



Positive Change Impact Report

Risk factors

The views expressed should not be considered as advice or a recommendation to buy, sell or hold a particular investment. They reflect opinion and should not be taken as statements of fact nor should any reliance be placed on them when making investment decisions.

This communication was produced and approved in June 2025 and has not been updated subsequently. It represents views held at the time of writing and may not reflect current thinking.

Potential for profit and loss

All investment strategies have the potential for profit and loss, your or your clients' capital may be at risk. Past performance is not a guide to future returns.

This communication contains information on investments which does not constitute independent research. Accordingly, it is not subject to the protections afforded to independent research, but is classified as advertising under Art 68 of the Financial Services Act ('FinSA') and Baillie Gifford and its staff may have dealt in the investments concerned. Any stock examples, or images, used in this presentation are not intended to represent recommendations to buy or sell, neither is it implied that they will prove profitable in the future. It is not known whether they will feature in any future portfolio produced by us. Any individual examples will represent only a small part of the overall portfolio and are inserted purely to help illustrate our investment style.

The performance target is aspirational and is not guaranteed. We don't use it to compile the portfolio and returns will vary. A single performance target may not be appropriate across all vehicles and jurisdictions. We may not meet our investment objectives if, for example, our growth investment style is out of favour or we misjudge the long-term earnings growth of our holdings.

All information is sourced from Baillie Gifford & Co and is current unless otherwise stated.

The images used in this communication are for illustrative purposes only.

Baillie Gifford™

Annual past performance to 31 March each year (net%) US dollars

	2021	2022	2023	2024	2025
Positive Change Composite*	107.5	-5.6	-12.2	6.2	-2.5
MSCI ACWI Index	55.3	7.7	-7.0	23.8	7.6

Annualised returns to 31 March 2025 (net%) US dollars

	1 year	5 years	Since inception
Positive Change Composite	-2.5	12.2	15.0
MSCI ACWI Index	7.6	15.7	10.7

Source: Revolution, MSCI. US dollars. Returns have been calculated by reducing the gross return by the highest annual management fee for the composite. 1 year figures are not annualised.

Annual past performance to 31 March each year (net%) sterling

	2021	2022	2023	2024	2025
Positive Change Composite	86.5	-1.1	-6.5	3.9	-4.6
MSCI ACWI Index	39.6	12.9	-0.9	21.2	5.3

Annualised returns to 31 March 2025 (net%) sterling

	1 year	5 years	Since inception
Positive Change Composite*	-4.6	11.3	14.7
MSCI ACWI Index	5.3	14.8	10.4

*Inception date: 31 January 2017.

Baillie Gifford & Co and MSCI. GBP. Returns have been calculated by reducing the gross return by the highest annual management fee for the composite.

Past performance is not a guide to future returns.

Legal notice: MSCI makes no express or implied warranties or representations and shall have no liability whatsoever with respect to any MSCI data contained herein. The MSCI data may not be further redistributed or used as a basis for other indexes or any securities or financial products. This report is not approved, endorsed, reviewed or produced by MSCI. None of the MSCI data is intended to constitute investment advice or a recommendation to make (or refrain from making) any kind of investment decision and may not be relied on as such.

Contents	Letter from our managers	02
	Our beliefs	04
	What's in our report?	05
	A guide to company pages	06
	Headline impact data	07
●	Social inclusion and education	11
●	Environment and resource needs	24
●	Healthcare and quality of life	39
●	Base of the pyramid	51
	Significant SDG contributions	57
	Negative SDG contributions	58
	Methodology for Positive Chain estimates	59
	Limited Assurance Statement	61

Letter from our managers

We are delighted to welcome you to our eighth annual impact report for Positive Change.

Positive Change is a global equity strategy with two equally important objectives to generate attractive investment returns and contribute towards a more sustainable, healthy and inclusive world.

Our message to you last year was of the importance of investing for positive change – now, more than ever. A year on, the turbulence of our planet and politics in 2024 compels us to emphasise that once again.

The Positive Change Team is approaching these turbulent times with determined optimism. We believe that human ingenuity, public sentiment and market forces will help shift the world onto a more sustainable and equitable path over the long term. We also continue to believe that financial performance and positive change can go hand in hand.

Now more than ever, we need companies with novel solutions to persistent global challenges to be ambitious and allocate capital to developing and deploying products and services that can scale.

This impact report showcases the portfolio of solutions that we believe will achieve both of our objectives. These range from digital platforms to water infrastructure, innovative drugs to electric vehicles. In this report, we aim to illustrate how each company performs against our impact and investment objectives within Positive Change's four themes.

Portfolio companies aim to address challenges such as environmental degradation, climate change, disease burdens and social inequality. The world has made significant progress in addressing these issues, but progress is under threat in many areas.

Against this backdrop, we remain resolute in our search for new ideas. Twelve new companies were added to the portfolio from January to December 2024 across various geographies and impact themes. We believe all have the potential to materially contribute to positive social and environmental outcomes. Our new ideas were partly funded by selling six companies where our long-term conviction had diminished.

Today, we believe the portfolio is resilient and poised for growth. We see no let-up in the commitment of companies in the Positive Change portfolio to developing products and services to developing impactful products and services.

Such companies require engaged investors with long time horizons who care about profit and impact equally. We maintain our ambition to contribute to positive change by encouraging companies to balance those objectives, by being responsible stewards of those companies and by advocating for responsible business practices.

More details of our approach to company engagement can be found in this year's **Positive Conversations**.

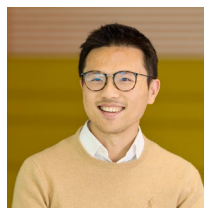
Our commitment to our dual objectives for the Positive Change Fund enabled us to adopt the UK Financial Conduct Authority's (FCA) Sustainability Impact label in 2024. We believe that impact measurement and transparent reporting are critical parts of impact investing, and we welcome the opportunity to share our 2024 Impact Report. We hope you find the report enlightening.



Positive Change managers



Kate Fox



Lee Qian



Thaiha Nguyen



Edward Whitten



Apricot Wilson

Our beliefs

Businesses and investors have the ability – indeed, the responsibility – to help steer our world onto a more sustainable path. Though hugely welcome, government funding and philanthropic donations will be insufficient: trillions, not billions, of investment will be required to address the numerous challenges our world is facing.

We believe therefore that impact investing is vital to creating a more equitable and prosperous future. We aim to generate attractive investment returns for our clients by investing in and supporting commercial ventures that deliver positive social and environmental impact, contributing to a better world for current and future generations.

Transformative change will take time. Complex issues such as inequality and climate change demand sustained effort and a long-term vision. Financial capital can only drive meaningful progress if paired with patience and commitment. By investing with the future in mind, we aim to help companies make impactful choices that will benefit their business, communities, and the environment for decades to come.

That's why we believe:

- Companies whose core business activities address global challenges will experience rising demand for their products and services: they will be growth businesses.
- A subset of those companies will enjoy sustainable competitive advantages such as loyal customers and motivated employees: they will be high-quality companies.
- Owning shares of exceptional businesses whose products and services have the potential to positively impact on society is a more effective way of achieving positive change than avoiding those doing harm: we take a positive and proactive approach.

Based on these beliefs, the Positive Change Strategy has two objectives of equal importance:

01. To deliver attractive long-term investment returns (2 per cent per annum ahead of the MSCI ACWI net of fees over rolling five-year periods).
02. To contribute towards a more sustainable, healthy and inclusive world.

There are no compromises – each holding must be able to deliver on both objectives. We pursue these objectives in line with the active, long-term growth investment philosophy that has been tried and tested over Baillie Gifford's history since 1908.

Core to our philosophy is a belief that investment returns and impact are complementary, so both are considered throughout our decision-making process.

Over the past eight years, we have enhanced our process and continue to seek ways to improve, but one thing that won't change is our philosophy. Our team is passionate about our dual objectives and the role that our investment strategy has in helping drive positive change.

What's in our report?

In our eighth annual impact report, we illustrate portfolio companies' contribution to addressing some of the world's most significant challenges across our four impact themes:



We will introduce each of the portfolio's four themes, identifying some of the enduring global challenges we are trying to address. In the impact **theme introductions**, we exhibit the range of companies in the Positive Change portfolio and summarise their solutions to these challenges.

Within each theme section, we include **company pages** for the 35 companies held in the Positive Change portfolio on 31 December 2024. These include a theory of change for each portfolio company and form the majority of this report, demonstrating our impact measurement and management (IMM) process. They illustrate some of the impact Key Performance Indicators (KPIs) we gather to test and measure our 'Positive Change hypothesis' for each company's products and services. Additional commentary is provided for companies held for five years or more.

