



**Kraneshares™**

# *China's Healthcare System Uncovered*

## **Theme Focus:**

Online Medicine and Potential Beneficiaries of the COVID-19 Virus Pandemic



**Q1 2020**

KURE Quarterly Earnings Report

✉ [info@kraneshares.com](mailto:info@kraneshares.com) ☎ +1 (212) 933 0393



## Table of Contents

<b>KURE Standard Performance</b>	3
<b>China's Healthcare System Uncovered</b>	4
<b>Key Points on China Healthcare Sector</b>	5
<b>China Healthcare Sector Key Charts</b>	6-7
<b>Q1 2020 Performance Review</b>	8
<b>Online Medicine and Beneficiaries of the COVID-19 Virus Pandemic</b>	9-12
<b>Overview</b>	12-17
<b>Top 10 KURE Holdings: Quarterly Earnings Update</b>	18-26
Jiangsu Hengrui Med	18
Shenzhen Mindray	19
Wuxi Biologics	20-21
CSPC Pharmaceutical Group	21-22
Sino Biopharmaceutical	22-23
WuXi AppTec	23
Aier Eye Hospital Group	24
Yunnan Baiyao Group	25
Changchun High & New Tech	25
Innovent Biologics	26
<b>Potential Risks</b>	27-29
<b>Citations</b>	30
<b>Definitions</b>	30



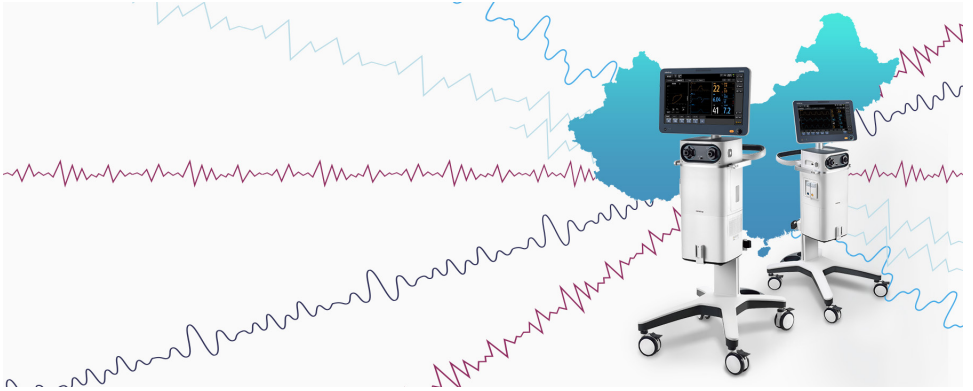
## KraneShares MSCI All China Health Care Index ETF (Ticker: KURE) Standard Performance

Cumulative %	Data as of: 03/31/2020		
	Fund NAV	Closing Price	Index
1 Month	-3.84%	-5.34%	-3.85%
3 Month	2.10%	3.03%	2.20%
6 Month	12.82%	13.26%	13.20%
Since Inception	-4.22%	-4.26%	-3.51%

Avg Annualized %	Data as of: 03/31/2020		
	Fund NAV	Closing Price	Index
1 Year	6.95%	7.58%	7.80%
Since Inception	-1.97%	-1.99%	-1.64%

KURE's gross expense ratio is 0.79%. Inception Date: 1/31/2018. 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 call +(1) 855 8KRANE8 or visit our website at [www.kraneshares.com](http://www.kraneshares.com). Shares are bought and sold at market price (not NAV) and are not individually redeemed from the Fund. Brokerage commissions will reduce returns.

## China's Healthcare System Uncovered



So far this year, China's healthcare sector is one of the best-performing equity asset classes globally<sup>1</sup> and a clear standout in a time of considerable market turmoil. While the COVID-19 outbreak provided China's healthcare sector a recent performance catalyst, long-term structural growth opportunities have been in the works since long before the pandemic emerged. We believe China's healthcare sector has a bright future driven by aging demographics, the rising middle class, low spending per capita, and innovation and technological advancement. Advancements in key fields include biotechnology, life science services, and healthcare technology, and others. Through reforms, the Chinese government has been successful in improving quality, affordability, and accessibility to care for its citizens, and it is entirely determined to build a robust and competitive domestic healthcare industry.

We believe China's healthcare sector today is akin to its technology and fintech sectors in 2013. Since then, these sectors have made great leaps and beaten expectations.

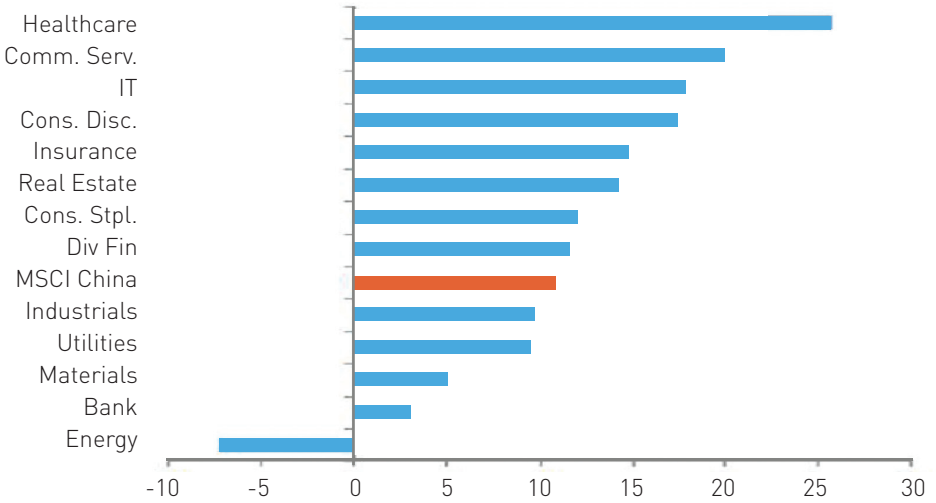
### Key Points on China Healthcare Sector:

- China healthcare sector's earnings are expected to grow by greater than 25%<sup>2</sup> in 2020 and 2021
- Healthcare expenditure is expected to grow by a compound annual growth rate (CAGR) of 9.8%<sup>3</sup> between 2018 and 2023
- Government is determined to build a strong and competitive domestic healthcare industry
- Signs of a shift from volume-driven (generics) to innovation-driven growth continue to emerge
- Investor exposure to the sector is largely diminimous as China healthcare sector only comprises 4.6%<sup>4</sup> of the MSCI China Index and 1.7%<sup>4</sup> of the MSCI Emerging Markets Index
- Many Chinese medical supplies companies see a sizeable overseas expansion opportunity. For example, Mindray and Jiangsue Yuyue received FDA approval to sell their ventilators in the US for the first time



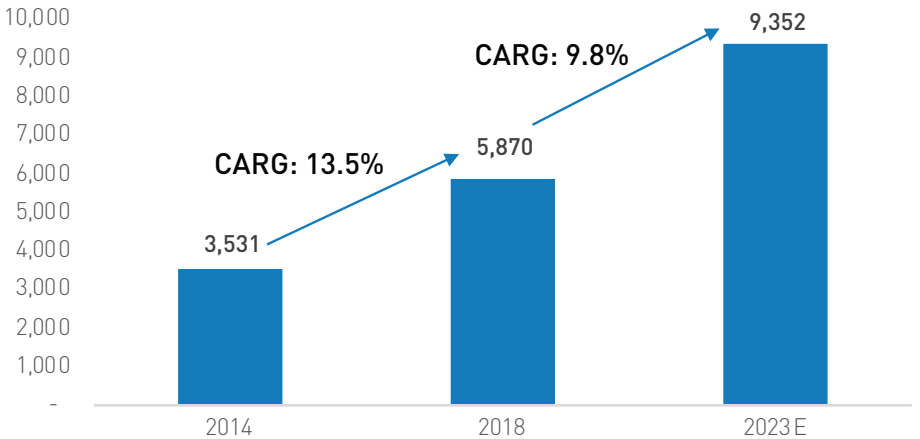
# China Healthcare Sector Key Charts

## MSCI China 2021E EPS Growth (%)



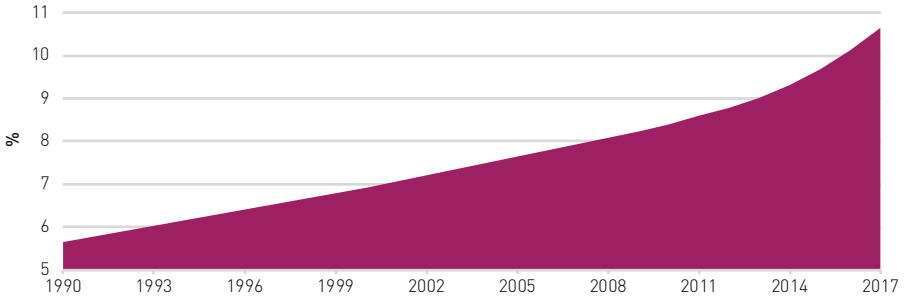
Data from JP Morgan as of 3/2020

## Total healthcare expenditure in China (RMB bn)



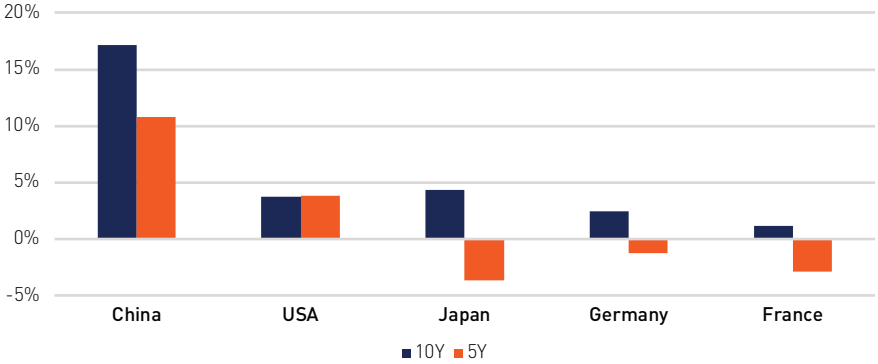
Data from Frost & Sullivan as of 3/2020

**Population Aged 65 and Over as % of Total Population in China**



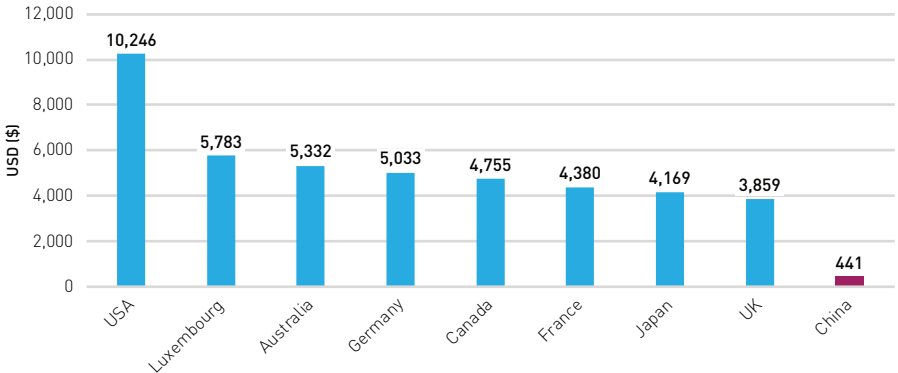
Data from the National Bureau of Statistics of China. Data as of 12/31/2017. Retrieved 12/31/2019.

**Growth Rate of the Top 5 Largest Healthcare Markets**



Data from the World Health Organization as of 12/31/2017, last updated on 1/7/2020.

**Per capita healthcare expenditure of major countries in 2017**



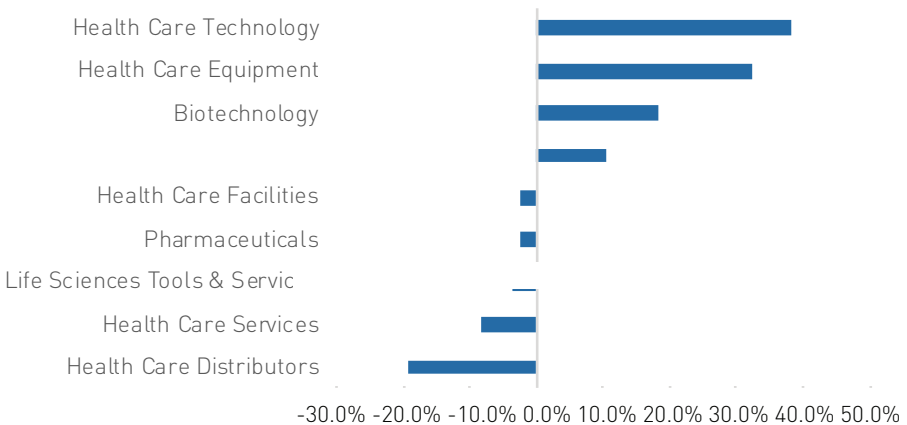
Data from the World Health Organization, last updated on 1/7/2020.



