

Baillie Gifford™

Global Income Growth

Philosophy and Process



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Baillie Gifford™

Contents	Baillie Gifford	02
	Our competitive advantages	03
	Global Income Growth philosophy	04
	What makes us different	08
	Research and investment process	12
	How we view risk	16
	Stewardship and engagement	18
	Benefits of dividend investing	20
	Team biographies	22

Baillie Gifford

Baillie Gifford is one of the UK's largest private investment managers. The firm was founded in 1908 in Edinburgh where it continues to have its headquarters. The firm is a private partnership wholly owned by the current partners who all work within the business. The partnership structure affords the company significant stability and independence which means we focus on the best interests of our clients. Our sole business is investment management with more than half of funds under management in global or international equity portfolios.

Our sole business
is investment
management

Our competitive advantages

People

Our people are fundamental to our success, and our partnership structure brings sustainable advantages in the recruitment and retention of staff.

Baillie Gifford's partnership structure has provided the foundation for an enviable record of corporate stability. It is also a significant factor in our success in attracting and retaining the very best investment talent. Our selection policy is based on intelligence rather than allegedly relevant specialisation, leading to recruitment of individuals from a wide range of academic disciplines. By training our analysts and investment managers in-house we manage to combine a common culture with an atmosphere that encourages vigorous debate. The firm's values and beliefs are clearly communicated and, coupled with low staff turnover and long service, the firm has been able to retain a team spirit whilst growing steadily in recent years.

Investment research information

We believe that whilst access to information is important to an investment manager, how we use that information is more so.

We recognise that all investment institutions have access to the same information and that it is our analysis of this information which adds value for our clients. In addition, we gain insights into business models and the competitive advantages of companies by attending around 1,600 company meetings each year. Company meetings are key to our idea generation, research and stock selection process as they help us understand a company in greater depth. We are cognisant of the pitfalls of confirmation bias and market noise. Rather than being guided by the mood of the market, we think independently and make more informed stock picking decisions with the aim of benefiting our clients in the long run.

Location

Having the majority of our decision makers in Edinburgh enables us to share views and ideas easily and efficiently. In addition to this, our common approach to research across departments helps provide an outstanding framework to allow us to select stocks effectively on a global basis.

Global Income Growth philosophy

Objectives

We aim to deliver two outcomes to our clients over the long term:

- **A dependable income stream**
- **Real growth in income and capital**

Philosophy

We believe the best way of meeting these objectives is to invest in companies which can deliver both of these outcomes. Such companies can pay dependable dividends across the cycle and also hold out the prospect of real growth in profits, which can in turn lead to growth in dividends and capital over the long term. In other words, such companies offer the prospect of sustainable and dependable growth.

Companies which can do both of these things are not easy to find, but they are highly attractive to a client who needs both income today, and is also seeking long-term growth in income and capital.

We believe the typical company we are looking for is cash-generative, its cash flow is resilient through cycles, and its growth is capital-light. This is how a company can both grow and pay a dependable dividend. We also believe that by focussing on long-term growth and income, rather than short-term yield, we will deliver more income to clients over time.

We believe that our approach benefits greatly from a global universe. Firstly to diversify the income stream, which helps ensure its resilience; and secondly because these companies are uncommon. We think we need 50-80 for diversification; the global universe of dividend-paying companies is about 5,000.

We believe it is only possible to deliver these outcomes through active management. The income stream paid by the global equity index is highly volatile – it is not a natural source of dependable income. We do not believe it is possible to screen for dependable dividends; nor is it possible to screen for growth. Bottom-up stock picking is necessary.

These beliefs lead us to a very different portfolio from many equity income strategies.

We believe that our approach benefits greatly from a global universe

Expected outcomes

We have two broad objectives. We aim to deliver for clients:

- **A dependable income stream**

Our strategy's starting yield is around 2%. It has typically been 20%–40% higher than the global equity market. This percentage yield will of course fluctuate with the level of equity market valuations over time. However, we aim to ensure that the absolute level of the portfolio's income stream, in sterling, is stable or grows every year.

- **Real growth in income and capital**

We think that over the long run our strategy can deliver 3% p.a. real growth in capital and income. This should meaningfully outpace inflation.

Judging success

We expect our clients will judge our income performance based on whether we have delivered a dependable income stream, that grows faster than inflation over rolling five-year periods.

Real capital growth is harder to measure, given equity market valuations can shape the outcome over even quite long time periods. We believe the best guide to the portfolio's long-term real capital growth prospects is the real earnings growth of the businesses we invest in, as over the long run this will drive their capital growth.

We understand that clients may wish to compare our total returns (net of fees) to a peer group which is also trying to deliver income and growth, or to a broader equity benchmark. Whilst we provide this information, it will not influence how we manage the strategy.

There is no guarantee that stated aims will be met.