To supplement the company pages, this report also provides further detail on the impact of companies in the Positive Change portfolio, including:

- **Headline impact data** ([page 07](#)) where impact KPIs are comparable, we aggregate data for multiple portfolio companies to produce headline impact data. This indicates the scale of impact delivered by portfolio companies in 2024.
- **Significant SDG contributions** ([page 57](#)) for each company in the portfolio: we identify the UN Sustainable Development Goal (SDG) targets to which we believe its products and services can materially contribute. These are also found on the individual company pages. This assessment is independent of companies' own reporting of their SDG contributions.
- **Negative SDG contributions** ([page 58](#)) for the companies where we believe there is a risk that their products and services will also contribute to environmental or social harm. Considering impact risk and the potential negative impacts of company activities is an integral part of our impact analysis.

We continue to seek independent limited assurance on some aspects of this report from BDO LLP. Sections marked with a ▲ are in scope of the limited assurance engagement carried out in accordance with the International Standard on Assurance Engagement ('ISAE 3000'): Assurance Engagements Other Than Audits or Reviews of Historical Financial Information which is the assurance standard for nonfinancial information. BDO has issued an unqualified opinion over the selected information. Please refer to the statement on [page 61](#).

A guide to company pages

The **Positive Change hypothesis** outlines how we expect companies' products and services to deliver a positive impact and to be a good investment opportunity.

The **Positive Chain** is a logic model based on the Theory of Change, which we use to evidence a company's progress in delivering positive change. Data in this report are based on companies' publicly reported data for the financial year 2024 or through company engagement.

Impact objective

Performance metrics reported by the company which we monitor as evidence of positive impact. We monitor a variety of metrics for each company and include only the most relevant and comprehensive.

Investment objective

Five-year metrics for each company to illustrate the fundamental growth of the business alongside share price performance. Share price return is calculated from 01/01/2020 to 31/12/2024 (or since inception to 31/12/2024). Revenue growth metrics cover five years to 31/12/2024 using the most recently available sales figures reported prior to the report date.

Company impact through products and services is rigorously mapped to relevant **UN Sustainable Development Goals (SDGs)** and underlying targets.

Long-term progress

For companies held longer term in the portfolio, we provide a brief commentary on how the company is progressing in achieving both the impact and investment objectives.

Real world context

Here, we put the global challenges companies' are helping to solve into context and illustrate progress in addressing them, including any ongoing challenges.

Deere





First invested **February 2020**

Positive Change hypothesis
There is an urgent need to address the harmful environmental impact of industrial farming while increasing agricultural output to feed a growing global population. Precision agriculture technologies will be an essential part of the solution, driving higher farming productivity and reducing the negative environmental impacts of agriculture. As the largest farming equipment manufacturer, Deere will use its scale, the vertical integration of its technology development, and its close relationships with dealers and farmers to encourage the uptake of precision agriculture technologies. In doing so, Deere will emerge as the leader in precision agriculture, driving profitable growth and helping improve the sustainability of farming.

Positive chain

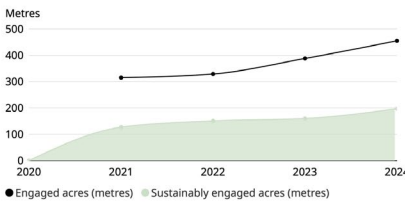
<p>Inputs</p> <ul style="list-style-type: none"> US\$2,290m R&D 75,800 Employees (Y/E Dec 2024) 	<p>Activities</p> <p>Deere develops and manufactures precision agriculture technologies.</p>	<p>Outputs</p> <p>In 2024, Deere's agricultural products were used on over 455 million acres worldwide. Of these, 197 million acres (over 79.7 million hectares) are classed as 'sustainably engaged' by Deere, meaning they incorporate two or more sustainable technology solutions or sustainable practices over 12 months.</p>	<p>Outcomes</p> <p>Precision technologies reduce inputs, such as agrichemicals and fuel, and increase yields. For example, Deere's See & Spray technology has been shown to reduce herbicide use by 66 per cent, and its ExactShot technology can reduce fertiliser use by 60 per cent during planting.</p>
---	---	---	--

Impact

 2.4	 13
 14.1	 15.5

Long-term progress
Over the past five years since we first invested in Deere, the company has made significant strides in advancing its suite of precision agriculture technologies. These innovations have supported strong financial performance, contributing to higher margins and durable demand across key markets. As adoption has grown, Deere has grown its sustainably engaged acres from 151 million in 2022 to 197 million in 2024. The company is also progressing its ambitions to electrify its equipment fleet, with battery-powered tractors and other innovations to cut emissions. As global demand for food rises, Deere remains well-positioned to support agricultural productivity and environmental sustainability.

Impact objective



Source: Baillie Gifford, based on company data.
* Since 2019 these have been classified according to the FTSE LCE classification.

Investment objective

Share price return (US\$)*
187% Cumulative
29% pa
6% Revenue growth pa

*11% pa MSCI ACWI return (US\$).
Metrics over the five-year time horizon. Past performance is no guarantee of future results.
Source: Revolution, Factset and MSCI. US dollars. As at 31 December 2024.

Real world context
Over the past five years, global food systems have come under mounting environmental and economic pressure, while agriculture remains a major contributor to environmental degradation. Precision agriculture has gained traction as a way to improve productivity while reducing impact. Advances in computer vision, automation and connectivity have enabled more accurate, efficient input use – particularly in the US, where fertiliser use per hectare plateaued and slightly declined between 2018 and 2022. Yet adoption remains low outside high-income markets and global fertiliser use is still nearly double the 2050 target of 33 kilograms (kg) per hectare. As food demand grows and climate risks intensify, scaling sustainable farming practices will be critical to balancing yields with long-term resilience.

30

Headline impact data[^]

In 2024, through provision of products and services, companies are estimated to have:

Social inclusion and education



Provided access to education and/or training to

268 m
registered learners

	Million
Courseera	168
Duolingo	100



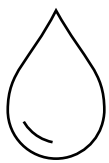
Provided

\$70.2 bn
in financing to SMEs

	US\$ Billion
Bank Rakyat Indonesia	69
Shopify	1.2



Environment and resource needs



Allowed customers to save close to

1856 bn
litres of water

	Billion
Ecolab	856
Xylem	1000



Through products and in use and/or sold during the year, enabled the avoidance of close to

163.4m
tonnes of CO₂e

	Million
Ecolab	4.6
Novonesis*	
Rivian	0.3
Schneider Electric	126
Soitec*	
Tesla	30
Xylem	2.5



Helped farmers engage in better farming practices on close to

79.7 m
hectares of land

	Million
Deere	79.7
Novonesis*	

*In compiling our headline impact data, we have included all relevant companies, recognising their contributions to the overall highlighted impact. However, due to year-on-year variations in reporting by companies, we were unable to obtain precise figures for some entities, indicated in grey. This approach ensures our estimates remain conservative while highlighting the impact all portfolio companies are delivering. In time we hope to be able to encourage companies to increase their reporting.

Healthcare and quality of life

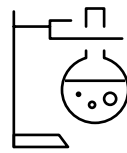


Provided treatment and disease management solutions to over

3.3 m
patients

*Alynlam**

Dexcom	2.8m
Insulet	500k
Vertex	68k



A combined

83

drugs in clinical trials

Abcellera	12
Alynlam	21
Moderna	41
Vertex	9



Base of the pyramid

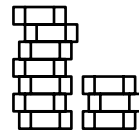


Provided access to financial services to close to

469.2_m

people

	Million
Bank Rakyat Indonesia	176
HDFC Bank	97
MercadoLibre	61.2
Nubank	114.2
Remitly	7.8
Sea	13



Enabled borrowing for over

48.9_m

borrowers

	Million
Bank Rakyat Indonesia	35.9
Grab*	
HDFC Bank*	
MercadoLibre*	
Nubank*	
Sea	13
Shopify*	



Social inclusion and education



Introduction

‘Leave no one behind’ – that’s the pledge adopted by the United Nations’ 193 member states in the 2030 Agenda for Sustainable Development.

This commitment highlights the importance of addressing social exclusion. While living standards, literacy rates and life expectancy have been improving for decades, they are not evenly distributed across the globe or within countries.

Communities, governments, international agencies and institutions each play a role in improving how people and groups participate in society.

Unaddressed, social exclusion can result in limiting education, poor employment outcomes and mental and physical ill health. As well as affecting people’s quality of life, at a national level, it can constrain economic growth and lead to social unrest.

Inequality is multidimensional. It can be both global and highly local. It can be challenging to determine which groups benefit from the products and services of any one company, but we aim to identify solutions that are inclusive by design and businesses expanding affordable access to those solutions.

2024 transactions

New buys	Complete sales
Grab	
Microsoft	
The New York Times	
Sea Limited	



Positive Change — part of the solution

Positive Change aims to improve how people and groups participate in society by investing in and supporting companies whose products and services contribute to social inclusion. This could be done by enabling connectivity, promoting financial health and resilience, providing education and creating economic opportunities.

