







### 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 MSCI One Belt One Road ETF

#### **Investment Strategy:**

The KraneShares MSCI One Belt One Road ETF (ticker: OBOR) seeks to provide investment results that track the price and yield performance of the MSCI Global China Infrastructure Exposure Index. The Index aims to identify potential beneficiaries of the One Belt One Road initiative based on how their geography, revenue, and sector attributes align with the broad theme. OBOR seeks to capture the economic growth and monetize the potential upside for the companies involved in China's One Belt One Road initiative.

#### **OBOR Initiative Facts:**

- The One Belt One Road (OBOR) initiative, established by President Xi Jinping of China, is an extensive long-term infrastructure initiative modernizing the original Silk Road trading routes. The initiative has two core components:
  - o Economic land belt: linking countries by land along the ancient Silk Road through Central Asia, West Asia, the Middle East, and Europe.
  - o Maritime road: linking countries by sea along the Eastern coast of Africa pushing up through the Suez Canal into the Mediterranean.
- China has signed cooperation agreements with 71 countries and international organizations<sup>1</sup>, which, including China, represents 65% of the global population and 34% of global GDP<sup>2</sup>.
- The OBOR initiative could see upwards of \$6 trillion in investment in the coming years and is poised to reshape global trade<sup>3</sup>.

### **OBOR ETF Highlights:**

- Invests in countries who may benefit from the OBOR initiative, including: China, Russia, Singapore, Malaysia, and Israel.
- Invests in sectors of primary focus to the OBOR initiative, including industrials, utilities, materials, financials, and energy.
- Benchmarked to MSCI, a global leader in international indexing.

- 1. "The Belt and Road Initiative: Country Profiles", HKTDC.com as of 7/31/2017
- 2. Data from the World Bank as of 12/31/2016, retrieved 12/31/2017
- 3. "'One Belt One Road' Infrastructure Investment Could Total Up To \$6 trillion US dollars", People's Daily Online, 6/20/2015



# The OBOR initiative is a primary focus of President Xi Jinping of China. OBOR is an extensive infrastructure project modernizing China's ancient Silk Road trading routes established during the Han Dynasty. OBOR is poised to reshape the 21<sup>st</sup> century economy.

- The ancient Silk Road was a network of trade routes formally established during the Han Dynasty (206 B.C. 220 A.D.). The road originated from Chang'an in the east (present day Xi'an) and connected the Eurasia continent via Central Asia into the Mediterranean.
- The road was extremely important facilitating the movement of trade, information, and culture between China, the Roman Empire, and all the countries along the route.
- In June 2014, UNESCO designated the Chang'an corridor of the Silk Road as a World Heritage Site.
- The One Belt One Road (OBOR) initiative, officially unveiled by President Xi Jinping in September 2013, has two core components:
  - **Economic land belt:** linking countries by land along the ancient Silk Road through Central Asia, West Asia, the Middle East, and Europe.
  - Maritime road: linking countries by sea along the Eastern coast of Africa through the Suez Canal into the Mediterranean.
- The key objective of the OBOR plan is to promote better connectivity, deepen linkage to improve mutual understanding, and foster long-term stability in the region.

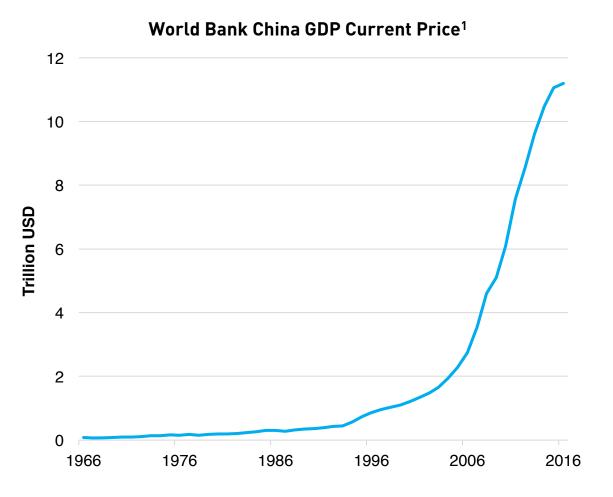
### Silk Road Economic Belt and Maritime Silk Road in the making<sup>1</sup>