## Q1 2020 Performance Review

KURE ETF finished the first quarter up 3.03%<sup>5</sup> based on closing price; one of the few non-leveraged ETFs in the U.S. to be in positive territory. Healthcare IT and healthcare equipment led the charge, each gaining more than 30%<sup>5</sup>, led by companies like Jiangsu Yuyue Medical (0.81% of KURE Net Assets), Mindray, Ping An Good Doctor (1.55% of KURE Net Assets) and AliHealth. On the other hand, healthcare distributors and healthcare service industries struggled as they faced disruptions due to the COVID-19 virus. Pharma’s returns year to date were mixed with biotechnology and innovative companies faring better than generic focused companies. Life science services, a highly regarded health industry in China, was down slightly during the quarter.

### Industry Returns - YTD



Data from Factset as of 3/31/2020





## Online Medicine and Beneficiaries of the COVID-19 Virus Pandemic

While we believe the whole health sector could benefit as a result of the recent pandemic, there have been big immediate winners: medical devices and healthcare IT (telemedicine, online medical services, and online retail pharmacies). Companies like Ping An Good Doctor, Alibaba Health, Shenzhen Mindray Bio-Medical Electronics (Mindray) (last two are KURE top ten holdings weighting 2.99% and 6.11% respectively) all have seen a surge in demand over the past few months. For healthcare IT, we believe the pandemic will prove to be an inflection point for the industry potentially resulting in accelerated user adoption and favorable policy.

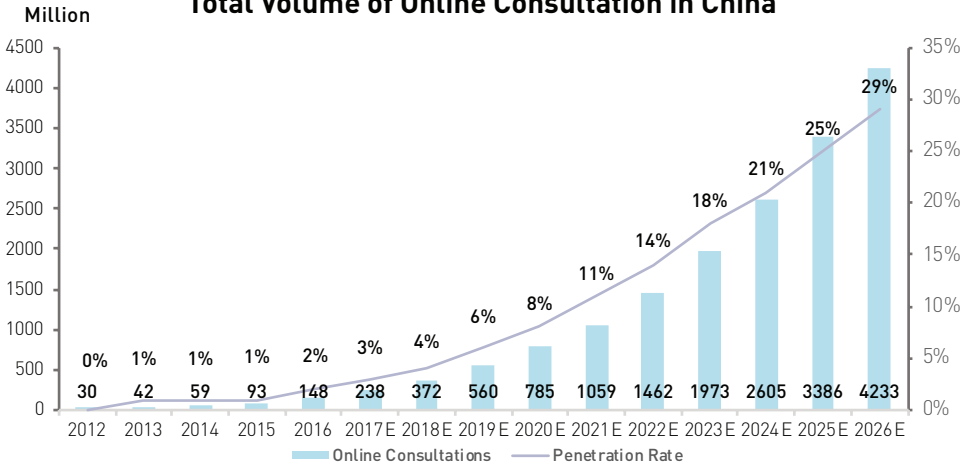
Online healthcare is an exciting growth theme that combines healthcare with technology. In August of 2019, China's National Healthcare Security Administration's (NHSA) issued a new guidance to include internet diagnosis and treatment into the social insurance, and officially removing the ban on online prescription Rx drug sales. The guidance was aimed to provide Chinese citizens in rural areas with easy access to quality healthcare without having to travel for hours. Following the COVID-19 outbreak, NHSA further stressed the importance of telemedicine in two separate documents, suggesting