The Challenges

The United Nations Development Programme (UNDP) identifies five key factors contributing to social exclusion. These are:

- **Discrimination** based on gender, religion, age, disability, sexual orientation, ethnicity or migratory status contributes to social exclusion.
- **Geographic location** affects access to essential services and infrastructure, leading to inequality. It can lead to differences both between and within countries.
- **Socio-economic status** can lead to deprivation and disadvantages in income, life expectancy and education.
- **Governance structures** can hinder social inclusion if they are ineffective, unjust or unaccountable. While a company cannot address global or national governance structures directly, its business practices should not exacerbate them.
- **Shocks and fragility:** climate change, natural disasters, conflicts and health emergencies exacerbate inequalities at the national level and for households.

Inclusive financial services

Inclusive financial services are a powerful tool for sustainable development and, increasingly, resilience in a changing climate and fragile society.

In recent years, enormous progress has been made in financial inclusion, but to realise its potential, financial services must be accessible, affordable and designed for everyone, not just the wealthiest in society.

Serving over 114 million customers, **Nubank**, Latin America's largest digital bank, provides this solution. Its free bank accounts, innovative savings tools and efficient digital platform have disrupted the traditional banks whose high fees created barriers to financial inclusion for decades.

MercadoLibre is expanding access to financial services in the same region, citing its potential positive impact on gender equality, poverty, health and education.

In India, **HDFC Bank** has a more comprehensive loan offering for everything from motorbikes to education. In particular, it aims to expand access to quality home ownership to all parts of the economic ladder. Reducing inequalities in home ownership can significantly contribute to good health and wellbeing.

Economic opportunities

The benefits of digital platforms for micro- and small enterprises (MSEs) are increasingly apparent. In 2023, we commissioned a survey of MSEs in Indonesia and the Philippines to better understand what digital platform access meant for them. The results identified much broader positive outcomes than improved incomes, such as reduced stress levels and improved quality of life.

In 2024, we took holdings in two digital platforms operating in Southeast Asia, **Grab** and **Sea**. Both companies aim to support small merchants by creating marketplaces and providing them with access to financial services and other tools to help them manage their businesses. **MercadoLibre** provides similar services for MSEs in Latin America.

The impact of an expanding digital economy may be more significant in low- and middle-income countries, but small businesses elsewhere increasingly find it hard to compete with larger companies. **Shopify**, operating primarily in North America, provides mostly small businesses with access to loans and tools for managing online businesses.

Education for all

Teacher and infrastructure shortages, as well as cost and cultural factors, are some of the reasons for uneven educational outcomes worldwide. An estimated 250 million children are out of school, and only about 60 per cent complete upper secondary school globally.

Online education can lower the barriers to affordable learning and provide tools to help people learn in new and effective ways.

Language learning app **Duolingo's** mission is to develop the best education platform and make it universally available. Learning a language can improve people's economic and cultural prospects. The company has also launched literacy, maths and music apps, and today, it has 100 million monthly active learners on its platform.

Coursera is an online platform that hosts a range of educational content, from free massive open online courses (MOOCs) to professional certifications and online degrees. In an ever-changing job market, the company plays an important role in providing affordable, accessible and relevant qualifications.

The New York Times has a significant opportunity to leverage digital channels to promote high-quality journalism. In a polarised society and amid a worrying trend of misinformation, its proven track record of informing the public, holding those in power to account and influencing government policy is becoming increasingly essential.

Enabling connectivity

Digital connectivity is the foundation on which almost all the companies in this theme can drive change.

Approximately 5.5 billion people (68 per cent of the global population) had access to the internet in 2024, leaving 2.7 billion behind. Reducing this figure will help more people access information, online services and advanced digital tools to improve their lives.

Microsoft aims to connect 100 million people in Africa to the internet by 2025 and is investing billions of dollars in digital infrastructure in middle-income countries, including Kenya and Mexico. This will help businesses and individuals in these countries realise the socio-economic benefits of the digital economy common in higher-income countries today.

Further up the digital value chain, **ASML** manufactures the high-end extreme ultraviolet (EUV) lithography systems used in the world's most powerful semiconductor chips, such as those produced by **TSMC**, the world's largest chipmaker. These two companies play a crucial role in lowering the cost and increasing the accessibility and functionality of modern technologies, such as smartphones and artificial intelligence.

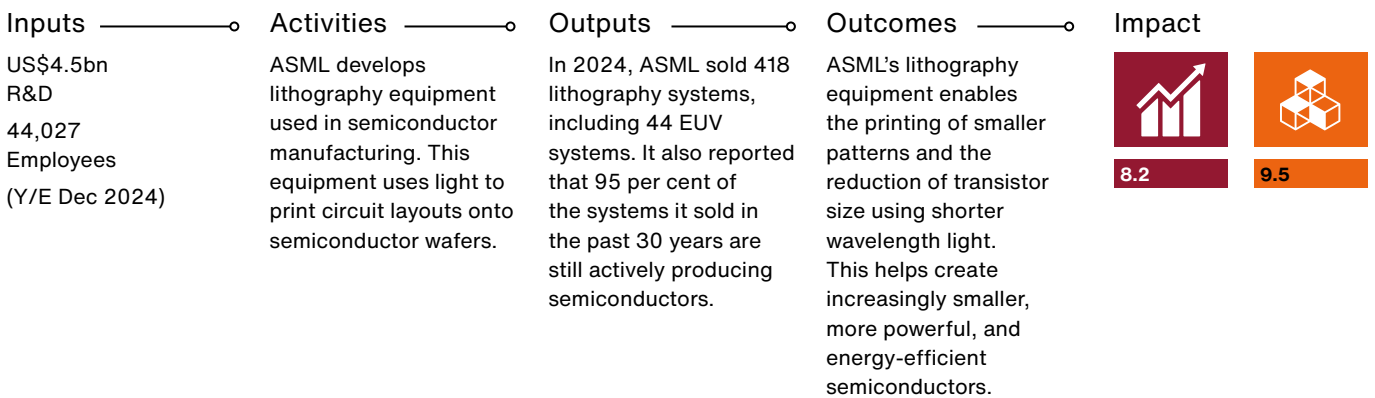
ASML

First invested **January 2017**

Positive Change hypothesis

ASML is the world's leading manufacturer of specialist lithography equipment that performs a crucial stage in the manufacturing of semiconductor products. Semiconductors are fundamental to enabling innovations across most, if not all, industries and the most advanced, produced by ASML's machines, are central to developing emerging technologies. Such innovations will play an important role in tackling societal and environmental challenges. By helping its customers create better-performing and more energy-efficient semiconductor products, ASML is a critical enabler of this important and growing industry. When others gave up, ASML persevered in developing the next generation of technology (extreme ultraviolet (EUV)) and will enjoy a monopoly position in helping a growing industry continue to advance for many years to come.

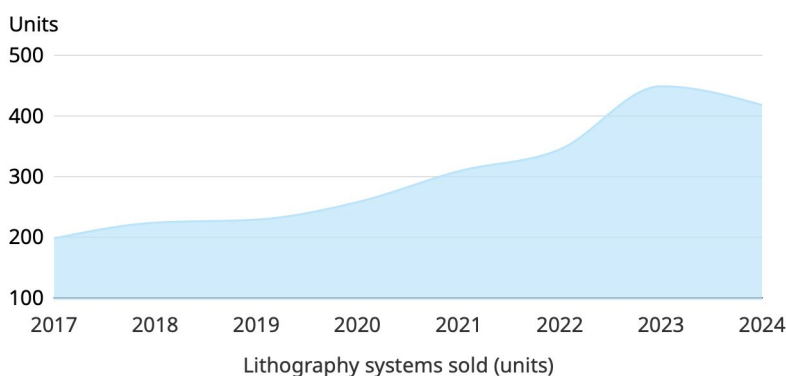
Positive chain ▲



Long-term progress ▲

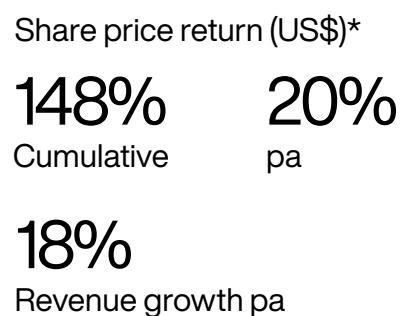
ASML has demonstrated significant operational progress, solidifying its position as the world's leading supplier of advanced semiconductor lithography equipment. Since it entered the portfolio in 2017 it has more than doubled the number of lithography systems shipped to 418 in 2024 and grown revenues at a compound average rate of 17.5 per cent per annum. Pleasingly, it continues to invest in R&D (a striking €4.3bn in 2024, or 15 per cent of revenues) so that its technology can drive faster, more powerful and more energy efficient microchips. This operational progress reflects ASML's successful development and scaling of EUV technology and continued strong demand from global chipmakers.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲



*11% pa MSCI ACWI return (US\$).
 Metrics over the five-year time horizon.
 Past performance is no guarantee of future results.
 Source: Revolution, Factset and MSCI. US dollars.
 As at 31 December 2024.