Benefits of our approach

We believe that delivering on our two objectives offers clients solutions to several challenges they may face:

Achieve a sustainable real income

Many investors own income-generating assets which will not hold their value in real terms over time. For instance, most bonds will deliver an income stream that is flat in nominal terms over time plus inflation will erode both the value of the income stream and the capital value. This presents a challenge. Over time, the only way an investor can make the income stream keep up with inflation is to steadily increase the yield of the portfolio, investing in ever riskier assets just to stand still. The real growth in income and capital that our approach aims to deliver should help solve this problem for our clients. Our real growth should offset the assets which are shrinking in real terms and help maintain the real purchasing power of our clients' investments.

Avoid forced sales of capital

Historically, the income stream of the broader equity market has been volatile. This poses a challenge for an investor who has spending requirements to fund – the times when they need to sell capital to meet their spending needs is when capital values are most depressed. We aim to solve this by ensuring that we offer a dependable income stream that is much less volatile than the market during periods of stress. We think this should help our clients avoid selling capital when times are tough.

Obtain attractive real returns

Some investors face an increasing need for income, but they still require strong real returns from their investments. We believe that our combination of an attractive starting dividend yield, and real growth in income and capital should deliver very attractive real returns to a long-term investor. Therefore, if we deliver around a 3% income stream and 3% real growth over time, we would expect our real returns to compare favourably to equity markets, and other investment approaches.

Make assets work harder

The yield on the global equity market is too low to meet many investors' spending requirements. We expect our approach to deliver 20%–40% more income than the market over a five-year period. This will come from a higher starting yield than is available on global equities, and the real growth and resilience that we aim to deliver. Our approach can therefore help investors who require income to remain invested in equities.



What makes us different?

Growth mindset

Baillie Gifford has a long and very successful history of growth investing, with fantastic depth of research on a wide range of growth companies. This research comes both from regional teams with deep expertise on, for instance, Japanese companies, or global teams seeking different types of growth. All of this research is shared across the firm on our proprietary online library. Many of the companies the firm researches have a strong commitment to dividends.

This provides a healthy flow of ideas to the Global Income Growth Team and allows us to be highly selective about which companies make it into client portfolios. It also provides a source of robust challenge. The team are regularly joined in stock discussions by colleagues from other teams.

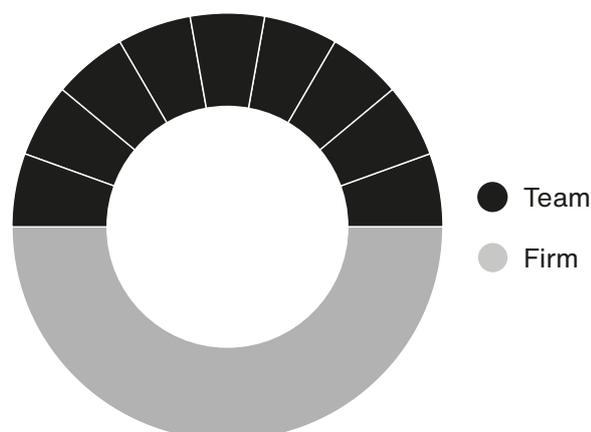
We believe that being embedded within a firm of growth investors Team is particularly helpful when investing for income. In our view, income investors should think at least as much about the growth potential of a business as they do about its income potential.

This is for three reasons. Firstly, in our experience, a business which is growing healthily will prove to be a much more resilient dividend payer than one which is shrinking. Secondly, it is growth in cash flows that will allow a company to pay a growing stream of dividends – and the compounding effect of dividend growth can make a huge difference to how much income a long-term investor receives.

We believe growth companies give an investor more income over the long run. Finally, if a business is growing in a sustainable way, then an investor is more likely to see the capital value of their investment grow over time. Businesses which generate high levels of income today but which can't keep up with inflation will see their capital value fall over time, reducing an investor's purchasing power.

Stock ideas are drawn from a deep pool of firm-wide research

Idea generation



Long-term perspective

As an independent, private partnership since its foundation in 1908, Baillie Gifford brings stability and a long-term time horizon to everything we do. The fact that the firm is wholly owned by working partners is a great help in allowing us to focus only on our clients' needs, rather than be driven by the requirements of external shareholders.

This extends to every aspect of our approach to income growth investing. Before purchasing a portfolio holding, our research process considers whether it is attractive enough that we would still want to own it in 5–10 years' time. We are happy to take a long time to get to know a business before we make an investment decision. This makes sense to us, because once we own a business we can benefit from the power of compounding; our portfolio turnover is typically only 15%–20% in any year, consistent with our 5+ year time horizon.

We target long-term income, not short-term yield. We avoid the temptation to invest in today's high-yielding 'value traps' and believe that their instant income gratification can only be achieved at the expense of long-term growth. We believe our approach will result in more income being delivered to clients over the long term.

We take the responsibilities of ownership seriously. We try hard to help companies get the balance between dividends and reinvestment right, and to help them ignore the short-term pressures of the stock market.

**Our long-term approach
is reflected in low
portfolio turnover.**

Genuinely global

Having a global universe is helpful, for two reasons. Firstly, the companies we are looking for have the rare combination of a growth opportunity, a cash generative business model that allows them to seize this while paying dividends, and resilience. Having the broadest possible opportunity set is a big help in finding these unusual companies. We have a universe of around 5,000 dividend-paying companies to choose from.

