



# Potential Benefits of an All China Exposure to the New China Economy

An Overview of the KraneShares Zacks New China ETF (ticker: KFYP)

info@kraneshares.com

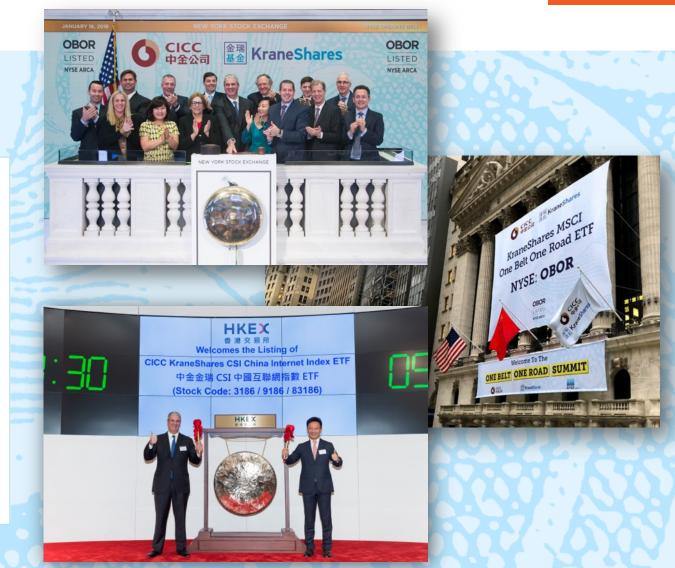
#### Introduction

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# **Introduction to KraneShares**

### **About KraneShares**

Krane Funds Advisors, LLC is the investment manager for KraneShares ETFs. Our suite of China focused ETFs provides investors with solutions to capture China's importance as an essential element of a well-designed investment portfolio. We strive to provide innovative, first to market strategies that have been developed based on our strong partnerships and our deep knowledge of investing. We help investors stay up to date on global market trends and aim to provide meaningful diversification. Krane Funds Advisors, LLC is majority owned by China International Capital Corporation (CICC).







KraneShares Zacks New China ETF\*

#### **Investment Strategy:**

KFYP tracks the Zacks New China Index which takes a smart-beta\*\* approach to provide exposure to companies listed in Mainland China, Hong Kong and the United States whose primary business or businesses are important in the current Five-Year Plan of the central Chinese government. The sectors expected to benefit from the plan are evaluated and the stocks within each sector are subsequently ranked based on various investment factors, including price, cash flow, free cash flow, momentum and volatility. Based on the foregoing, the top 40 stocks are included in the fund's holdings.

#### **KFYP** features:

- An innovative strategy that offers an "all China" exposure to the "new China" economy.
- Exposure to "new China" sectors highlighted in China's Five Year Plan (FYP) such as technology, consumer staples, consumer discretionary, and health care. Less emphasis on manufacturing, financials, industrials and heavy materials that defined China's past economic plans.
- Exposure to large cap, mid cap, and small cap Chinese companies trading in Mainland China, Hong Kong and the United States.
- Smart beta\*\* investment strategy focused on sectors/industries highlighted in the FYP.

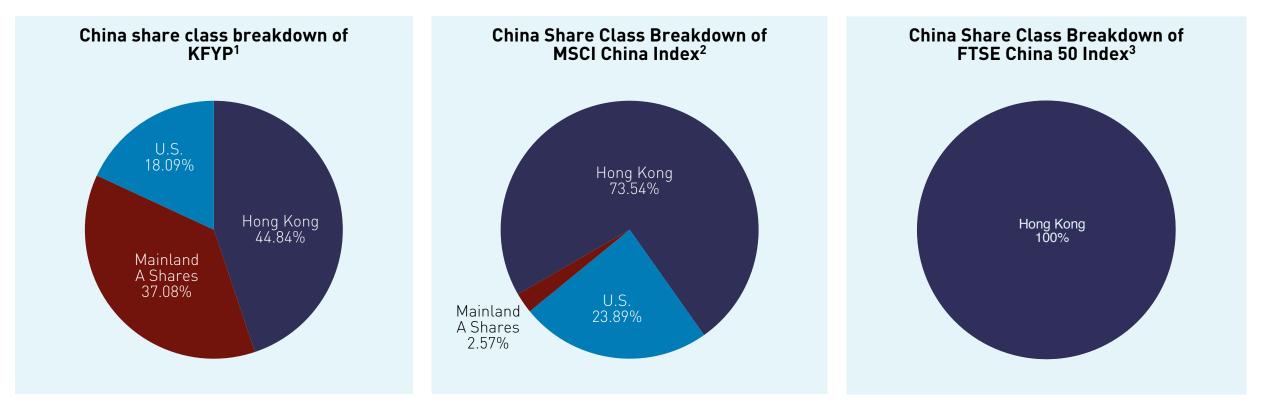
\*\*Smart beta is an investment style where a manager passively follows an index designed to take advantage of perceived systematic biases or inefficiencies in the market.