Real world context ▲

Continued deflation in semiconductor prices has made technology more accessible, with nearly 58 per cent of the world's population using mobile internet (with all the benefits and challenges that that brings) by the end of 2024. Innovations in chip design and manufacturing have fuelled breakthroughs in fields such as artificial intelligence, autonomous vehicles, smart infrastructure and drug discovery. The Global Innovation Index 2024 highlighted that the long-term growth in technological innovation indicators, such as microchip transistor count and patent filings, has been accompanied by improvements in socioeconomic outcomes, such as drug approvals, life expectancy, and cost deflation in renewable energy and genome sequencing.

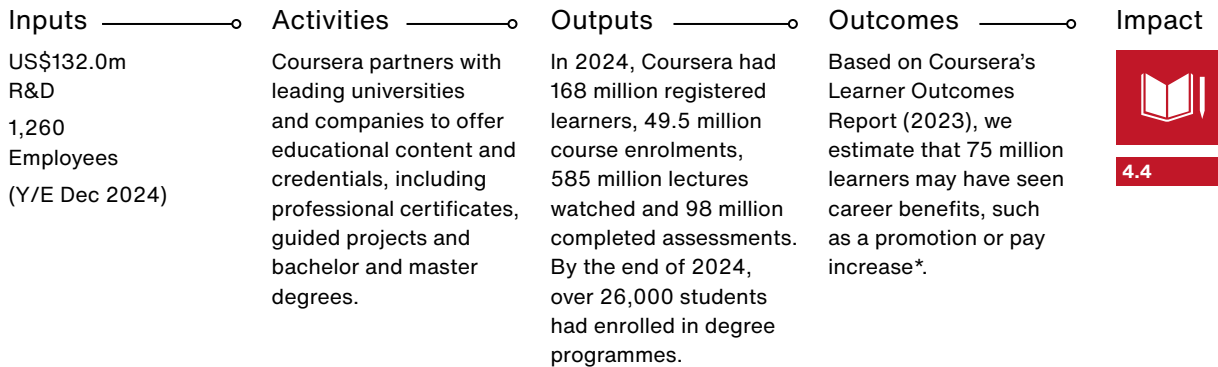
Coursera

First invested **March 2021**

Positive Change hypothesis

Coursera is an online learning platform hosting education content including short courses, guided projects, professional certification and online degrees. Coursera will benefit from network effects, as its large user base will help attract more academic and corporate partners, attracting more learners. The company’s innovative products should engage learners and overcome resistance in the slow-moving education market. Success should lead to significant value for society by improving the accessibility of education and providing learners with relevant skills for an ever-changing job market.

Positive chain ▲



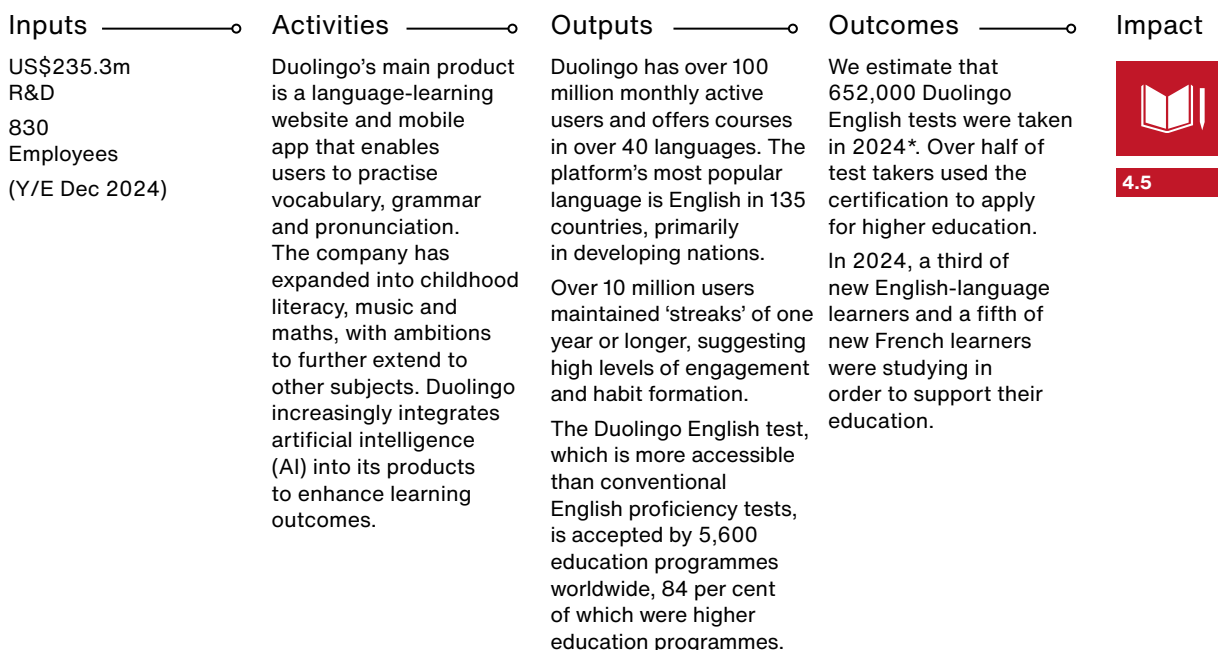
Duolingo

First invested **November 2021**

Positive Change hypothesis

Duolingo’s mission is to develop the best education globally and make it universally available. Having started with a fun and engaging app to help people learn languages, it has since moved into English language testing and other subjects like maths, music and chess. Through further content and product developments, aided by AI, Duolingo aims to grow the user base and, importantly, increase the paid conversion rate. The company is led by a thoughtful and mission-obsessed co-founder, Luis von Ahn, who we believe will strike the right balance between delivering on the mission and improving monetisation.

Positive chain ▲



* Methodology for calculation available on p59.