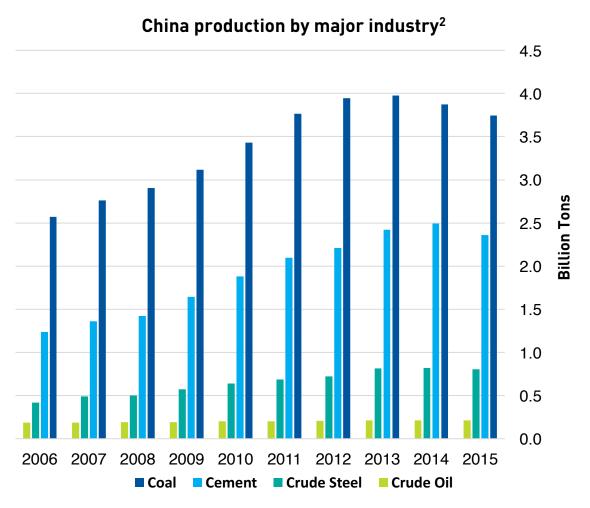
1. Chart from Xinhuanet.com and Barclays research via Container News "Topic of the day: What is 'China's One Belt, One Road?'", April 17, 2016

### 金瑞 基金 KraneShares

China has experienced rapid growth over the past 30 years and is now the world's second largest economy<sup>1</sup>. Much of this growth historically came from its industrial sector and production of commodities, in particular: coal, cement, and crude steel.







<sup>2.</sup> Data from National Bureau of Statistics as of 12/31/2015, retrieved 12/31/2017

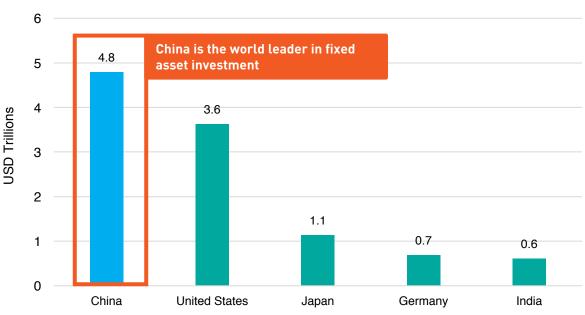


#### As China's economy has matured, growth in fixed investment has leveled. China must now find new channels for growth.

- Over the past decade, China has devoted nearly 50% of its GDP to investment, resulting in tremendous industrial capacity which can be leveraged through the OBOR initiative<sup>1</sup>
- China has developed a competitive edge and gained vast experience in infrastructure development and construction activities in the last 10 years
- Compared to other emerging countries, China has expertise and management skills in large scale infrastructure projects



Top Five Countries For Fixed Capital Formation Investment in 2016



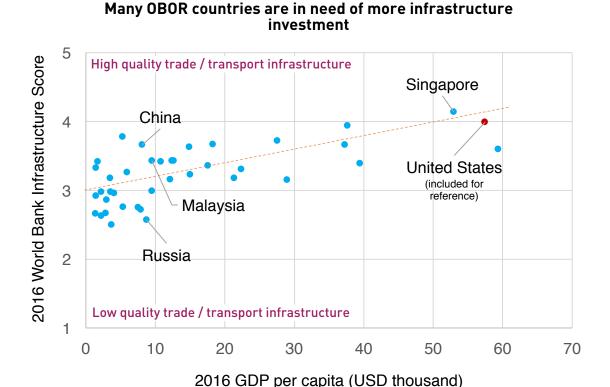
Data from World Bank as of 12/31/2016, retrieved 12/31/2017



# There is considerable demand for infrastructure and development investment among the countries participating in the OBOR initiative

The countries participating in the OBOR initiative need significant investment for development and infrastructure upgrades

- The OBOR initiative seeks to create trade and investment opportunity in infrastructure and construction providing China with a new channel to broaden its export market
- The initiative could raise China's global economic and political influence and facilitate renminbi (RMB) internationalization
- The OBOR initiative attempts to provide a win-win approach to satisfying the needs of the region



The Asia Development Bank estimates that Asia and the Pacific will need \$1.7 Trillion in annual infrastructure investment amounting to as much \$26 Trillion by 2030.