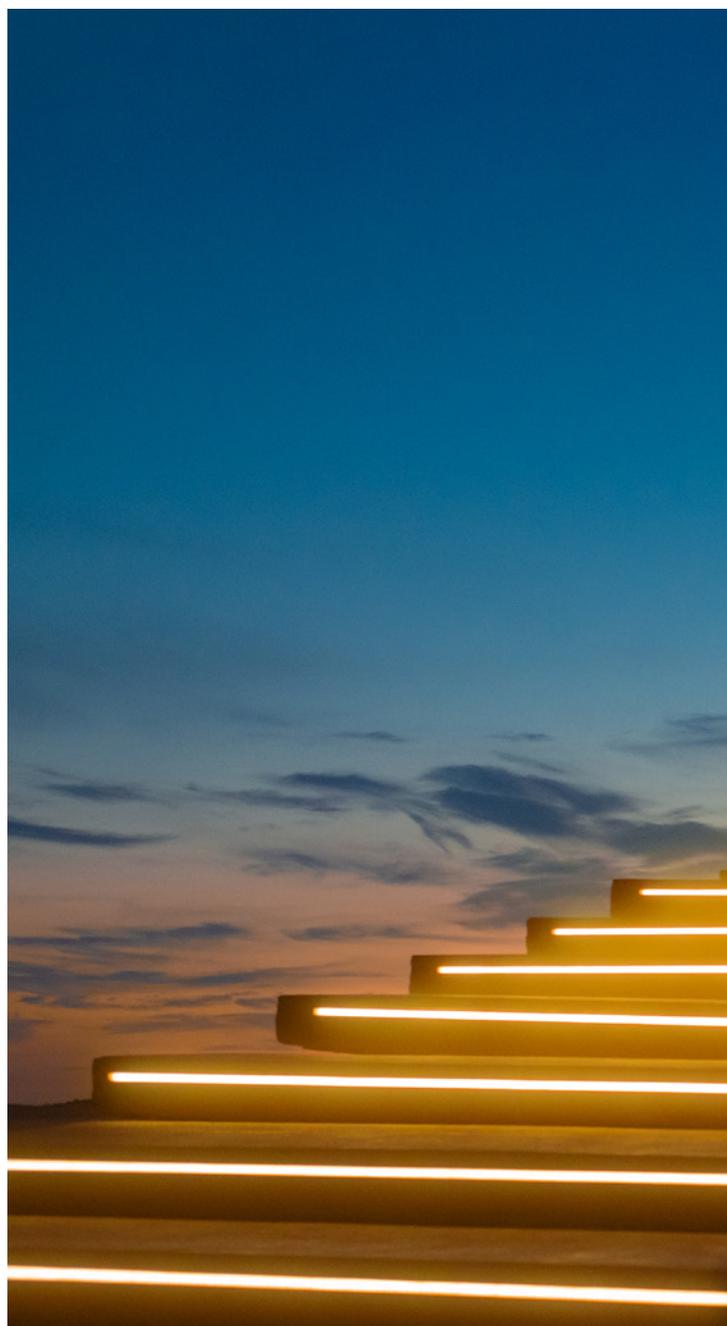
Secondly, it allows us to diversify the income stream much more effectively than if we were restricted to, for example, the narrower UK stock market. We can get access to income from a wider range of industries and different economies.

We believe that it is critical for us to take full advantage of these opportunities. We therefore draw on the expertise of Baillie Gifford's regional equity teams to help us understand a wide range of income-growth opportunities, including in Asia and other Emerging Markets. We travel widely to understand what motivates management teams.

We strongly believe in active investing and a bottom-up approach to portfolio construction. We are happy to have a very different asset allocation from equity indices, which offers our clients the benefit of real diversification of income and capital.

Our observation is that many equity income funds that say they are 'global' on the face of it do not seize this opportunity as fully as they could. This might be benchmark hugging. Our own active share is typically around 90%, indicating low portfolio overlap with the benchmark.

The Global Income Growth team have a global universe of around 5,000 dividend-paying companies.





Research and investment process

The Global Income Growth investment process is designed to use to the fullest effect the specialist income growth research produced by the Global Income Growth Team, whilst also harnessing the considerable research resource of Baillie Gifford, thereby translating our insights into a dependable and appropriately diversified portfolio.

Idea generation

The Global Income Growth Team focuses its own research on companies that may meet the strategy's requirements. Sources of ideas can vary widely and can include company meetings, conferences, trade shows, industry publications and quantitative filters. All members of the team are analysts and spend the bulk of their time on stock research.

In addition, the team draws on the experience of all of the firm's regional and strategy-specific teams, filtering their research output for ideas which might be suitable for the Global Income Growth strategy. This is effective, as many of the firm's teams share a focus on identifying cash-generative businesses with a long-term growth opportunity.

The team is assisted in harnessing the firm's research both by the availability of a firm-wide online 'Research Library', which provides easy access to all company and sector research and by our culture of open internal communication.