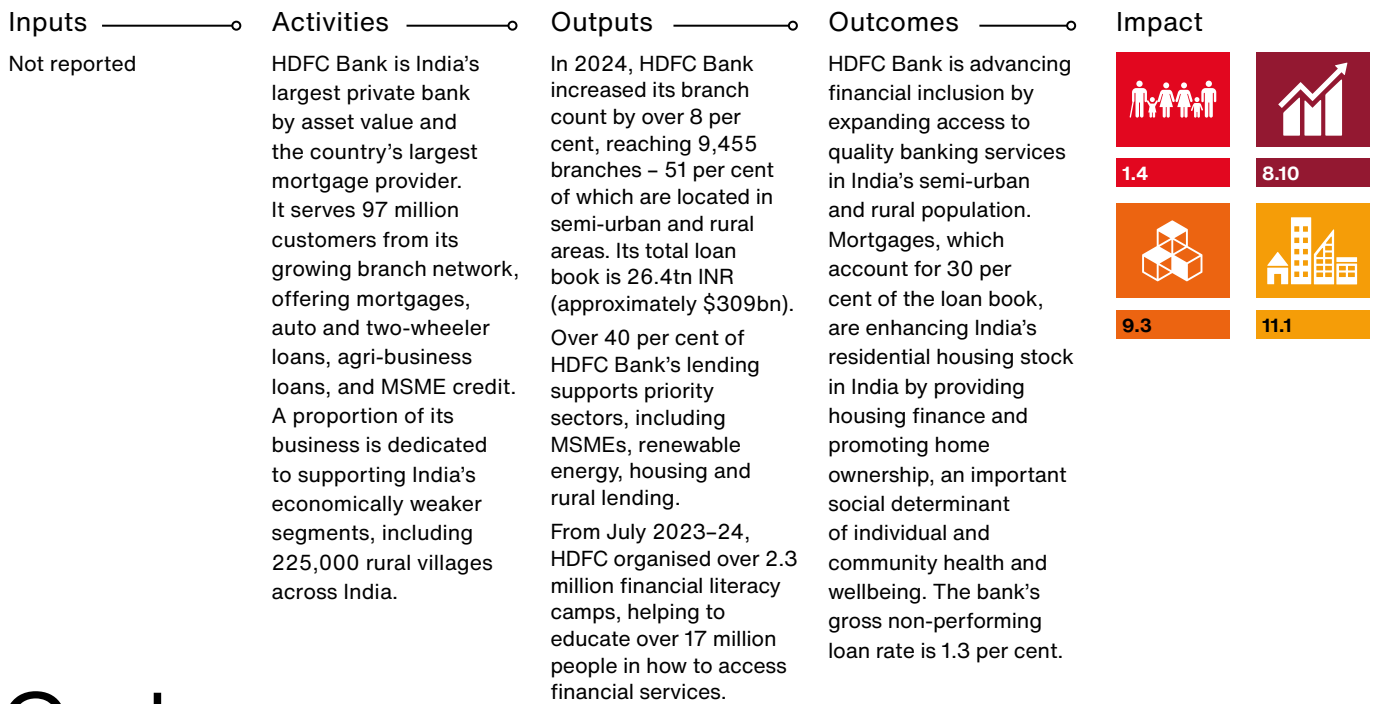
HDFC Bank

Following HDFC Ltd merger with HDFC Bank **July 2023***

Positive Change hypothesis

Following its merger with parent company HDFC Ltd, HDFC Bank is poised to leverage its longstanding reputation for quality lending to meet the evolving financial needs of India's emerging middle classes. The merger is expected to accelerate the distribution of housing finance, contributing to positive social outcomes such as improved health and wellbeing. The bank offers a comprehensive suite of financial products, including savings accounts, education loans and credit for small agricultural businesses. These products will strengthen the financial resilience of households and micro-, small- and medium-sized enterprises (MSMEs), while expanding access to economic opportunities through financial inclusion. HDFC Bank continues to grow its footprint, particularly in semi-urban and rural areas, helping to reach new underserved populations and gain market share from inefficient state-owned banks. At the same time, the bank is leaning into digital banking to meet the demands of India's growing digital natives.

Positive chain ▲



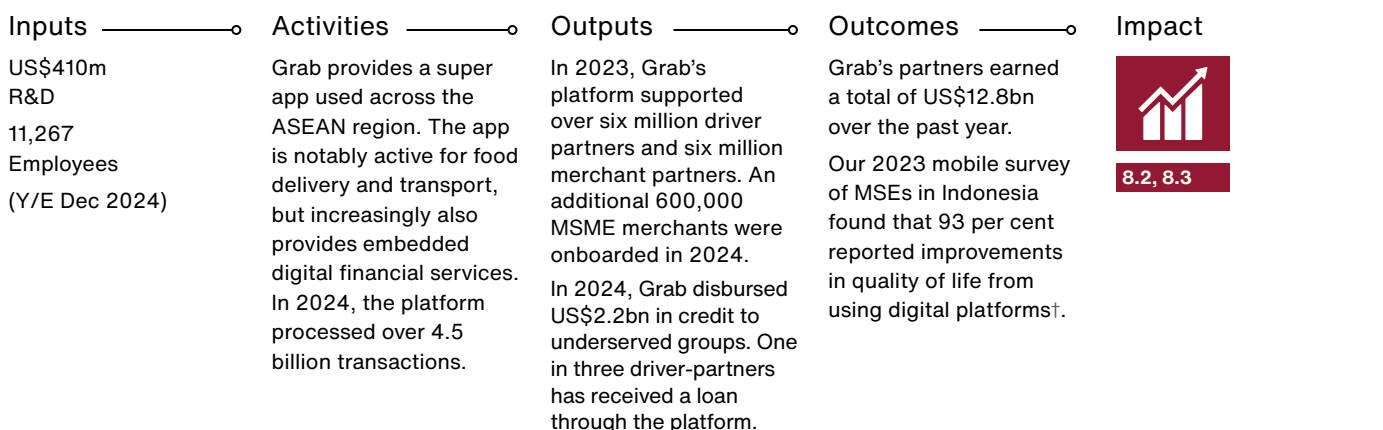
Grab

First invested **February 2024**

Positive Change hypothesis

Grab is Southeast Asia's largest ride-hailing and food delivery platform, creating economic opportunities for micro and small enterprises (MSEs) in middle-income countries. The company is also in the early stages of expanding into financial services. Research highlights the many benefits of digital platforms, such as Grab for MSEs, including higher incomes, enhanced financial resilience and improved access to financial services. Given the low penetration of such services in much of Southeast Asia, Grab is well-positioned to grow alongside the region's socioeconomic development. We believe Grab's competitive position is defensible due to strong network effects and continued investment in technology, including mapping and order batching, which are expected to drive long-term profitability.

Positive chain ▲



* Following the merger of HDFC Ltd. with HDFC Bank in July 2023.

† A survey of 804 MSE owners in Indonesia, commissioned by Baillie Gifford and conducted by impact measurement company 60 Decibels.

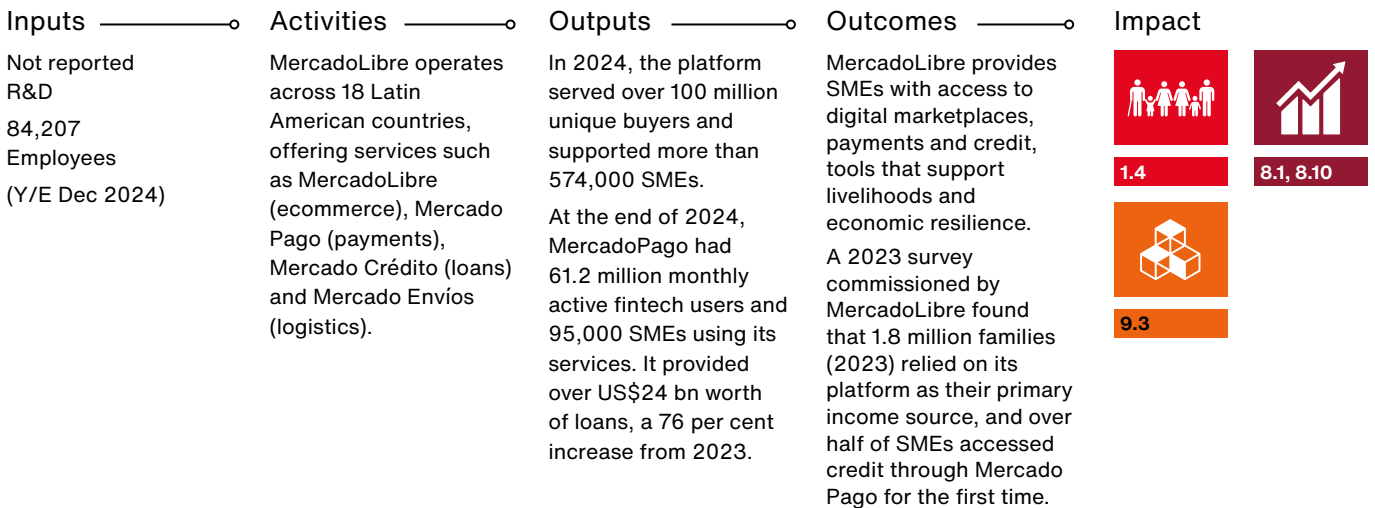
MercadoLibre

First invested **March 2020**

Positive Change hypothesis

MercadoLibre is Latin America's largest ecommerce platform and is a leader in the region's financial technology (fintech) sector. With ecommerce penetration still relatively low across the region, the company is well-positioned for sustained growth for some years. MercadoLibre provides a range of online and mobile payment solutions and financial services. These enable small businesses and consumers to access and transact financial services more easily and affordably. This supports economic resilience and opportunity in a region where financial exclusion remains a major barrier. By leveraging its ecommerce scale and infrastructure, we believe MercadoLibre has a strong competitive advantage in supporting livelihoods and expanding financial inclusion for millions.

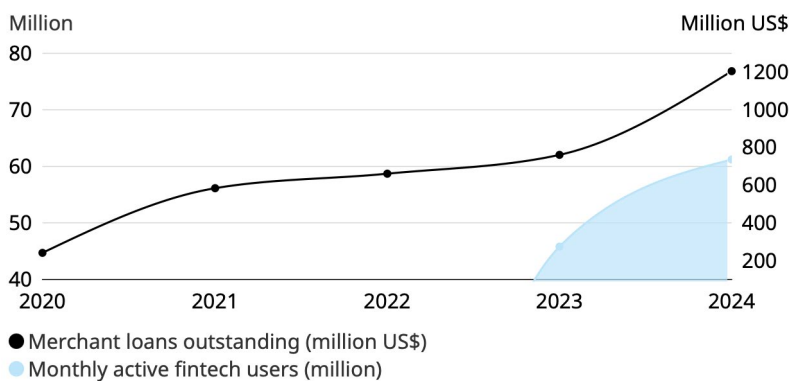
Positive chain ▲



Long-term progress ▲

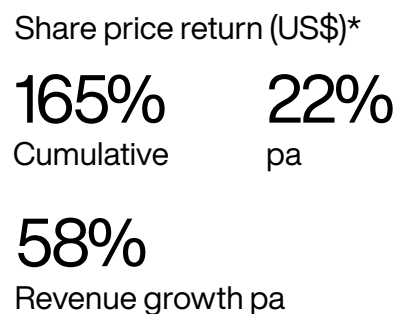
Since we took a holding in 2020, MercadoLibre has delivered strong performance, with revenue growing nearly 60 per cent annually. It has maintained its leading position in key Latin American markets while expanding its footprint in others. In terms of the company's social impact, as it has expanded, it has introduced new services and features to support small businesses and launched targeted programmes for female entrepreneurs. MercadoPago has become one of the region's leading fintech platforms, expanding access to financial services and growing its loan book 16 times between 2020 and 2024.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲



*12% pa MSCI ACWI return (US\$).
 Metrics over the five-year time horizon.
 Past performance is no guarantee of future results.
 Source: Revolution, Factset and MSCI. US dollars.
 As at 31 December 2024.