<sup>\*</sup>Formerly the KraneShares CSI New China ETF

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## Many popular China indexes do not include the full Mainland China A share equity market

Popular indexes, such as the MSCI China Index and the FTSE China 50 Index, define the investment universe for many emerging market funds. Their definition of China includes companies listed on the Hong Kong Stock Exchange and recently Chinese companies that list in the United States, but does not include Mainland A-shares listed on the Shanghai and Shenzhen stock exchanges. The KraneShares Zacks New China ETF (KFYP) includes Mainland A shares.



<sup>1</sup>Data from Bloomberg excluding cash, as of 9/30/2018 <sup>2</sup>Data from Bloomberg, as of 9/30/2018 <sup>3</sup>Data from FTSE, as of 9/30/2018 Due to rounding, the percentage might not add up to 100%

## Mainland China A-share equities exhibit low correlation to other global markets

As Emerging Markets (EM) have become more correlated with Developed Markets over the years, the diversification benefits of EM investing have largely diminished

- Frontier Markets, countries whose stocks are less mature than those in EM, still have relatively low correlations with the rest of the world
- Remarkably, China A-shares exhibit an even lower correlation to the MSCI All Country World Index than Frontier Markets

	ACWI	EAFE	EM	USA	China	Frontier	China A
ACWI	1.00						
EAFE	0.96	1.00					
EM	0.83	0.80	1.00				
USA	0.96	0.85	0.68	1.00			
China	0.75	0.72	0.86	0.66	1.00		
Frontier	0.49	0.51	0.43	0.43	0.42	1.00	
China A	0.24	0.22	0.38	0.20	0.50	0.19	1.00

#### MSCI Indexes Correlation to MSCI China A Index

- MSCI ACWI Index (ACWI) All Country World Index
- MSCI EAFE Index (EAFE) Europe, Australasia and Far East
- MSCI Emerging Markets Index (EM) Emerging Markets
- The MSCI USA Index (USA) United States of America
- MSCI China Index (China) Chinese companies listed in Hong Kong & USA
- MSCI Frontier Emerging Markets Index (Frontier) Frontier Markets
- MSCI China A Index (China A) Chinese companies listed on Shanghai and Shenzhen Stock Exchanges

Source: Table from Bloomberg, weekly correlation from September 30, 2008 to September 30, 2018

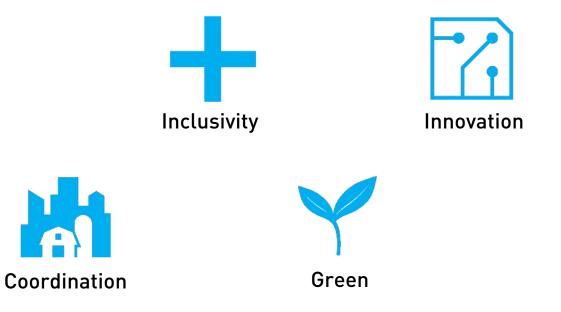
Index returns are for illustrative purposes only. Index performance returns do not reflect any management fees, transaction costs or expenses. Indexes are unmanaged and one cannot invest directly in an index. Past performance does not guarantee future results. See page 14 for index definitions.

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# China's 13<sup>th</sup> Five Year Plan provides investors with China's business plan for its next phase of economic development

The Chinese government has outlined five key tenets that will drive all aspects of China's society. These tenets also reveal the economic sectors that the Chinese government has targeted for growth.