Research

The qualitative examination of companies is critical to the process. We have an extensive program of company meetings and as a firm we aim to meet with all our major holdings at least once a year. We strongly believe that routine market 'information' is predominately noise and is over-analysed. Our research effort therefore de-emphasises the easily available and seeks out different sources of information.

To ensure consistency and repeatability the Global Income Growth Team uses a nine question research framework for all stocks under consideration.

There is particular emphasis on understanding the drivers of cash flow growth and dividend dependability (questions 7–8), with a separate 'Dependability checklist' completed for every stock under consideration. The checklist considers a range of parameters which we believe will have a strong bearing on dividend dependability. These range from objective measures such as operating margins and payout ratios, to more subjective considerations such as Board attitudes towards defending dividends, particularly when business conditions are challenging.

Governance oversight

The investment team's research is complemented with the input of our dedicated ESG analyst. This input is at both the stock level, and across the portfolio as a whole. At the stock level, before any new investment decision is made, our ESG analyst undertakes a forward- looking sustainability assessment ("Impact, Ambition and Trust" framework, or "IAT" analysis). The purpose of that assessment is to judge: the Impact, positive or negative, of a company's products and operations on society. Its Ambition to either further or address that impact. The level of Trust we should have in the management team and the board.

The ESG research is discussed with the investment team ahead of a purchase of any new stock for the portfolio. This ensures that any potential challenges are thoroughly understood and engagement priorities agreed upon. That different perspective frequently helps identify areas for further research.

Debate

Weekly stock discussion

Whether an idea originates within the team or from elsewhere, where appropriate we invite 'guests' from other investment teams to our weekly stock discussion. Taking the valuable output from the nine question research framework the discussion then examines four critical factors:

- **Growth potential** – Will the company deliver sustainable real cash flow growth?
- **Income** – What will the stock contribute to the portfolio's income over five years?
- **Dependability** – How willing and able is the company to maintain its dividend, particularly in times of stress?
- **Total return** – Does the stock offer the potential for compelling total returns?

Decision

Stock selection and portfolio construction

We impose no minimum yield constraint in our stock selection. We invest in below-market yield companies when justified by the expected pace of cash flow and earnings growth. However, our portfolio typically has a yield 20%–40% above the market.

The investment managers have clear responsibility for portfolio construction and performance. All buy and sell decisions are taken through a majority vote by the three investment managers and position sizes at initiation are typically between 1% and 3%.

Sizing, whether at outset or thereafter, reflects each stock's attractiveness against our four critical factors and overall considerations at the portfolio level such as conviction, and diversification of income and capital.

We typically take such decisions at our weekly portfolio review meeting, which is deliberately separate from the team's weekly stock discussion meeting in order to allow for a period of reflection.

Ownership/engagement

We have a clear summary of the investment case for every stock we own, which the entire team can access.

The focus of our ongoing stock monitoring is on fundamental developments in the investment case for each stock we own. Notable events are discussed weekly, and stock reviews may be triggered if an event has the potential to undermine our investment case. However, in our view, most short-term 'news' tend to be noise.

Once we own a business we put significant ongoing effort into engaging with management teams and boards on their capital allocation priorities, including dividends.

As part of the monitoring process our in-house Investment Risk, Analytics & Research Team conducts a quarterly review of Global Income Growth portfolios and carries out ad hoc research on areas of interest identified by the Global Income Growth Team.

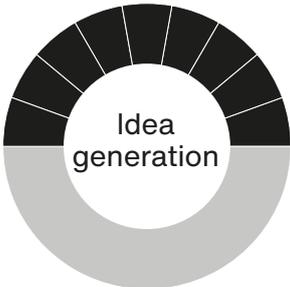
Sell discipline

Our process is oriented around owning stocks for as long as possible, including through inevitable periods of share price weakness. However, if a stock no longer meets our criteria for ownership, we will sell.

Developments which might give rise to a sale include:

- An adverse change in the fundamentals of the business, which undermines our investment case;
- A loss of confidence in the management (for example, in relation to capital allocation);
- An adverse change in dividend policy; and
- A material change in valuation which leads us to conclude that future capital growth prospects are lacklustre.

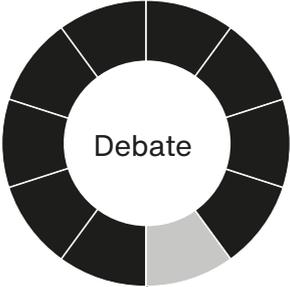
- Team
- Firm



5,000 stock global universe
Ideas emerge from a wide range of areas
9Q research framework

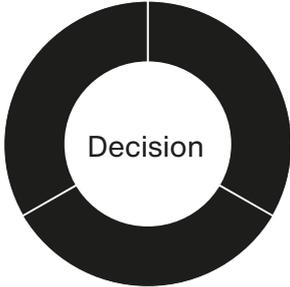
- Dividend dependability checklist
- Management scorecard

IAT Analysis



Friday stock discussion focused on four factors:

- 01 Growth** in long-term cash flow
- 02 Income** level and growth
- 03 Dependability** of dividends
- 04 Total Return** potential



Monday portfolio review

Stock selection

- Collaborative decision-making

Portfolio construction

- Conviction
- Diversification of income and capital

Ownership/
engagement

Nine question research framework

01

Summarise the company's business model. How sustainable is this model in the long-term?