favorable policy for online healthcare is being expedited. Several cities and local governments jumped on the bandwagon and took the major step of adding the services to the social insurance reimbursement list.

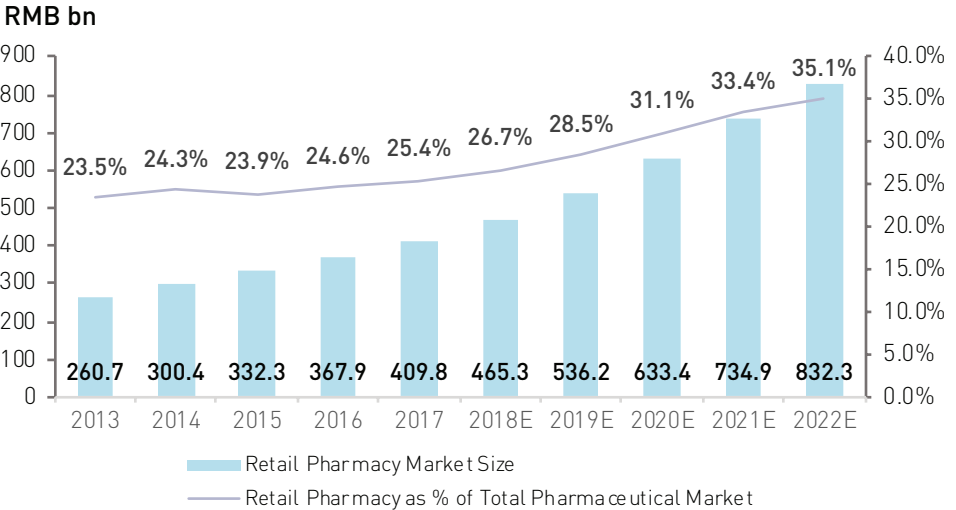
Ping An Good Doctor and Alibaba Health both saw user registration jump more than 10 fold<sup>6</sup> in the days following the COVID-19 outbreak. Ping An Good Doctor currently has over 369 million<sup>7</sup> registered users and over 67 million<sup>7</sup> monthly active users. Online consultations are expected to grow from 3%<sup>3</sup> to 20%<sup>3</sup> in 2026. Telemedicine shortens wait times from hours to minutes, lowers medical costs, and expands access 24 hours a day, 7 days a week. AliHealth is the largest online healthcare e-commerce platform. It is the healthcare flagship company of Alibaba. Market size of retail pharmacy is expected to grow by 15%<sup>3</sup> per year between now and 2023. According to a recent report from HSBC, AliHealth's delivery track record during the pandemic has been impeccable.

Other beneficiaries from the pandemic were medical device companies as demand for ventilators and vital equipment surged. Mindray was one of the main suppliers for the two emergency specialty hospitals constructed in 10 days in Wuhan: the Huoshenshan Hospital<sup>2</sup> (1000 beds) and Leishenshan Hospital<sup>2</sup> (1600 beds).

### Total Volume of Online Consultation in China



### Market Size of Retail Pharmacy in China 2013 - 2022 E



Data from Frost & Sullivan as of 3/2020

In addition, there was more ICU equipment demand for middle-tier public hospitals who were already underinvested. ICU beds in China constitute 5%<sup>2</sup> of total beds compared to 15%<sup>2</sup> in developed countries. We expect the government to impose higher standards for hospitals



as a result of the pandemic and driving further demand for medical devices. Furthermore, Mindray and Jiangsu Yuyue Medical benefited substantially as overseas demand for ventilators reached 10 times<sup>6</sup> its normal level. These two companies received FDA approvals in March and early April to sell ventilators in the U.S. China's healthcare sector may have an opportunity to significantly ramp up its global business as a result of the outbreak.

## Overview

Since this is our first quarterly report, we are going to provide a brief overview of China's healthcare sector, which can be complex and difficult to understand. It is much different from the system in the U.S., which is driven by the next big milestone or blockbuster drug and high pricing. In China, healthcare is a long-term growth theme driven by high volume and growing unmet needs of an aging population and a rising middle class, who are demanding and are willing to pay for better drugs and care.