ADB- estimated infrastructure investment needs by region (45 developing member countries, 2016-						
2030, in 2015 US\$bn						

	Baseline estimates*				
Region	Investment needs	Annual average	Investment needs as % of GDP		
Central Asia	565	38	7.8		
East Asia	16,062	1,071	5.2		
South Asia	6,347	423	8.8		
Southeast Asia	3,147	210	5.7		
The Pacific	46 3.1		9.1		
Asia Pacific total	26,166	1,744	5.9		

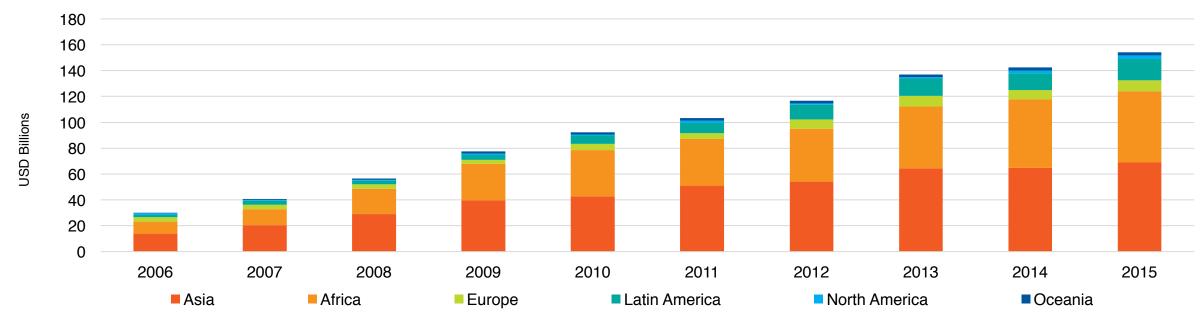
<sup>\*</sup>Climate-adjusted Estimates



### China is steadily increasing the value of its overseas projects

- Chinese firms have experience conducting business along the OBOR routes and countries participating in the OBOR Initiative are the largest recipients of Chinese investment.
- We believe the OBOR initiative may accelerate the rate of growth in China's overseas projects over the next decade.
- Since the OBOR initiative was announced, China has signed 18,346 contracts with OBOR countries (as of Nov 30, 2017)1.
- More than 8,000 construction contracts were signed with OBOR countries in 2016 alone, amounting to \$126 Billion<sup>2</sup>.