02

How large is the company's long-term growth opportunity? What rate of earnings growth should we expect over the next ten years?

03

What do the positive and negative tail outcomes look like?

04

Who are the principal competitors? Are they likely to get stronger or weaker from here?

05

Why does the company deserve to earn attractive returns? Are these likely to rise or fall over time?

06

How highly should we rate the management and board?

07

To what extent will growth in earnings flow through to cash flow and dividends?

08

Explain how dependable these dividends are likely to be over time?

09

Are the shares under-valued and if so what do we suspect the market is mis-pricing?



How we view risk

We aim to ensure that we are thoroughly aware of the level of risk that we are taking and its possible implications. We consider risk from several perspectives.

Fundamental risk

The key risk arising from our philosophy is incorrect analysis of company fundamentals, which may lead to bad investment decisions. We aim to avoid this by debating all new buy ideas at regular stock discussions where investment cases are rigorously challenged by the investment team. We believe that having clear investment cases is very helpful.

We continuously re-examine the fundamental performance of the companies in which we invest and the expectations upon which our investment decisions are based.

Income risk

We mitigate the risk of individual company dividends falling by basing our stock selection on fundamental analysis, which we believe is also the key to achieving sustainable income growth. We assess the dependability of each company's dividend policy, using our 'Dependability Checklist', and consider issues such as the cash coverage of the dividend, the level of cyclicalities in the company's business, management attitudes, balance sheet strength and our expectations for the profile of future cash flows.

Our attitude to risk is pragmatic

To further mitigate the income risk of any one stock, we cap every stock's contribution to overall portfolio income at 5%. When deliberating a stock's position size, we consider whether risks to the dividend are correlated with those of other holdings' dividends, and we regularly invite challenge on any income concentrations in the portfolio, from within the team and from our Investment Risk, Analytics & Research Department.

At the portfolio level, a principal risk to the level of income generated is a sudden and unanticipated re-alignment of certain global currencies. To partially protect against this risk, we invest in a portfolio which is broadly diversified and well balanced by currency. We believe that strong underlying dividend growth is one of the best defences we can have against currency gyrations. We do not hedge anticipated income receipts.

When considering income generation, we focus on the portfolio yield and its composition as well as the yield on individual stocks. The forecast yield on the portfolio is monitored regularly.

Portfolio risk

Our portfolios are constructed from the bottom up, by holding the stocks we wish to own in a size which reflects their fundamental attractions. A potential risk of such an approach is excessive concentration of income and capital. We do not consider tight, benchmark-relative rules to be helpful in reducing this risk. Instead, we have prudent guidelines (which are listed below) to ensure appropriate portfolio diversification.

Portfolio risk and adherence to the portfolio guidelines are monitored by a dedicated Investment Risk, Analytics & Research Department which reports to Baillie Gifford's Investment Risk Committee. A broad range of tools and measures to analyse the risk within portfolios. As noted earlier, the Investment Risk, Analytics & Research Department conducts formal quarterly reviews of the Global Income Growth portfolios as well as bespoke pieces of research, which are discussed with the investment team. If the Investment Risk, Analytics & Research Department analysis identifies any extreme positions regarding, for example, style bias or macroeconomic risk, we ensure that they are understood and justified by our investment intentions.

Diversification parameters	Capital	Income
Stocks	Maximum 5% at time of purchase, Maximum 6%	Maximum 5% per stock
Industry limits	Maximum 20%, no minimum	
Number of industries	Minimum 10	
Number of countries	Minimum 10	

Stewardship and engagement

We are long-term income investors. We don't just think about this year's dividends, but about the dividends a business will be capable of paying in 10–20 years' time.

Sustainability

Our long-term focus requires us to think hard about the sustainability of the business models we choose to invest in. It forces us to be rigorous in making sure the management teams we back are behaving in a responsible way, that is consistent with our long-term ambitions for the business. This focus on sustainability is embedded in our stock selection framework and so is at the very heart of our research process.

We strongly believe that a focus on sustainability needs to consider both the good that companies can do, as well as the possible harms. Many of the businesses we invest in are growing because they are leading in industries that we think will change society for the better.

The Global Income Growth team benefits from an integrated and dedicated ESG Analyst, who undertakes an independent sustainability assessment of every potential new holding and monitors performance of the existing portfolio. Using a proprietary framework called 'Impact, Ambition and Trust', the analyst rates companies on:

- The **Impact**, positive or negative, of a company's products and operations on society.
- Its **Ambition** to either further or address that impact.
- The level of **Trust** we should have in the management team and the board.

We use this assessment to build an engagement plan for the coming year on the most pressing issues. We believe seeking improvement from within is often where we can add the greatest value. Therefore, our first priority is always to engage constructively with the companies in which we invest.