# China's Healthcare Ecosystem

## The Upstream Industry

### Pharmaceuticals, Biotechnology, and Outsourcing Services

Drugs, Vaccines, Medical Devices, and Contract Organizations that help accelerate R&D



Example Holdings: Jiangsu Hengrui Med, Sino Biopharmaceutical, CSPC Pharmaceuticals, WuXi Biologics



## The Midstream Industry

### Distribution

Distribution to Retail Pharmacies and Healthcare Service Providers



Example Holdings: Shanghai Pharma, China Resource Pharma, Sinopharma



## The Downstream Industry

### Services

Hospitals, Community Health Clinics and Pharmacies.



Example Holdings: AIER Hospitals, Meinian Onehealth



## Patients



## Payers

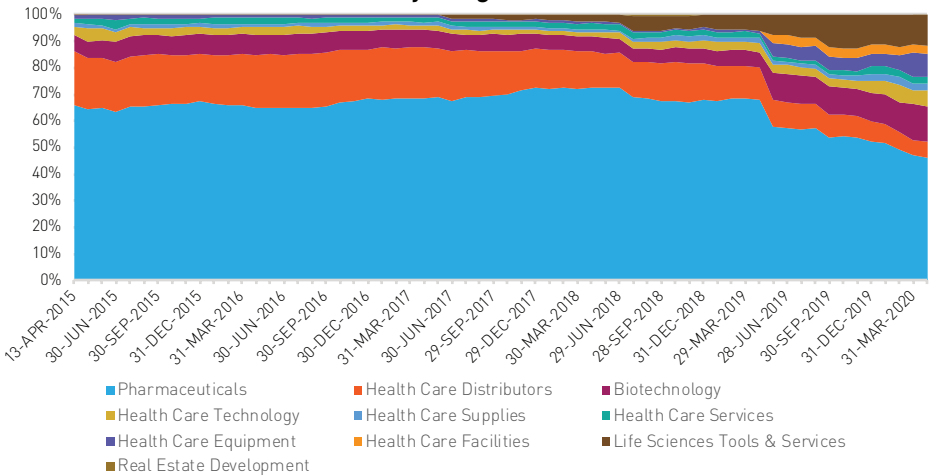
Public/Government Insurance. **Covers 95% of population.**



The healthcare sector consists of 3 main industries: the upstream, middlestream and downstream industries. The upstream industry includes pharma manufacturers and contract organizations who assist pharmaceuticals with discovery, research, development, manufacturing and marketing. China has the second largest Rx industry in the world with RMB 1.3 trillion<sup>8</sup> in sales and is expected to grow to RMB 3.5 trillion<sup>8</sup> by 2030. The industry is currently in transition from generic-focused to innovative in the form of biologic drugs and targeted therapies for autoimmune, oncology and cardiovascular diseases. Currently, biological drugs have 17%<sup>8</sup> market share compared to 51.4%<sup>8</sup> for Chemical drugs and 31.5%<sup>8</sup> for Traditional Chinese Medicine, a unique category derived from traditional herb remedies. The transition has been supported by the government through reforms, shortened drug approval process and improved patient access to novel drugs. While the biotech market in China is still at early stage, it is expected to drive sector growth for years. The largest pharma companies include Jiangsu Hengrui Med, CSPC Pharmaceuticals Group, and Sino Biopharmaceutical (All KURE top ten holdings weighing 9.21%<sup>5</sup>, 5.04%<sup>5</sup> and 4.75%<sup>5</sup> respectively). While Hengrui is ahead in the transition to innovative drugs with multiple oncology drugs launched and a deep pipeline of oncology, autoimmune and diabetes drugs currently in phase

III trials, Sino bio and CSPC Pharma are not too far behind; however their reliance on generic drugs remains substantial. The transition is underway. Over the past five years, pharmaceuticals and distributors have lost sector share in favor of biotechnology, life science services and medical equipment industries<sup>5</sup>.

**Industry Weights Over Time**



Data from Factset as of 3/31/2020

Given the high demand for new drugs, Contract Organizations are also prospering and we believe that these companies currently have the best growth prospects. Pharmaceuticals are shifting much of the research and development to Contract Research Organizations (CRO), Contract Manufacturing Organizations (CMO) and Contract Development Manufacturing Organizations (CDMO). Contract organizations include WuXi Biologics and Wuxi Apptech (all KURE top ten holdings weighing 5.45%<sup>5</sup> and 3.04%<sup>5</sup> respectively).



These companies allow pharma to save substantial amounts of money that they would otherwise spend on building labs and manufacturing facilities for unproven drugs. Pharma companies continue to increase its yearly R&D budget, which bode very well for Contract Organizations.

The middlestream industry is responsible for distributing the drugs. these include companies such as Shanghai Pharma, Sinopharma and China Resource Pharma or the big three. They have nationwide warehouses and networks that cover hospitals at all levels in addition to deep pockets to withstand large account receivables and long recovery cycles.

The downstream industry where services are provided and that includes hospitals, community health clinics and pharmacies. Unlike us in the U.S., most Chinese go to hospitals to see doctors and most of the drugs are dispensed through hospitals. Public hospitals tend to attract the best doctors in the country, lured by



academic resources and connections. A new pocket of growth in China's healthcare sector is private hospitals such as AIER Hospitals (Top Ten KURE holding weighing 2.72%<sup>5</sup>) which tend to have higher quality care especially for complex medical needs and deeper pockets.