### Completed value of China's overseas contracted projects<sup>3</sup>

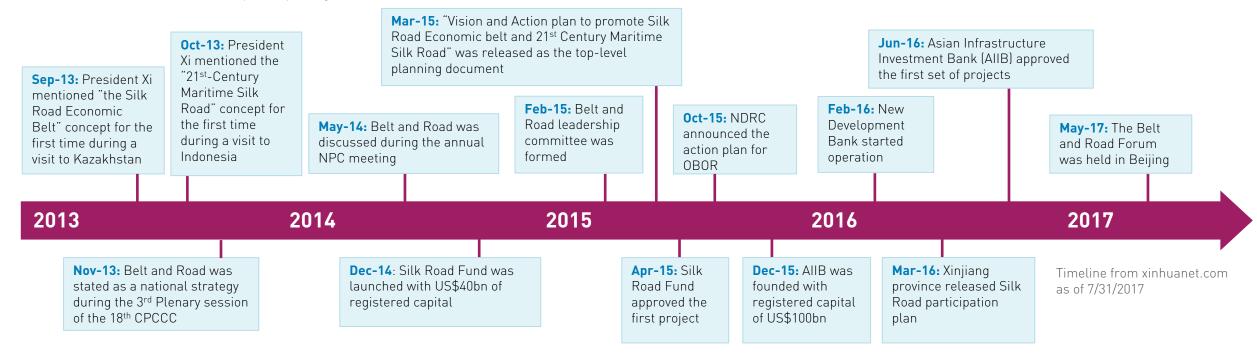


- 1. "Cooperation statistics with the One Belt One Road countries" (Translated from Chinese), MOFCOM, 11/30/2017
- 2. DBS Asia Insights, "One Belt One Road Infrastructure Sector", Page 6. 7/24/2017
- 3. Data from National Bureau of Statistics as of 12/31/2015, retrieved 12/29/2017

### 金瑞 基金 KraneShares

### Within China, the OBOR initiative has gained support from the highest levels of government and is now an official national strategy

- Since it was unveiled in 2013, OBOR was included in the Third Plenum policy program and has become an official national strategy
- In May 2017, the OBOR Forum was held in Beijing China, with heads of state & senior policy makers from more than 30 countries. It was the highest profile international meeting so far on the OBOR initiative<sup>1</sup>.
- During the Forum, China signed cooperation deals with 68 countries & international organizations. The Forum resulted in 270 deliverables in areas including policy coordination, infrastructure building, trade, investment and cultural exchange<sup>2</sup>.
- According to the People's Bank of China (PBOC), China signed currency swap agreements with 21 OBOR nations and granted 6 nations with Renminbi Qualified Foreign Institutional Investor (RQFII) quota, paving the way for RMB-denominated transactions down the road<sup>3</sup>.



- 1. "Belt and Road Forum for International Cooperation round table host by President Xi" (Translated from Chinese), Belt and Road Forum, 05/15/2017
- 2. "Accomplishment list for Belt and Road Forum" (Translated from Chinese), Belt and Road Forum, 05/16/2017
- 3. Lan Shen, "China's 'One Belt, One Road' gains traction", Beyond Borders, 12/02/2016

# The OBOR initiative has generated strong interest from global investors and has achieved large scale participation from countries within Emerging Markets

- The OBOR initiative aims to reach:
  - o 71 countries (including China) along the land and maritime routes<sup>1</sup>.
  - o An aggregate population of 4.5 Billion<sup>2</sup>.
  - o A total nominal GDP of \$23 trillion, representing 65% of world population and 34% of the world's total GDP in 2016<sup>2</sup>.
- The average per capita GDP for these 71 countries is only \$10,216<sup>2</sup> reflecting the early development stage of these countries, and strong growth potential.

### OBOR Countries as % of world as of 2016 70% 65% 60% 50% 41% 40% 34% 28% 30% 20% 10% 0% Household Population Land Area GDP Consumption

<sup>1. &</sup>quot;The Belt and Road Initiative: Country Profiles", HKTDC.com as of 12/31/2017

<sup>2.</sup> Data from the World Bank as of 12/31/2016, retrieved 12/31/2017



# The key objective of the OBOR plan is to promote better connectivity, deepen linkage to improve mutual understanding and foster long-term stability in the region

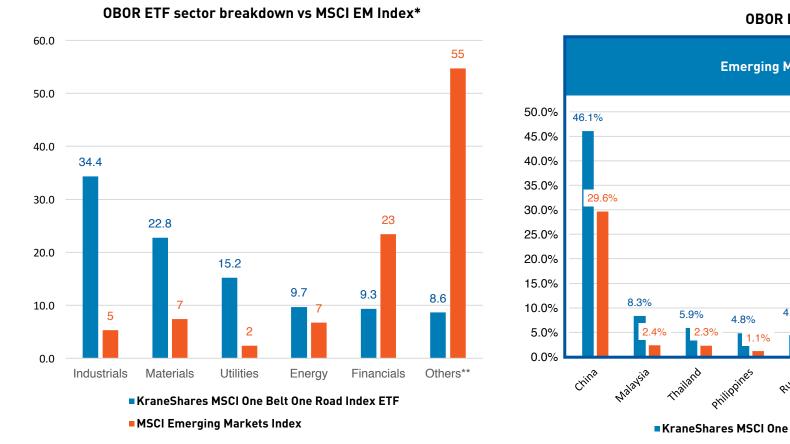
- Two major policy banks in China; China Development Bank (CDB) & Export-Import Bank of China (EIBC), issued over \$200 Billion in loans to finance OBOR projects<sup>1</sup>.
- Three major state-owned banks, Bank of China (BOC), Industrial and Commercial Bank of China (ICBC) & China Construction Bank (CCB), have planned for a total of \$527 Billion in loans and equity investment for 1,012 OBOR related projects based on recent estimates from the China Banking Association<sup>2</sup>.
- Following the announcement of the OBOR initiative two government backed banks and one fund were established in 2014 to help finance OBOR projects.