# Five Year Plan Tenets:





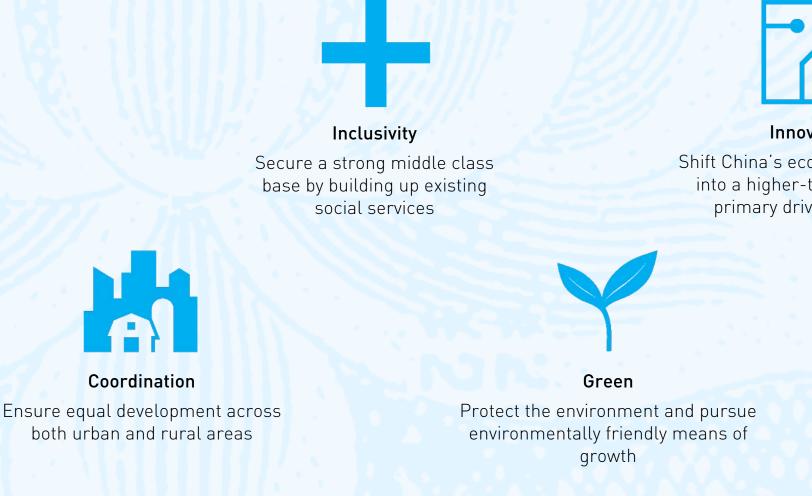
Openness



**Xi Jinping –**习近平 President of the People's Republic of China



### Five Tenets of the 13<sup>th</sup> Five Year Plan





#### Innovation

Shift China's economic structure into a higher-tech focus as a primary driver of growth



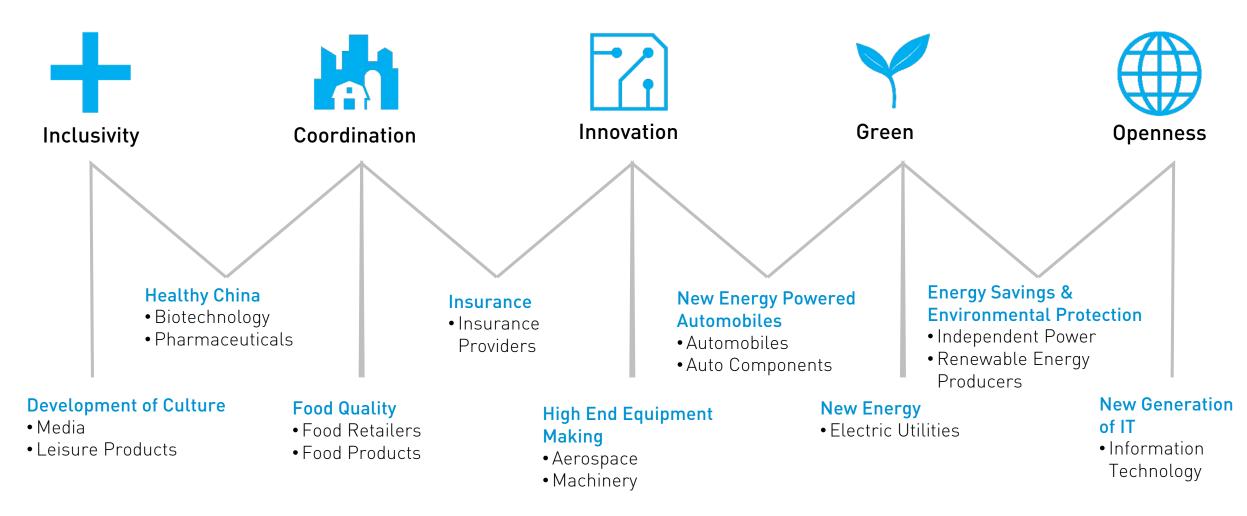
#### Openness

Utilize both domestic and global markets to take a more active role in global governance



### The main tenets of China's 13<sup>th</sup> Five Year Plan can be subdivided into social & economic policy areas of focus

We believe these areas of focus may benefit as a direct result of the Chinese government's policies:





# KraneShares partnered with Zacks Index Services to provide investors with exposure to tradable companies within the 13<sup>th</sup> Five Year Plan's focus areas

We organized the focus areas into investable sectors and provided examples of KFYP holdings within these sectors.

Policy Focus Area(s)	Sector	Largest Holding within Sector and % weight in KFYP as of 9/30/2018*	
Development of Culture	Consumer Discretionary	China International Travel (4.79%)	
Food Quality	Consumer Staples	Foshan Haitian Flavouring (4.78%)	
Insurance	Financials	People's Insurance Co Grou (3.64%)	
Healthy China	Health Care	China Resources Pharmaceutical (3.29%)	
New Energy Powered Automobiles High End Equipment Making	Industrials	Weichai Power Co Ltd (3.01%)	
New Generation of Information Technology	Information Technology	Baidu Inc (4.38%)	
New Energy Energy Savings & Environmental Protection	Utilities	China Yangtze Power Co Ltd (3.68%)	

\*The Fund's holdings are subject to change. See page 12 for the Fund's top 10 holdings

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# KFYP provides balanced exposure to the companies poised to benefit from the 13<sup>th</sup> Five year Plan, regardless of where they choose to list.