Tying it all together at the bottom are the payers, and that is the Chinese government for the most part. There are three major public insurance companies that cover more than 98%<sup>8</sup> of Chinese. Through these insurance companies, the government can dictate which drug makes it on the reimbursement list and at what price through multiple transparent mechanisms. Public insurance covers basic needs and patients face significant wait time. Private insurance is an emerging industry for those who are willing to pay more. They cover more complex care needs and can provide patients with better arrangements.

## Top 10 KURE Holdings: Quarterly Earnings Update<sup>9</sup>

### Jiangsu Hengrui Med (9.21% of KURE Net Assets)

Hengrui is a leading pharma company in China. It is the most innovative focusing on developing, manufacturing and marketing pharmaceutical products mainly in the fields of oncology, surgical drugs, and contrasting agents among others. Over the past decade, Hengrui has been able to generate strong and stable growth as they successfully continue to transition from generic-focused to innovative drugs.

- Revenue growth 34%<sup>1</sup> in line with consensus
- Earnings growth 31%<sup>1</sup> in line with consensus
- Gross profit margin 87.1%<sup>1</sup> beat consensus
- R&D expense of RMB3.9bn<sup>1</sup> 44.5%<sup>1</sup> yoy growth
- Oncology sales up 43%<sup>1</sup>, anesthesia up 18.4%<sup>1</sup> and contrasting agent up 39%<sup>1</sup>

Hengrui finished 2019 strong with good progress in its pipeline. Hengrui has been executing on the vision of innovation and globalization to diversify and mitigate the pricing risk from its generic drug business due to China's national rollout of centralized procurement. COVID-19's impact manageable but may cause a 2-3 months' delay in patient enrollment in certain clinical trials.



## Shenzhen Mindray (6.11% of KURE Net Assets)

Mindray is one of the largest medical device manufacturers in China.

The company's products include patient monitoring & life support (PMLS) including ventilators (38% of total sales), In Vitro Diagnostic or IVD (35% of total sales), and medical imaging (24% of total sales).

- Revenue growth 20%<sup>1</sup> in line with expectations
- Earnings growth 30%<sup>1</sup> in line with expectations
- 20%<sup>2</sup> profit growth expected in 2020
- PMLS and IVD expected to maintain → 20%<sup>2</sup> growth while Medical Imaging 10-15%<sup>2</sup>

Mindray reported Q1 2020 earnings during the writing of this report.

They reported that patient monitor grew 80%<sup>7</sup> with ventilator growth of 3x<sup>7</sup> yoy and infusion pumps 1.5x<sup>7</sup> all due to COVID-19 treatment.

The company delivered over 80K<sup>7</sup> units domestically and 40k<sup>7</sup> plus units globally. The rest of the business slowed as patients delayed

non-essential treatments such as In Vitro. Mindray is expecting strong sales momentum in PMLS including ventilators to continue in Q2 as the company's capacity is fully booked for April and May.

Mindray is working to expand its capacity to meet domestic demand as China goes back to normal, and global demand as COVID-19 continues to spread.

## WuXi Biologics (5.45% of KURE Net Assets)

The top Contract Discovery Research Marketing Organization (CDRMO) in China and 4th globally. WuXi helps pharmaceutical companies cut cost by offering outsourcing services in the fields of discovery, research, development and marketing of drugs. It is a one-stop service provider offering end-to-end solutions in biologics discovery. They have one of largest team of scientists, in addition to a global presence in Europe and the U.S. We believe the company is well positioned to reap the benefits of increasing demand for biological drugs in China.

- Revenue grew 57%<sup>7</sup> in 2019 to RMB3.9bn beating consensus
- Net profits grew 60.3%<sup>7</sup> to RMB1.25bn<sup>7</sup> beating consensus
- Milestone payments grew 83.7%<sup>7</sup> in 2019
- Number of projects increased from 597 to 2507 in 2019
- Growth profit margin improved by 1.5%<sup>7</sup> from 2018

Wuxi's business grew rapidly in 2019 benefiting from the increasing R&D spending in China and reflecting strong execution on the company's "Follow the Molecule" strategy. WuXi reported it has achieved a level of capacity that allows it to start any project in 4 weeks or less. Currently, WuXi has partnered up with Vir Biotechnology and Biogen to develop a potential vaccine for COVID-19.



Another win for WuXi in 2019 has been the surge in Milestone payments, with an 83.7%<sup>7</sup> increase showing that the Group's advanced technology-enabling platforms have been readily adopted throughout the industry.

### **CSPC Pharmaceutical Group (5.04% of KURE Net Assets)**

A high-quality innovative pharma player in China. CSPC has three major business segments including innovative drugs, common generic drugs and bulk drugs. The Group focuses on the developing, manufacturing and marketing of medicines and pharmaceutical related products. CSPC Pharma has a robust generic drug line up and a strong pipeline of innovative drugs. CSPC is in the process of transitioning to innovative drugs.