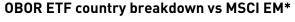
	Silk Road Fund	Asian Infrastructure Investment Bank (AIIB)	New Development Bank	Asian Development Bank (ADB)
Year of establishment	2014	2014	2014	1966
Number of Members	NA	52 members	(ALL 5 BRICS countries)	(48 from Asia, 19 outside)
Headquarters	Beijijng, China	Beijing, China	Shanghai, China	Manila, Philippines
President	Jin Qi (China) Jin Liquan (Chir		NA	Takehiko Nakao (Japan)
Registered Capital	\$40 billion	\$100 billion	\$100 billion	\$147 bb
Funding source	All pledged by China but welcomes foreign \$50 billion pledged by China capital remainder funded by other cour		Funded equally by 5 BRICS countries	Contributed by member countries - Japan/US/EU are the top 3
Target	Promote trade and economic cooperation as well as connectivity to achieve development of China and other Belt and Road countries	Promote regional economic growth through infrastructure development	Foster greater financial development and cooperation among the BRICS countries	Poverty relief

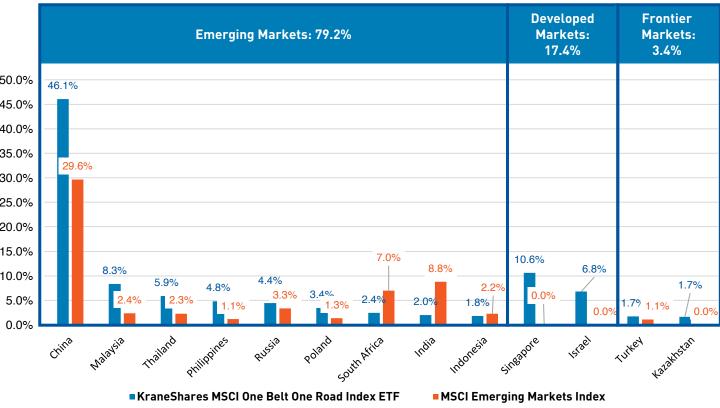
- 1. Peng Qingin and Denise Jia, "China State Banks Provide Over \$400 Bln of Credits to Belt and Road Projects", Caixin.com, 5/11/2017.
- 2. Wang Cong, "Chinese banks expand loans in Belt and Road nations", thesafiablog.com, 5/12/2017

### 金瑞 基金 KraneShares ™

The OBOR ETF offers distinct portfolio characteristics from the MSCI Emerging Markets Index. We believe the countries and sectors within the OBOR ETF may potentially outperform over the long term due to the positive catalyst generated by the One Belt One Road Initiative.







<sup>\*</sup>Data from Bloomberg as of 12/31/2017

<sup>\*\*</sup>Others include Cash, Consumer Staples, Real Estate, Telecommunication Services, Information Technology, Consumer Discretionary, Health Care and Funds

### The Index Matters

- MSCI is a global leader in international indexing and serves as a trusted index provider for the largest global investment managers.
- MSCI is well qualified to establish the investable universe of companies participating in the OBOR initiative.