Capital allocation

Our long-term focus also means that the capital allocation choices that management teams and boards make are critical. Dividends are capital allocation decisions, and they are one among many that a management team and board have to make. As well as dividends, they will also be weighing up growth investments, acquisitions, investments in R&D, and buybacks. Therefore, a key part of our research is finding management teams who think about capital allocation in a thoughtful, long-term way, and have a clear sense of where dividends fit within the spectrum of opportunities.

We believe that dividends can often be a helpful, disciplining tool. The businesses we are seeking to invest in often have very cash-generative business models, and so one of the biggest challenges they face is effective deployment of capital. We think that a well thought through dividend policy can steer them away from, for example, poorly considered acquisitions.

However, there are also businesses where a commitment to an unsustainably high level of dividends may generate more income today, but at the cost of turning down valuable reinvestment opportunities. We put a lot of emphasis on constructive engagement with management teams, and our advice in these scenarios is always to prioritise the business's long-term needs. We believe that this will lead to better outcomes and higher dividends over the long run.

The emphasis we put on constructive engagement is a distinctive feature of our long-term approach, helped by our long-term time horizon.

We carefully consider stewardship and engagement at each stage of our investment process.

Research

Question 1

Summarise the company's business model. How sustainable is this model in the long-term?

Question 6

How highly should we rate the management and board?

Impact, Ambition and Trust

Challenge

Our dedicated ESG analyst provides views on the key ESG opportunities and challenges facing the portfolio holdings

The Global Income Growth Team formulates an annual engagement plan to research and address these key questions

Engagement

In our engagements we:

- Always prioritise a business's long-term needs over short-term considerations
- Focus our efforts on where we can have most impact
- Encourage each company to consider their broader impact on society
- Support their strengths and achievements

Benefits of dividend investing

We recognise that some clients may invest in the strategy not for the income it distributes, but as a diversifying source of attractive total returns. Below we summarise the benefits we believe dividend investors enjoy.

- The importance of a dividend commitment in enforcing capital discipline
- The value of long-term compounding in cash flow and dividend growth
- The benefits of owning businesses whose cash flow is resilient during downturns
- The significance of dividends in the long-run returns from equities

We provide further detail and explanation below on each of these points:

Capital discipline of a dividend commitment

Companies investing in projects with high returns on capital will create value for their shareholders. But management teams face many temptations with low returns: pet projects and over-priced acquisitions, to name two. Boards which commit to pay a regular dividend force management to think hard about the cash flow they have available, and focus on the strongest investments.

This capital discipline significantly improves the likelihood that shareholder value is created, not wasted. This is evidenced by the data below, which shows that consistent dividend payers deliver substantially higher returns on invested capital. We recognise this by focusing on companies which demonstrate a strong commitment to paying dividends.

Compound growth over long periods

As everyone from the economist and philosopher Adam Smith to renowned investor Charlie Munger has remarked, the impact of compounding on investment returns over long time periods is profound. But many of the incentives in the fund management industry revolve around time frames that are far too short to capture this effect. So while the average portfolio manager is fully aware of the power of compounding, there is little incentive for them to recognise it in the stocks they own. Our focus is different. We look at investment periods of at least five years, and our compensation is structured the same way. We expect the companies we invest in to outperform because their earnings and dividends are likely to compound higher for many years, allowing our clients to benefit.

Cash flow resilience in downturns

In a buoyant economy all companies appear to do well. But a marked differentiation occurs each time there is a downturn. Companies with resilient cash flows are able to continue investing for growth, whereas companies with volatile cash flows are often forced to cut back on their research and development or capital expenditure. Companies with volatile cash flows may even be forced to issue shares as is illustrated below, while resilient companies may be buying shares back. As the economy later rebounds, this differentiation becomes clear in cash flow and earnings growth. This is why we focus on companies that are likely to deliver resilient cash flow across cycles.

Dividends in equity total returns

The excellent total returns equities have delivered over time is widely recognised. Less well observed are the sources of those returns. As summarised below from the most reputable study of long-term data, the US experience has been that dividends have accounted for over 40% of equity total returns. The UK experience has been very similar. Our focus on companies that pay dividends recognises this vital contribution.

9.9% p.a. nominal total return from US equities since 1925, consisting of:

- 6.0% p.a. from capital growth
- 3.9% p.a. from dividends

Source: Barclays Equity-Gilt Study 2021

**\$2.0 trillion of equity
issued during Global
Financial Crisis
2007-2009**

Source: Dealogic, Bank of America Merrill Lynch.

Team biographies

The Global Income Growth Team consists of consists of three portfolio managers, supported by four analysts and an Investigative Researcher.



James Dow

James is head of Global Income Growth and co-manager of the Scottish American Investment Company, as well as a member of the Portfolio Construction Group for the Sustainable Income Strategy. He joined Baillie Gifford in 2004 and became a partner in the firm in 2023. Prior to this he was an investment manager in our US Equities Team. Before joining the firm, he spent three years at The Scotsman, where he was economics editor. James is a CFA Charterholder. He graduated MA (Hons) in Economics and Philosophy from the University of St Andrews in 2000 and MSc in Development Studies from the London School of Economics in 2001.



