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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 YEAR ENDED 31 DECEMBER 2020

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 year ended 31 December 2020 (the “**Sales Performance**”). The Sales Performance is also available on the website of the Company (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, 12 January 2021

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. Huang Ziquan, 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\$1.36
52-week rangeHK\$1.28 – HK\$2.56
P/E (Trailing)..... 4.60 times
Market Capitalization.....HK\$5.934bn

*Source: Bloomberg, as of 12/1/2021

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.

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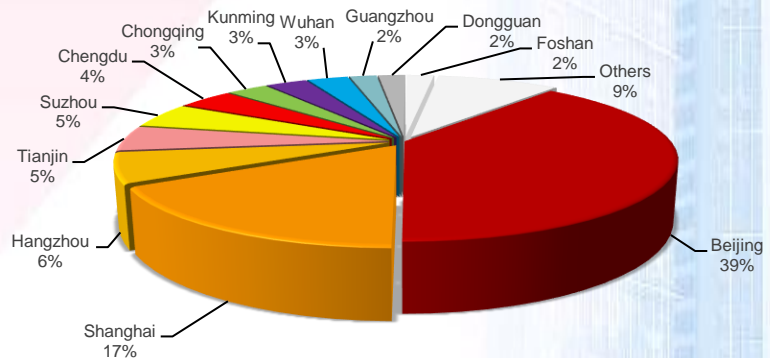
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Sales Performance for December 2020

In December 2020, BCL achieved a total contracted sales area of approximately 617,000 sq.m., while the corresponding contracted sales amounted to approximately RMB10.75 billion. As at the end of December 2020, BCL's cumulative contracted sales area was approximately 2,927,000 sq.m., and the cumulative contracted sales amounted to approximately RMB70.86 billion, with contracted average selling price of approximately RMB24,000/sq.m.. As at the end of December 2020, cumulative subscription sales awaiting signing of official sales contracts amounted to approximately RMB1.74 billion.

Annex: Sales Breakdown for December 2020

	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	151	7,820	Core Projects	6,980
Other Regions	466	2,930	Non-core Projects	3,770
Total	617	10,750	Total	10,750



Breakdown of Contracted Sales Amount for Jan-Dec 2020

Land Investment

In December, BCL newly acquired the Tongxiang Wuzhen project via equity acquisition. The project is situated in the Xincheng District of Wuzhen, Tongxiang, the central area of Hangzhou, Jiaying and Huzhou, with a total planned GFA of 302,000 sq.m.. Located only 3 kilometers from the World Internet Conference venue, the project sits next to the Wuzhen Avenue and offers easy and fast access to the well-established city center. Positioned as a high-rise, low-density resort estate, the project will be built into a high-end residential community in Tongxiang. The acquisition of the project will further replenish BCL's high-quality resources in the Yangtze Delta Area.

Kunming Capital Outlets Open for Business

On December 19, BCL's Kunming Capital Outlets officially opened for business. The project is located in the Wuhua District of Kunming with a total planned GFA of more than 130,000 sq.m.. Offering a mix of 400 first-line domestic and international brands, the project is a large-scale multifunctional outlets mall that integrates shopping, leisure, entertainment, living amenities and micro-trips. On the opening day, the project attracted over 80,000 customers with daily sales close to RMB20 million. The opening of the project marks the expansion of BCL's outlets business into China's great southwest region, which will further enhance its brand impact.

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.