Real world context ▲

SMEs account for 50–60 per cent of employment in Latin America, with 90 per cent of these classified as micro-enterprises. Despite their importance, they only contribute approximately 20 per cent of GDP, far below the 50–60 per cent seen in OECD countries. A key barrier to productivity is limited access to financial services, due to informality and exclusion by traditional banks. While financial inclusion has improved in the region – over 73 per cent of adults have a formal account – there is still significant work to be done to expand access to credit, insurance and other financial tools that build resilience and opportunity for SMEs and households.

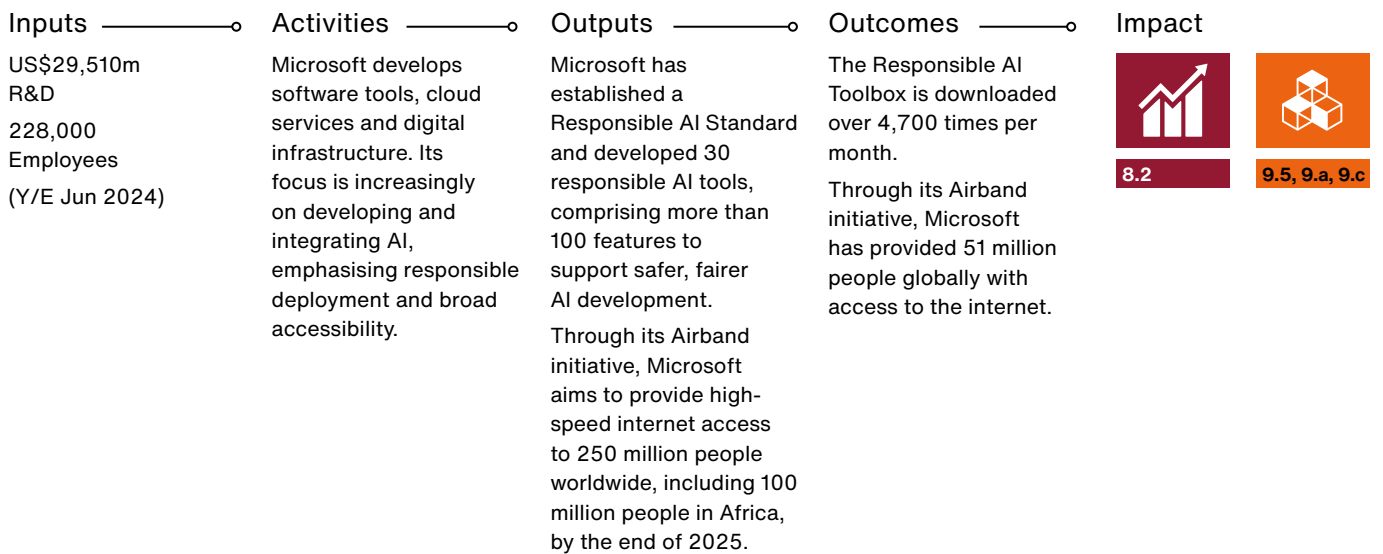
Microsoft

First invested **October 2024**

Positive Change hypothesis

Microsoft provides essential infrastructure, development tools and applications for organisations undergoing digital transformations. The company's immensely strong competitive moat, built on a foundation of innovation, adaptability and a visionary leadership team, positions it to benefit from the major technology shifts in cloud computing and artificial intelligence (AI). Despite significant change over the past decade, many organisations remain in the early stages of cloud migration. Microsoft is expected to capture a larger share due to its comprehensive offerings across infrastructure as a service (IaaS), platform as a service (PaaS) and software as a service (SaaS) as well as its long established relationships with organisations through Windows/Office. We expect cloud to drive productivity and efficiency gains, especially in low- and middle-income countries, where Microsoft is investing heavily in digital infrastructure and connectivity, aligning with the UN's SDG Digital Acceleration Agenda. In addition, Microsoft is notable in its promotion of the responsible deployment of AI. Its early and substantial investments in AI are likely to make the company the partner of choice for organisations across many sectors. We expect Microsoft to grow at a mid-teen revenue compound annual growth rate (CAGR) and more than double its earnings over the next five years.

Positive chain ▲



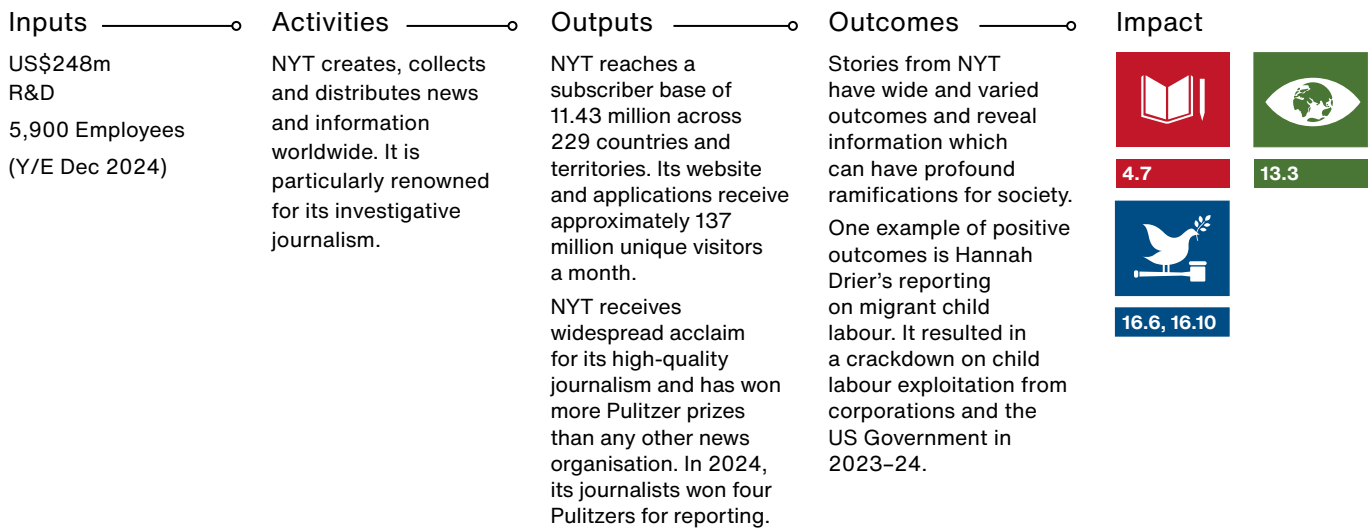
The New York Times

First invested **November 2024**

Positive Change hypothesis

The New York Times Co (NYT) is a news media business with over 11 million subscribers. We believe the news industry’s digital transformation has made NYT a more attractive business. As one of the few news organisations that has built a profitable business model for the digital era, NYT is well-positioned to gain market share as readers increasingly access news through the internet, mobile apps, short videos and podcasts. There are multiple growth tailwinds for the company, including a faster news cycle due to more frequent geopolitical events, international opportunities, a broader product portfolio consisting of sports, puzzles, recipes and product reviews, and potential licensing deals from AI companies. Due to the Sulzberger family ownership and their commitment to NYT’s mission, the company has consistently invested in journalism while the rest of the industry has cut back. As a result, NYT has a superior product to the rest of the news industry, constituting an important competitive advantage. This high-quality journalism, with a strong focus on investigative, ethical reporting, plays a vital role in holding institutions to account. NYT reporters have brought many high-profile scandals to light.