97 of top 100 global investment managers are MSCI clients<sup>2</sup>



950+ ETFs are based on MSCI indexes, more than any other index provider<sup>3</sup>



94% of US pension fund assets invested in global equities are benchmarked to MSCI4

<sup>&</sup>lt;sup>1</sup> As of Dec 31, 2016, as reported on Mar 31, 2017 by eVestment, Morningstar and Bloomberg.

<sup>&</sup>lt;sup>2</sup> Based on P&I AUM data and MSCI clients as of Mar 2017.

<sup>&</sup>lt;sup>3</sup> As of Mar, 2017; defined as each share class of an exchange traded fund, as identified by a separate Bloomberg ticker. Only primary listings, and not cross-listings, are counted.

<sup>&</sup>lt;sup>4</sup> As of Dec 2016, according to Intersec LLC.

### 金瑞 基金 KraneShares

In order to make the OBOR Initiative theme investable KraneShares worked closely with MSCI to develop the MSCI Global China Infrastructure Exposure Index.

### **OBOR Initiative Filtering Process** for Index Constituent Selection Select stocks from MSCI ACWI + Frontier Markets IMI + MSCI China All Shares **Stock Universe** Select stocks from countries participating in the OBOR Initiative **Country Selection** Select stocks from target sectors relevant to the infrastructure development related to the OBOR **Industry Selection** Identify securities with high revenue exposure to China, including both Chinese & ex-Chinese securities **Economic Exposure Optimization** KraneShares seeks to minimize tracking error and trading costs



## The KraneShares MSCI One Belt One Road Index ETF tracks a variety of companies across the sectors and countries aligned with the OBOR initiative

Sector (by weight in OBOR ETF)	Sector weight in index ETF	Top holding in sector	Company weight in index ETF	Company Logo	Company country of domicile	Company description	
Industrials	34.4%	China State Construction Engineering Corporation	3.6%	中國連幕双份介限公司 cases state construction states, cost ktd	China	Chinese state-owned enterprise engaged in housing construction, international building contracting, property development and investment, and infrastructure construction.	
Materials	22.8%	PTT Global Chemical PCL	4.1%	ptt GLOBAL CHEMICAL	Thailand	Thailand's largest petrochemical and refining company. The Company's products are derived from its main product, Olefins, namely ethylene and propylene.	
Utilities	15.2%	China Yangtze Power Company	2.9%		China	Chinese state-owned enterprise that owns Three Gorges Dam Hydroelectric Plant and Gezhouba Hydroelectric Plant in China. The company builds hydroelectric plants globally.	
Energy	9.7%	Rosneft	3.4%	ROSNEFT	Russia	Integrated oil company majority owned by the Government o Russia. The company conducts oil and gas exploration and production activities on Sakhalin island, Siberia, Timan- Pechora field and in southern Russia.	
Financials	9.3%	Overseas-Chinese Banking Corporation Limited	5.9%	<b>OCBC</b> Bank	Singapore	The Company's services include deposit-taking, corporate, enterprise and personal lending, international trade financing, investment banking, private banking, treasury, stockbroking, insurance, credit cards, cash management, asset management and other financial and related services.	

The Fund's holdings are subject to change



# KraneShares MSCI One Belt One Road ETF

The KraneShares MSCI One Belt One Road ETF (ticker: OBOR) seeks to provide investment results that track the price and yield performance of the MSCI Global China Infrastructure Exposure Index. The Index aims to identify potential beneficiaries of the One Belt One Road initiative based on how their geography, revenue, and sector attributes align with the broad theme. OBOR seeks to capture the economic growth and monetize the potential upside for the companies involved in China's One Belt One Road initiative.