- Revenue growth 25%<sup>1</sup> in line with expectations
- Earnings growth 21%<sup>1</sup> in line with expectations
- 20% revenue growth expected in 2020 and 15%<sup>2</sup> profit growth
- Gross profit margin improved by 5.7%<sup>1</sup> in 2019 due to product mix improvement

CSPC had another 25% top line growth year in 2019 driven by strong sales of its key products of generic and innovative drugs. In 2019, ten products were granted drug registration approval in China, sixteen products granted clinical trial approval and seventeen products

passed the consistency evaluation of generic drugs. CSPC is expected to maintain 20-25%<sup>2</sup> for the next couple of years. However, in order to unleash the next phase of growth, CSPC must make progress in its innovative drugs pipeline.

### **Sino Biopharmaceutical (4.75% of KURE Net Assets)**

China's third largest pharma company and industry leader for liver disease drugs. Sino Bio researches, develops, produces, and sells biopharmaceutical products in therapeutic categories with promising potentials, across a variety of biopharmaceutical and chemical medicines. The firm's newly launched innovative drugs, especially in oncology, are promising and expected to drive future growth.

- Revenue growth 16%<sup>1</sup> well below expectations
- Earnings growth 10%<sup>1</sup> well below expectations
- Gross profit margin improved in 2019 from 79%<sup>1</sup> to 79.7%<sup>1</sup>
- Net profit margin came at 12.9%<sup>1</sup> below estimates

Sino Biopharma had a tough 2019 due to continued generic price pressure from the centralized procurement (CP) and 4+7 pilot reform programs implemented by the government with the goal of improving quality, accessibility and affordability of drugs. The company's liver franchise was most impacted by the new measures.



The company continues to transition to innovation driven drugs with expected label expansions for newly launched oncology drugs and new launches in 2020.

### **WuXi AppTec (3.04% of KURE Net Assets)**

A comprehensive end-to-end innovative drug R&D services provider to biotechnology and pharmaceutical companies globally. WuXi AppTec assists global drug companies with discovery, research, development and marketing. The company employs more than 15,000<sup>7</sup> scientists and has operations in China, the U.S. and Germany.

- Revenue growth 33.9%<sup>7</sup> in line with expectations
- Earnings growth 38.2%<sup>7</sup> in line with expectations
- China business grew 26%<sup>7</sup> and CRO/CDMO business grew 39% in 2019
- Net profit margin decreased from 24.3%<sup>7</sup> to 14.8%<sup>7</sup> impacted by cost of capacity expansion
- Gross profit margin declined by 0.4%<sup>7</sup> to 38.9%<sup>7</sup> in 2019

WuXi had a strong 2019. The company has been growing at 27%<sup>7</sup> CAGR over the past five years and management is confident they can maintain similar growth for the next few years. The company saw a limited impact from COVID-19 as most of its business in China resumed operations on February 11th. Only its Wuhan operations remained closed till March 11th.

## Aier Eye Hospital Group (2.72% of KURE Net Assets)

Aier Eye Hospital Group is China's leading hospital network in eye care. Aier manages more than 200 specialized eye hospitals covering 30 provinces, and more than 70% of insured population all over the country. The hospital has over 4 million outpatient visits annually. It provides the full range of eye-care services, including refractive and cataract surgery, anterior and posterior segments, and optometry and other services.

- Revenue growth 24.7%<sup>1</sup> in 2019 in line with expectations
- Earnings growth 19.75%<sup>1</sup> in 2019 in line with expectations
- Sales from refractive surgery grew 25.6%<sup>7</sup>, cataract surgery 14%<sup>7</sup> and optometry services 30.7%<sup>7</sup>
- Improved growth profit margin of 49.3%<sup>7</sup> in 2019 from 47.01%<sup>7</sup> in 2018

In 2019, AIER continued to build its network of hospitals enabling it to deepen service offerings in lower tier cities. The hospital also expanded internationally by acquiring ISEC Healthcare in Singapore, the largest ophthalmology clinics group in Southeast Asia. Aier also signed an agreement with Wuhan University regarding the establishment of "Aier Eye Hospital Affiliated to Wuhan University". A strong academic network is key to attracting the best doctors. COVID-19 is expected to be a drag on Aier hospital as some non-essential surgeries are being postponed.





## Yunnan Baiyao Group (2.51% of KURE Net Assets)

One of China's oldest pharmaceutical companies focused on Chinese Traditional Medicine. Yunnan Baiyao which means "Yunnan's white drug" is a reference to the company's main product Baiyao, which is a white powder made primarily of ginseng and used to stop bleeding. The company have since expanded to a broad range of pharmaceutical products including pills, toothpaste and Shampoo.

- Revenue growth 9.80%<sup>1</sup> in 2019 beating expectations
- Earnings growth 19.75%<sup>1</sup> in 2019 beating expectations

Yunnan delivered better than expected growth on the top and bottom line in 2019. The company is actively building a biomedical platform by investing in antibodies drugs, industrial marijuana and CBD-related businesses.

## Changchun High & New Tech (2.07% of KURE Net Assets)

Changchun High & New Technology Industry Group manufactures biopharmaceuticals and Chinese traditional medicines, constructs infrastructure facilities, manufactures electrolytic condensers, and develops and manages real estate through its subsidiaries.

