



## KraneShares partners with InspereX for ETF distribution in the US

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***InspereX, the tech-driven fixed income and structured products distribution and trading firm founded by Tom Ricketts, has announced the firm has been selected by Krane Funds Advisors as a strategic distribution partner for KraneShares ETFs.***

InspereX will lead distribution efforts for KraneShares ETFs in the independent broker-dealer and bank channels. The firm writes that these ETFs offer financial advisers a unique opportunity to diversify their portfolios with innovative, flexible, and transparent solutions that help them meet the evolving needs of their clients. The ETFs span categories such as risk mitigation, thematic growth, and income generation.

Speaking to the partnership, Deryk Rhodes, Head of Wealth Management Solutions at InspereX, says: “We’re excited to join forces with KraneShares, an ETF industry leader widely known for their innovative investment solutions and expertise in China, climate, and alternatives. Their product strategy aligns with our focus on delivering tailored investment solutions, including strategies for investors looking to mitigate risks while participating in potential market opportunities. The combination of KraneShares’ pioneering product suite and InspereX’s robust distribution capabilities will help create greater awareness and adoption of these funds among financial advisers.”

Kevin Orr, Managing Director, Head of Strategic Partnerships for KraneShares, says: “We’re delighted to announce this new distribution initiative with InspereX. Their deep, nationwide network, coupled with their vast understanding of diversified investment solutions – including those with downside protection – make them an ideal partner. We look forward to working closely with the InspereX team to help advisers achieve client objectives.”

InspereX writes that it is coming off a banner year in 2024 that saw the firm achieve record results across its fixed income and structured investment offerings. Adding KraneShares expands the InspereX product lineup.

“InspereX has a long track record of success in offering risk-managed solutions that help investors capture market opportunities,” says Scott Mitchell, Chief Executive Officer at InspereX. “In today’s markets, we’re seeing increased demand for investments that help advisers customise client portfolios. Whether it’s downside protection, access to individual bonds, and now a suite of diverse ETFs – it’s a pleasure to be able to offer our clients new solutions that deliver more of what they are looking for,” Mitchell says.

Jonathan Shelon, Chief Operating Officer at KraneShares, says: “We are excited to partner with InspereX to expand the distribution of our ETF offerings. This collaboration allows us to leverage InspereX’s extensive network and expertise in the independent broker-dealer and bank channels. By combining our innovative ETF solutions with InspereX’s strong distribution capabilities, we aim to provide financial advisers with more diverse and effective tools to meet their clients’ evolving investment needs. This partnership aligns perfectly with our mission to deliver groundbreaking capital market opportunities to a wider range of investors.”