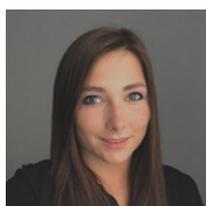
Toby Ross

Toby is an Investment Manager on the Sustainable Growth Team. He joined Baillie Gifford in 2006 and became a partner in the firm in 2023. Toby joined as an analyst on the UK equities team and went on to join the Global Income Growth Team as an Investment Manager in 2013, and in this role, he helped to develop the team's approach to responsible investment. He became the Joint Manager of The Scottish American Investment Company PLC (SAINTS) in 2017. In 2022, Toby assumed the leadership of the Sustainable Growth Team. He graduated MA in English Literature from the University of Cambridge in 2006 and is a CFA Charterholder.



Ross Mathison

Ross joined Baillie Gifford in 2019 as an investment manager in the Global Income Growth Team and became Deputy Manager of The Scottish American Investment Company PLC (SAINTS) in August 2023. Previously, he spent a year at Aviva Investors and prior to that nine years at Standard Life Investments as an investment manager, first in the European Equity Team and latterly in the Global Equity Team. Ross is a CFA Charterholder and graduated MA (Hons) in Business and Finance from Heriot-Watt University in 2008. He also sits on the board of directors at Aberlour, a Scottish children's charity.



Lucy Browne

Lucy is an Investment Analyst in the Global Income Growth team. She joined Baillie Gifford in 2020 and has previously worked in the International Growth team and Japanese Equities team. Prior to joining the firm, she trained as a corporate lawyer and qualified as a solicitor in 2019. She graduated LLB (Hons) in Law and PGDip in Professional Legal Practice from the University of Edinburgh in 2016 and 2017, respectively.



Joanna Abudar

Joanna is an Investment Analyst in the Global Income Growth Team. She joined Baillie Gifford in 2020, and prior to joining the team spent time working in our Emerging Markets Equity team. Joanna graduated MA from the University of Glasgow in Classics and English Literature in 2020.



Sujo Akoni

Sujo is an Investment Analyst in the Global Income Growth Team having joined Baillie Gifford in 2022. Previously, he worked on the Global Equity and Emerging Market teams at Stewart Investors. Sujo graduated MSc (Hons) in Computer Science from the University of Newcastle and MA (Hons) in Natural Sciences, Zoology from the University of Cambridge.



Kitsu Egerton

Kitsu is a second-year Investment Analyst who spent his first year on the Emerging Markets Equity Team and is now on the Global Income Growth team. Kitsu graduated BA (Hons) in Theology and Religion from the University of Oxford in 2020.