Fund Details	As of 12/31/2017			
Primary Exchange	NYSE			
Cusip	500767405			
Total Annual Fund Operating Expense	Gross:0.80%	Net: 0.79%*		
Inception Date	09/07/2017			
Distribution Frequency	Annually			
Index Name	MSCI Global China Infrastructure Exposure Index			
Index Ticker	Bloomberg: M1CXKSH			
Number of Holdings (ex Cash)	91			

<b>Top Ten Holdings (ex Cash)</b> as of 12/31/2017 The Fund's Holdings are Subject to Change.	Ticker	%
OVERSEA-CHINESE BANKING C	OCBC SP	5.88
PTT GLOBAL CHEMICAL PCL	PTTGC TB	4.07
CHINA STATE CONSTRUCTION	-	3.54
ROSNEFT OIL COMPANY	ROSN RM	3.39
KGHM POLSKA MIEDZ SA	KGH PW	3.25
PETRONAS CHEMICALS GROUP	PCHEM MK	3.20
JG SUMMIT HOLDINGS INC	JGS PM	2.96
CHINA YANGTZE POWER CO LT	-	2.84
FRUTAROM	FRUT IT	2.66
CHINA NORTHERN RARE EARTH	-	2.57

### OBOR Performance History as of 12/31/2017

	Cumulative %			Average Annualized %		
	3 Mo	6 Mo	Since Inception	1 Yr	3 Yr	Since Inception
Fund NAV	4.28%	-	2.11%	-	_	2.11%
Closing Price	3.35%	-	2.11%	-	_	2.11%
Index	3.28%	-	1.96%	-	-	1.96%

<sup>\*</sup>Fee waivers are contractual and in effect until 7/31/18

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.



### **Definitions**

**Fixed Asset Investment:** investment in physical assets such as machinery, land, buildings, installations, vehicles, or technology.

**Fixed Capital Formation:** Fixed capital formation refers to the process of a firm increasing its stock of fixed capital. Fixed capital are assets used in the productive process, that a firm holds for over a year. Examples of fixed capital formation: building or expanding existing factory, purchase of transport equipment, office equipment.

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



### **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. The ability of the KraneShares MSCI One Belt One Road ETF to achieve its investment objective is dependent, in part, on the continuous availability of A Shares and the ability to obtain, if necessary, additional A Shares quota. The fund may invest in derivatives, which are often more volatile than other investments and may magnify the Fund's gains or losses. 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.

The KraneShares ETFs are distributed by SEI Investments Distribution Company (SIDCO), which is not affiliated with Krane Funds Advisors, LLC, the Investment Adviser for the Fund.



### 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.

Although Krane Funds Advisors LLC and its affiliates ("Krane") shall obtain data from sources that Krane considers reliable, all data contained herein is provided "as is" and Krane makes no representation or warranty of any kind, either express or implied, with respect to such data, the timeliness thereof, the results to be obtained by the use thereof or any other matter. Krane expressly disclaims any and all implied warranties, including without limitation, warranties of originality, accuracy, completeness, timeliness, non-infringement, merchantability and fitness for a particular purpose.

Forward-looking statements (including Krane's opinions, expectations, beliefs, plans, objectives, assumptions, or projections regarding future events or future results) contained in this presentation are based on a variety of estimates and assumptions by Krane. These statements generally are identified by words such as "believes," "expects," "predicts," "intends," "projects," "plans," "estimates," "aims," "foresees," "anticipates," "targets," "should," "likely," and similar expressions. These also include statements about the future, including what "will" happen, which reflect Krane's current beliefs. These estimates and assumptions are inherently uncertain and are subject to numerous business, industry, market, regulatory, geopolitical, competitive, and financial risks that are outside of Krane's control. The inclusion of forward-looking statements herein should not be regarded as an indication that Krane considers forward-looking statements to be a reliable prediction of future events and forward-looking statements should not be relied upon as such. Neither Krane nor any of its representatives has made or makes any representation to any person regarding forward-looking statements and neither of them intends to update or otherwise revise such forward-looking statements to reflect circumstances existing after the date when made or to reflect the occurrence of future events, even in the event that any or all of the assumptions underlying such forward-looking statements are later shown to be in error. Any investment strategies discussed herein are as of the date of the writing of this presentation and may be changed, modified, or exited at any time without notice.

This material represents an assessment of the market environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. This information should not be relied upon by the reader as research or investment advice regarding the funds or any stock in particular.