Positive chain ▲

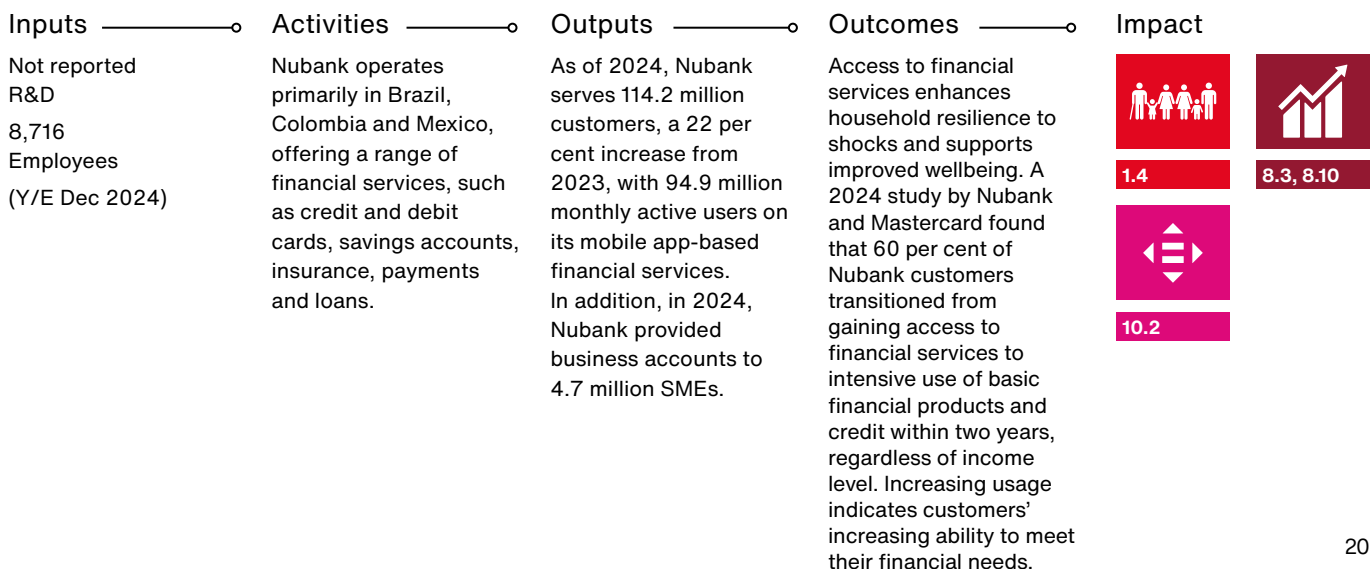


Nubank

First invested **December 2021**

Nubank is a Brazilian digital bank that aspires to reshape the Latin American financial system. It is a region where traditional banks have historically underserved customers, often earning outsized returns due to historically volatile conditions and a degree of regulatory capture. By offering simple, accessible and lower-cost financial products, Nubank has acquired over a hundred million of customers across Brazil, Colombia and Mexico. Growth will come from continuing to expand its customer base and building deeper relationships with them to increase wallet share. We believe the bank’s long-term and customer-centric culture, combined with durable cost and underwriting advantages and a highly motivated and experienced leadership team, positions it for sustained high growth and profitability in the next five years.

Positive chain ▲



Sea Ltd.

First invested **December 2024**

Positive Change hypothesis

Sea operates ecommerce, gaming and financial services businesses in Southeast Asia, Taiwan, and Brazil. Today, the gaming business accounts for a relatively minor part of sea’s value, but the cash flow has enabled the company to build a leading ecommerce business (Shopee) and a fast-growing financial services business (Monee). The opportunities in ecommerce and financial services are large, and if Sea can maintain its market leadership, then those should be valuable businesses in the long term. Shopee’s ecommerce platform helps mostly micro- and small enterprises (MSEs) reach more customers and supports broad economic development. In addition, Monee expands access to financial services, allowing more people and businesses to participate in the real economy.

Positive chain ▲



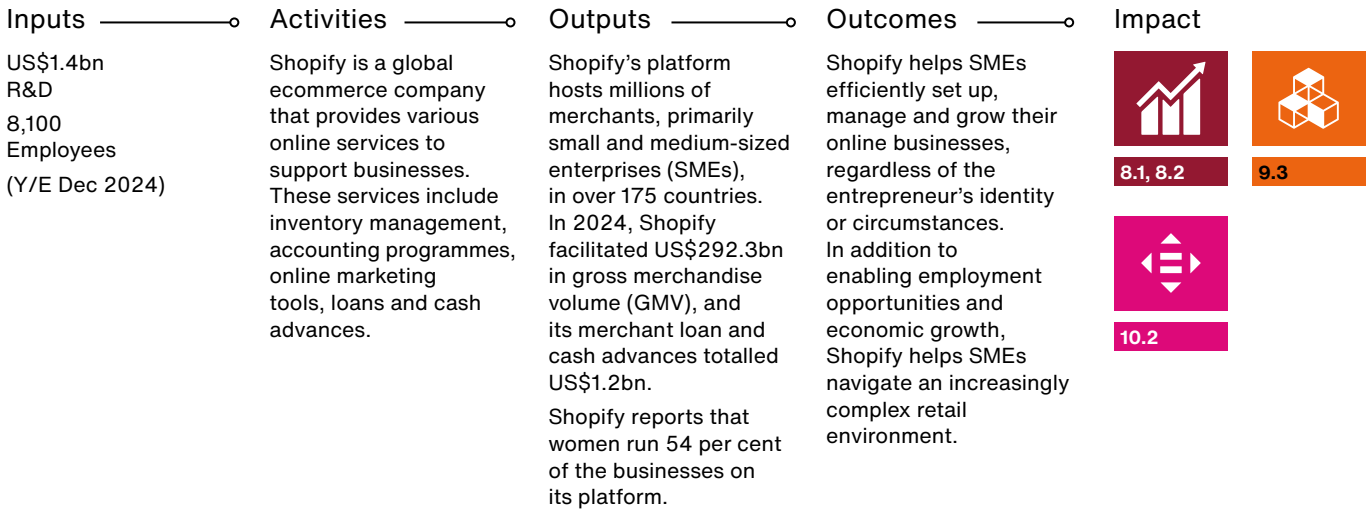
Shopify

First invested **October 2019**

Positive Change hypothesis

Shopify enables businesses of all sizes to set up and sell products online by providing a comprehensive suite of simple-to-use and low-cost tools including hosting, fulfilment, advertising and payment services. By integrating these tools across platforms and channels, Shopify helps entrepreneurs from all backgrounds start businesses, compete and expand quickly. This reduces inequalities of opportunity, promoting economic diversity and job creation. Although the company has grown rapidly in recent years, it still appears to be in the very early stages of tapping into the vast opportunities ahead.

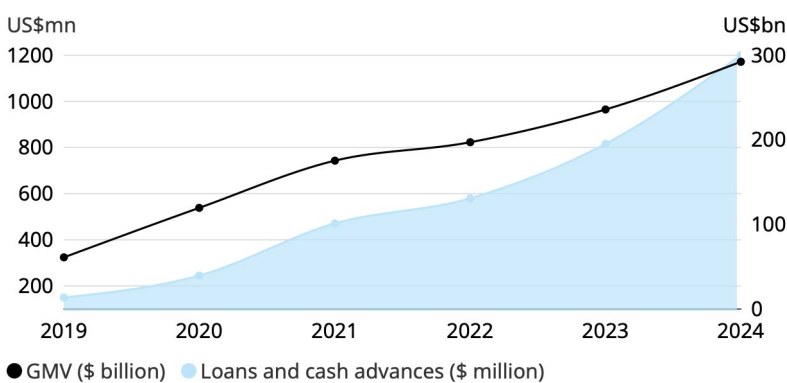
Positive chain ▲



Long-term progress ▲

We have held Shopify in the portfolio for just over five years. During that time, its shares have performed relatively well, following noteworthy revenue growth and nearly 400 per cent GMV growth. Shopify has continued to provide more services and add more value to its merchants, most of whom remain small businesses. Between 2019 and 2023, merchants using Shopify grew sales by approximately 40 per cent, compared to overall global retail growth of 5 per cent.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲

Share price return (US\$)*

167% Cumulative

22% pa

42% Revenue growth pa

*11% pa MSCI ACWI return (US\$).

Metrics over a five-year time horizon. Past performance is no guarantee of future results.

Source: Revolution, Factset and MSCI. US dollars.

As at 31 December 2024.

Real world context ▲

There has been a positive trend in new business formations in Shopify's largest market, the US, where there have been around five million new business formations annually since 2021. We believe the ability to run businesses online using platforms such as Shopify fuels this trend. Today, 99 per cent of US small businesses use at least one technology platform. However, in the US and elsewhere, small businesses run by certain groups, such as women and ethnic-minority groups, still face hurdles to growth, such as access to capital. A 2023 US Chamber of Commerce study found that women- and minority-owned businesses with high technology adoption were more profitable and had more employees than low adopters.