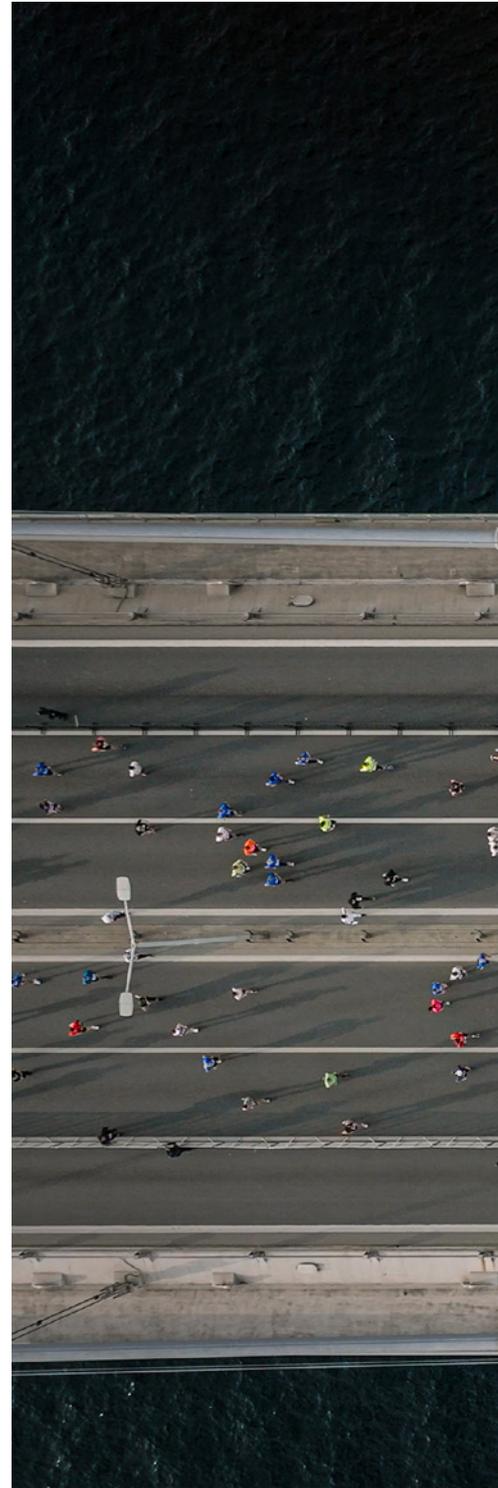
Ben Hart

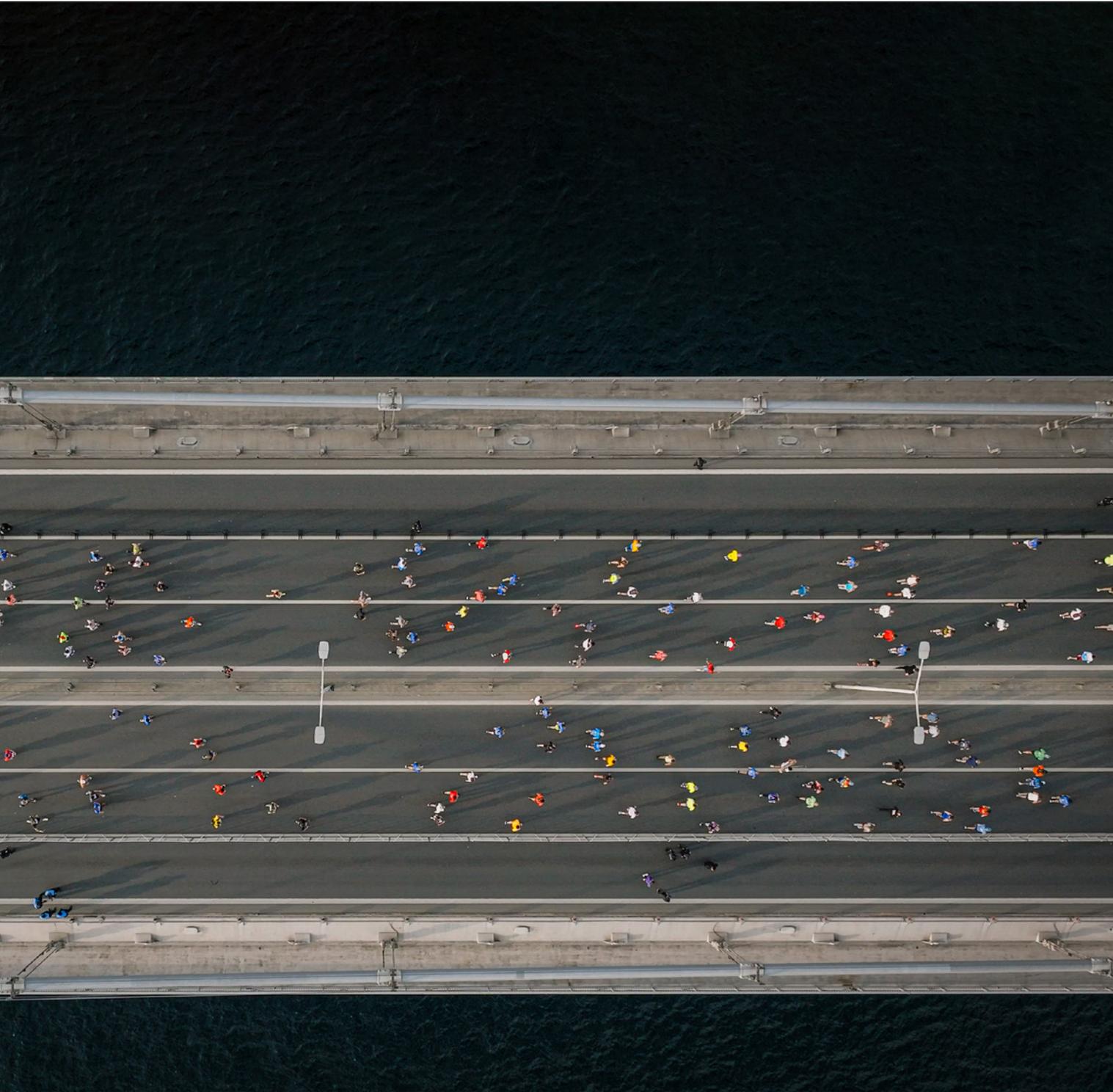
Ben joined Baillie Gifford in January 2022 and is an ESG analyst in the Global Income Growth Team. Prior to Baillie Gifford, he worked as a Research Associate at the World Resources Institute and as a Project Lead at the World Economic Forum; with both roles focusing on sustainable finance and how it relates to ocean governance and the sustainable blue economy. Prior to this, Ben worked for several years in sustainability consultancy and for an ESG-focused non-profit in London. He holds an MSc in Environmental Technology from Imperial College London and a BSc in Geography from the University of Nottingham.



Hatty Oliver

Hatty joined Baillie Gifford in 2015 and is a Researcher, specialising in global research on the Global Income Growth Team. She previously spent two years with London College of Fashion as a lecturer in cultural and historical studies and worked for the Times as a researcher for four years. Hatty graduated with a PhD in Media and Communications from Goldsmiths University in 2011 and MSc in Gender (distinction) from LSE in 2006.





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