Consumer Discretionary	Tianneng Power		Hong Kong Listed	Tianneng Power has developed into a new energy high-tech company engaged in businesses such as motive batteries for electric vehicles, wind energy and solar energy storage batteries as well as the recycling of resources.
Consumer Staples	Sun Art Retail Group	SUN ART Retail Group Limited	Hong Kong Listed	Sun Art Retail is a leading hypermarket operator in China with 14.6% market share by retail sales value (According to Euromonitor), as of 31 December 2016.
Financials	People's Insurance	PICC	Hong Kong Listed	PICC is an investment holding company, primarily engages in the insurance business in China. It operates through Non-Life Insurance, Life Insurance, Health Insurance, Asset Management, and others segments.
Health Care	China Resources Pharmaceuticals	☆ 华润医药 CR Pharmaceutical	Hong Kong Listed	China Resources Pharmaceutical Group engages in the research, development, manufacture, distribution, and retail of pharmaceutical and healthcare products in China and Hong Kong.
Industrials	Weichai Power		Hong Kong Listed	Weichai Power Co. designs, develops, produces, sells, and repairs diesel engines and related parts, automobiles, and other automobile components in China and internationally.
Information Technology	Broadcom	BROADCOM.	U.S. Listed	Broadcom Inc. designs, develops, and supplies a range of semiconductor devices with a focus on complex digital and mixed signal complementary metal oxide semiconductor based devices and analog based products worldwide.
Utilities	Shanghai Electric Power		Mainland Listed	Shanghai Electric Group is one of the largest mechanical and electrical equipment manufactory enterprises in China.

The Fund's holdings are subject to change. See page 12 for the Fund's top 10 holdings

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Our smart-beta\* approach eliminates companies not highlighted in China's 13<sup>th</sup> Five Year Plan and screens for positive attributes among stocks in favored sectors across five major exchanges where Chinese companies list.

Smart Beta Filtering Process for Holdings Selection

Stock Universe	Select stocks from Chinese companies listed on the Shanghai, Hong Kong, and US Stock Exchanges
Stock Liquidity	Implement liquidity screen based on average daily volume to eliminate illiquid stocks
Five Year Plan Focuse	Eliminate stocks in sectors not highlighted In the 13th Five Year Plan
Stock Analysis	Select top 40 companies from Fundamental Value Analysis <sup>1</sup> and Technical Score Analysis <sup>2</sup>
mart beta is an estment style where a anager passively follows index designed to take vantage of perceived stematic biases or efficiencies in the market.	Group companies In Three Tranches based on market capitalization <sup>3</sup>

1. Fundamental Value Analysis: Rank by Price to Cash Flow & Free Cash Flow

2. Technical Score Analysis: Rank by 3 month momentum & 6 month volatility

3. Three Tranches: Top third of Companies at a 3.75% Weight, Second Tranche at 2.5% and Third Tranche at 1.25%

#### 金瑞 基金 KraneShares

### KraneShares Zacks New China ETF\* (ticker: KFYP)

KFYP tracks the Zacks New China Index which takes a smart-beta approach to provide exposure to companies listed in Mainland China, Hong Kong, and the United States whose primary business or businesses are important in the current Five-Year Plan of the central Chinese government.

The sectors expected to benefit from the Plan are evaluated and the stocks within each sector are subsequently ranked based on various investment factors, including price, cash flow, free cash flow, momentum and volatility. Based on the foregoing, the top 40 stocks are included in the fund's holdings.

\*Formerly the KraneShares CSI New China ETF

Fund Details	As of 9/30/2018	Top Ten Holdings as of 9/30/2018		
Ticker	KFYP	The Fund's Holdings are Subject to Change.	Ticker	%
Index Name	Zacks New China Index	CHINA INTERNATIONAL TRAVEL-A	601888 CH	4.79
		FOSHAN HAITIAN FLAVOURING -A	603288 CH	4.78
Primary Exchange	NYSE	BAIDU INC - SPON ADR	BIDU US	4.38
		BROADCOM INC	AVGO US	4.37
Total Annual Fund Operating Expenses	0.71%	58.COM INC-ADR	WUBA US	3.84
, , , , , , , , , , , , , , , , , , ,		CHINA YANGTZE POWER CO LTD-A	600900 CH	3.68
	E /00 /0010	HUAYU AUTOMOTIVE SYSTEMS -A	600741 CH	3.66
Inception Date	7/22/2013	PEOPLE'S INSURANCE CO GROU-H	1339 HK	3.64
Distribution	Semiannually	ZHEJIANG ZHENENG ELECTRIC-A	600023 CH	3.41
Frequency		TENCENT HOLDINGS LTD	700 HK	3.32

#### KFYP Performance History as of 9/30/2018

	Cumulative %			Average Annualized %			
	3 Mo	6 Mo	Since Inception 7/31/2013	1 Yr	3 Yr	Since Inception 7/31/2013	
Fund NAV	-6.57%	-7.62%	75.94%	-4.21%	16.50%	11.50%	
Closing Price	-9.47%	-8.74%	71.30%	-7.45%	16.04%	10.93%	
Index <sup>+</sup>	-6.66%	-8.22%	69.92%	-3.88%	14.98%	10.74%	

The Hybrid KFYP Index (noted as "Index" above in the chart) consists of the CSI China Overseas Five Year Plan Index from the inception of the Fund through May 31, 2016, and the Zacks New China Index going forward.

