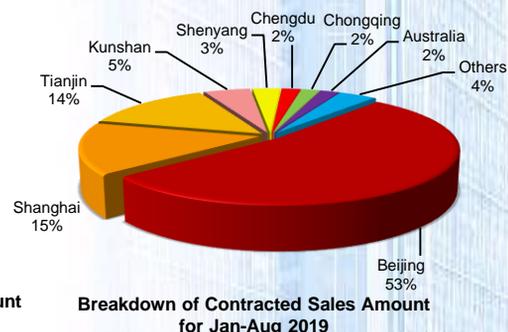
### Sales Performance for August 2019

In August 2019, BCL achieved a total contracted sales area of approximately 90,000 sq.m., while the corresponding contracted sales amounted to approximately RMB2.95 billion. As at the end of August 2019, BCL's cumulative contracted sales area was approximately 1,839,000 sq.m., an increase of 10.9% year-over-year, and the cumulative contracted sales amounted to approximately RMB47.53 billion, an increase of 19.3% year-over-year. As at the end of August 2019, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.36 billion.

#### Annex: Sales Breakdown for August 2019

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Beijing, Tianjin and Shanghai	67	2,680
Other Regions	23	270
<b>Total</b>	<b>90</b>	<b>2,950</b>

	Contracted Sales Area ('000 sq.m.)	Contracted Sales Amount (RMB million)
Core Projects	33	700
Non-core Projects	57	2,250
<b>Total</b>	<b>90</b>	<b>2,950</b>



### Beijing Capital Park Brand Launch

In August, BCL successfully launched "Beijing Capital Park" - a high-tech industrial property service platform. As the sole operator of BCL's high-tech industrial properties, "Beijing Capital Park" provides "standardized + customized + specialized" services of industrial carrier construction for enterprises and talents. Its services cover four core areas, namely integrated circuits, 5G+ network security, intelligent and connected vehicles and commercial aerospace. Brought together high-tech industrial resources, it is positioned as a new profit driver of the company by leveraging synergies with BCL's main businesses.

### Land Investment

In August, BCL acquired the Qingyang Project in Chengdu. The project targets customers looking for housing upgrades. Situated at the Guanghua Sub-district, Qingyang - one of the main urban areas of Chengdu, the project is located between West 3<sup>rd</sup> and 4<sup>th</sup> Ring Roads. It has access to a great transportation network as it is close to Metro Line No.4 and several main roads including Guanghua Avenue and Chengfei Avenue. With a planned GFA of 120,000 sq.m., the project also has access to well-established auxiliary facilities nearby, including education, commercial, healthcare and landscapes.

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.