- Net profit grew 73.48%<sup>1</sup> beating expectations<sup>1</sup>
- Revenue grew 37.19%<sup>1</sup> to \$7.29B<sup>1</sup> in 2019 slightly beating expectations

## Innovent Biologics (2.10% of KURE Net Assets)

Innovent Biologics is a leading integrated biotechnology company in China. The company is a fully integrated platform with ability to be self-reliant in research, development, manufacturing, and commercialization of innovative drugs. The company has strategic partnerships with global companies such as Eli Lilly and Incyte. Innovent recently launched its first oncology drug in China in collaboration with Eli Lilly. The company operates as a start-up.

- First year with significant revenue of RMB 1.05bn<sup>1</sup> beating expectations by 20%<sup>1</sup>
- EPS loss of RMB1.32<sup>1</sup> per share less than expected
- Gross profit margin of 88%<sup>1</sup> better than expected
- Raised another \$300M<sup>1</sup> in February of 2020 bringing cash up to \$970M<sup>1</sup>

First year for Innovent Biologics with significant revenue driven by the sale of Tyvyt, a drug that was approved in December of 2018 and added to the National Reimbursement Drug List (NRDL) in 2019. Innovent currently covers 1500<sup>7</sup> hospitals, 300<sup>7</sup> cities and 500<sup>7</sup> pharmacies. Innovent is expected to continue to drive Tyvyt sales in China in 2020. In addition, the company currently has 22<sup>7</sup> assets in various development stages in oncology, cardiovascular, autoimmune diseases, and others.



## Potential Risks

**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](http://www.kraneshares.com). Read the prospectus carefully before investing.**

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.

Narrowly focused investments typically exhibit higher volatility. Internet companies are subject to rapid changes in technology, worldwide competition, rapid obsolescence of products and services, loss of patent protections, evolving industry standards and frequent new product productions. Such changes may have an adverse impact on performance. Technology companies may be subject to severe competition and rapid obsolescence. The KraneShares MSCI All China Health Care Index ETF is non-diversified.



The ability of the KraneShares MSCI All China Health Care Index ETF to achieve its respective investment objectives is dependent, in part, on the continuous availability of A Shares and the ability to obtain, if necessary, additional A Shares quota. If the Fund is unable to obtain sufficient exposure to limited availability of A Share quota, the Fund could seek exposure to the component securities of the Underlying Index by investment in other types of securities. The fund may invest in derivatives, which are often more volatile than other investments and may magnify the Fund's gains or losses.

The KraneShares MSCI All China Health Care Index ETF invests primarily in the health care industry. The profitability of companies in the healthcare sector may be affected by government regulations and government healthcare programs, government reimbursement for medical expenses, increases or decreases in the cost of medical products and services, limited product lines, increased emphasis on the delivery of healthcare through outpatient services and product liability claims.

Many healthcare companies are heavily dependent on patent protection, which may be time consuming and costly, and the expiration of a company's patent may adversely affect that company's profitability. Healthcare companies are subject to



competitive forces that may result in pricing pressure, including price discounting, and may be thinly capitalized and susceptible to product obsolescence. Many new products in the healthcare sector require significant research and development and may be subject to regulatory approvals, which may be time consuming and costly and with no guarantee that the product will come to market.

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 Krane Shares ETFs are distributed by SEI Investments Distribution Company (SIDCO), which is not affiliated with Krane Funds Advisors, LLC, the Investment Adviser for the Fund, or China International Capital Corporation (CICC).

## Citations:

1. Bloomberg. Fiscal year 2019 earnings reports. Retrieved on April 13th, 2020.
2. JP Morgan. March of 2020
3. Frost and Sullivan. March of 2020
4. MSCI. March 31st 2020
5. SEI as of March 31st 2020
6. Hong, Jinshan, LYU Dong (March 25th, 2020). "World ventilator demand is now 10 times what's available, says China's top medical device maker". Fortune Magazine and Bloomberg.
7. Company data. Fiscal Year 2019 Earnings Presentation. Retrieved on April 13th, 2020.
8. CLSA. November of 2019. Retrieved on April 13th, 2020.
9. Data as of 3/31/2020, excluding companies who haven't released earnings.

## Definitions:

**The MSCI China Index** captures large and mid cap representation across China A shares, H shares, B shares, Red chips, P chips and foreign listings (e.g. ADRs).

**The MSCI Emerging Markets ("MSCI EM")** Index captures large and mid cap representation across 26 Emerging Markets (EM) countries.

## ABOUT KRANESHARES



**KraneShares**<sup>™</sup>

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).

## ABOUT CICC



In 2017, China International Capital Corporation (CICC) formed a strategic partnership with Krane Funds Advisors, LLC taking a majority ownership stake in the firm. CICC is a leading, publicly traded, Chinese financial services company with expertise in research, asset management, investment banking, private equity and wealth management. Founded as the first Sino-US joint venture investment bank in 1995 with Morgan Stanley and China Construction Bank as the largest initial shareholders. Today CICC is majority owned by China Investment Corporation (CIC), the second largest sovereign wealth fund with over \$900 billion AUM. In 2018, The CICC Research Team ranked #1 in Institutional Investor's All-China Research Category for the seventh year in a row. CICC has over 200 branches across Mainland China, with offices in Hong Kong, Singapore, New York, San Francisco, and London.



[info@kraneshares.com](mailto:info@kraneshares.com)



+1 (212) 933 0393