The performance data quoted represents past performance. Past performance does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when sold or redeemed, may be worth more or less than their original cost and current performance may be lower or higher than the performance quoted. For performance data current to the most recent month end, please visit www.kraneshares.com

Index returns are for illustrative purposes only. Index performance returns do not reflect any management fees, transaction costs or expenses. Indexes are unmanaged and one cannot invest directly in an index.

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# KraneShares Zacks New China ETF provides unique policy driven exposures utilizing a smartbeta methodology

- Proprietary multi-factor smart-beta methodology screens for companies with strong risk/reward characteristics
- Selection universe based on China's 13<sup>th</sup> Five Year Plan and focuses on strategic sectors and industries stated in the plan
- Directly holds Chinese companies listed on the Shanghai, Hong Kong and US Exchanges
- Focuses on domestic consumption with a specific emphasis on internet and technology integration with manufacturing
- Provides a vehicle to "co-invest" with the Chinese government



The ceiling of the 10,000-seat auditorium in China's Great Hall of the People.



#### **Index Definitions:**

MSCI China Index: The MSCI China Index captures large and mid cap representation across China H shares, B shares, Red chips and P chips.

**FTSE China 50:** is a real-time tradable index comprising 50 of the largest and most liquid Chinese stocks (H Shares, Red Chips and P Chips) listed and trading on the Stock Exchange of Hong Kong (SEHK).

The S&P 500 Index: is an American stock market index based on the market capitalizations of 500 large companies having common stock listed on the NYSE or NASDAQ.

**S&P China BMI Index:** is a comprehensive benchmark that defines and measures the investable universe of publicly traded companies domiciled in China, but are legally available to foreign investors.

MSCI ACWI Index: captures large and mid cap representation across 23 Developed Markets (DM) and 23 Emerging Markets (EM) countries.

**The MSCI EAFE Index:** is an equity index which captures large and mid cap representation across Developed Markets countries around the world, excluding the US and Canada.

The MSCI Emerging Markets Index: captures large and mid cap representation across 23 Emerging Markets (EM) countries.

**The MSCI USA Index**: is designed to measure the performance of the large and mid cap segments of the US market.

The MSCI Frontier Emerging Markets (FEM) Index: captures large and mid cap representation across 27 Frontier Emerging Markets countries.

The MSCI China A Index: captures large and mid cap representation across China securities listed on the Shanghai and Shenzhen exchanges.



#### **Important Notes**

Carefully consider the Funds' investment objectives, risk factors, charges and expenses before investing. This and additional information can be found in the Funds' full and summary prospectus, which may be obtained by visiting www.kraneshares.com. Read the prospectus carefully before investing.

ETF shares are not redeemable with the issuing fund other than in large Creation Unit aggregations. Instead, investors must buy or sell ETF Shares in the secondary market with the assistance of a stockbroker. In doing so, the investor may incur brokerage commissions and may pay more than net asset value (NAV) when buying and receive less than net asset value when selling. The NAV of the Fund's shares is calculated each day the national securities exchanges are open for trading as of the close of regular trading on the New York Stock Exchange ("NYSE"), normally 4:00 P.M. Eastern time (the "NAV Calculation Time"). Shares are bought and sold at market price not NAV. Closing price returns are based on the midpoint of the bid/ask spread at 4:00 P.M. Eastern Time (when NAV is normally determined).

Narrowly focused investments typically exhibit higher volatility. Technology companies may be subject to severe competition and rapid obsolescence. The Fund is non-diversified.

Investing involves risk, including possible loss of principal. There can be no assurance that a Fund will achieve its stated objectives. The Funds are subject to political, social or economic instability within China which may cause decline in value. Fluctuations in currency of foreign countries may have an adverse effect to domestic currency values. Emerging markets involve heightened risk related to the same factors as well as increase volatility and lower trading volume.

Although the information provided in this document has been obtained from sources which Krane Funds Advisors, LLC believes to be reliable, it does not guarantee accuracy of such information and such information may be incomplete or condensed.

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