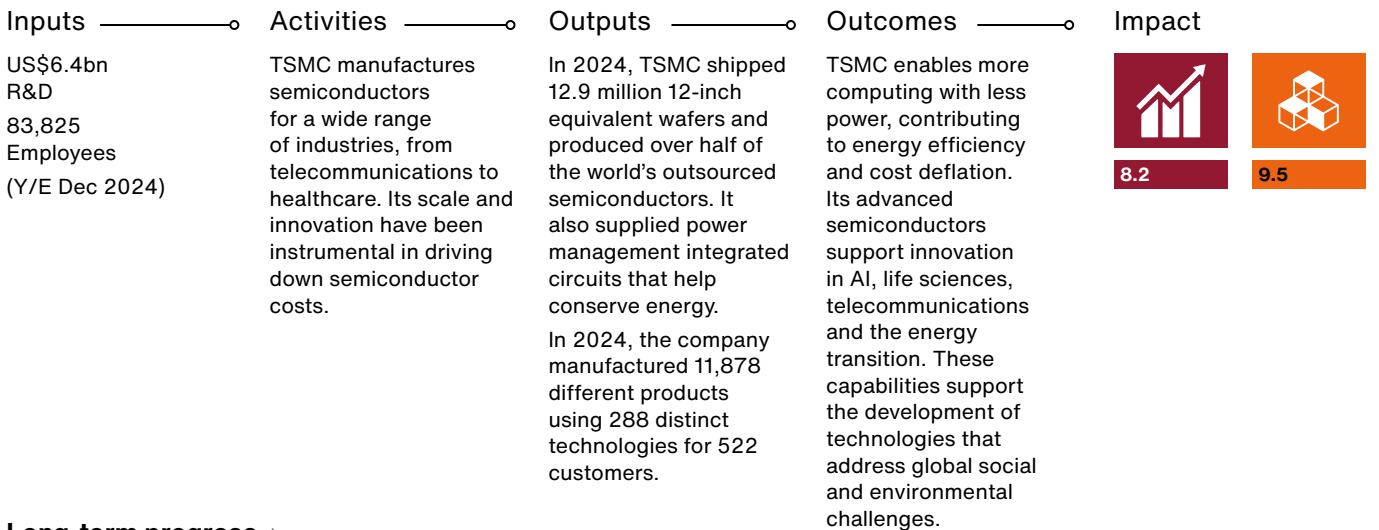
TSMC

First invested **January 2017**

Positive Change hypothesis

TSMC is the world's largest integrated circuits foundry. The company's unmatched scale, technological leadership, and manufacturing efficiency will continue to drive down the costs and improve the performance of semiconductors, enabling innovation and delivering environmental and social impact across many industries. As the capital intensity of the foundry business increases, TSMC, as a trusted long-term partner and the largest company, can invest in cutting-edge equipment to maintain its cost advantage. These strengths position the company to benefit from the long-term growth of the semiconductor industry while generating attractive returns on invested capital.

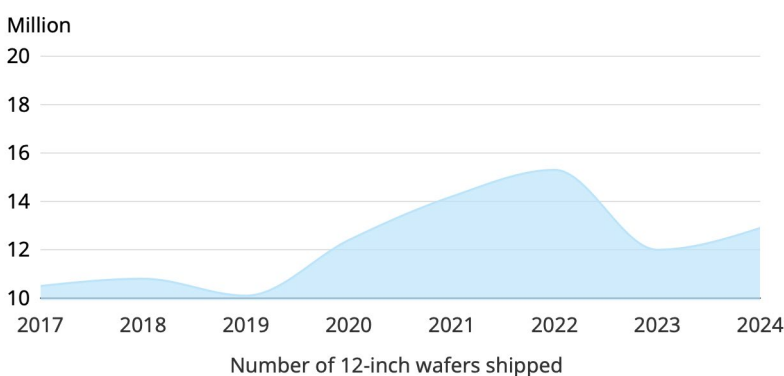
Positive chain ▲



Long-term progress ▲

TSMC has demonstrated significant operational progress in recent years, adapting to shifting client demands and a complex geopolitical backdrop. In 2024, 69 per cent of TSMC's wafer revenue came from advanced manufacturing processes (defined as geometries of ≤7nanometre (nm)), many of which will be used to advance high-performance computing and artificial intelligence. Continued investment in innovative manufacturing technologies and new facilities has helped TSMC maintain its critical position in the global semiconductor supply chain and achieve record profitability in 2024. Its foundry model remains central to the realisation of its customers' innovations.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲

Share price return (US\$)*

230% **27%**
 Cumulative pa

20%
 Revenue growth pa

*11% pa MSCI ACWI return (US\$).

Metrics over a five-year time horizon. Past performance is no guarantee of future results.

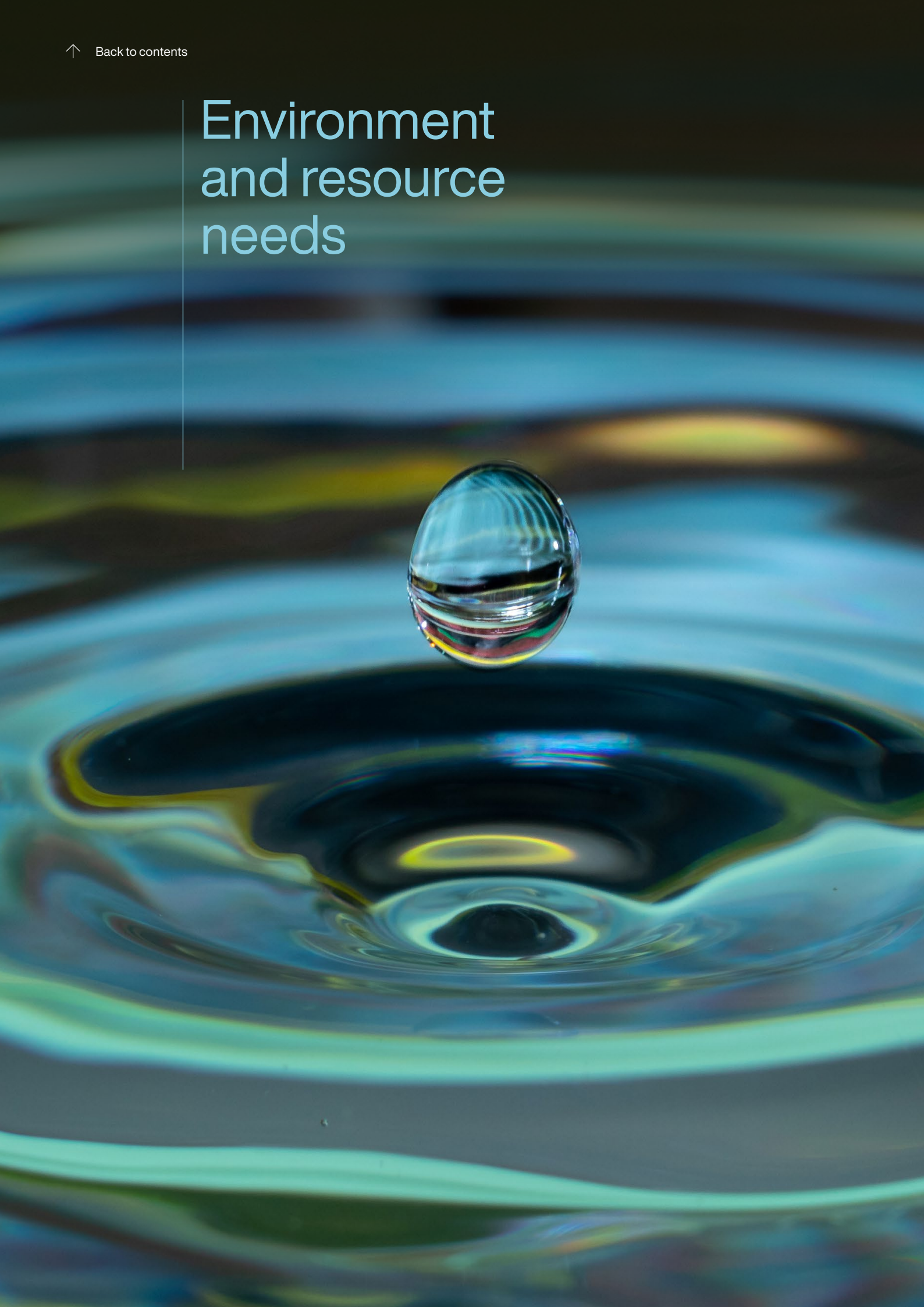
Source: Revolution, Factset and MSCI. US dollars.

As at 31 December 2024.

Real world context ▲

Falling semiconductor prices have made technology more accessible. By the end of 2024, nearly 58 per cent of the global population was using mobile internet, with all the benefits and challenges that that brings. Advances in chip design and manufacturing innovations have fuelled breakthroughs in AI, autonomous vehicles, smart infrastructure and drug discovery. According to the Global Innovation Index 2024, long-term growth in technological innovation indicators, such as microchip transistor count and patent filings, has been accompanied by improvements in socioeconomic outcomes, such as drug approvals, increased life expectancy, and cost reductions in renewable energy and genome sequencing.

Environment and resource needs



Introduction

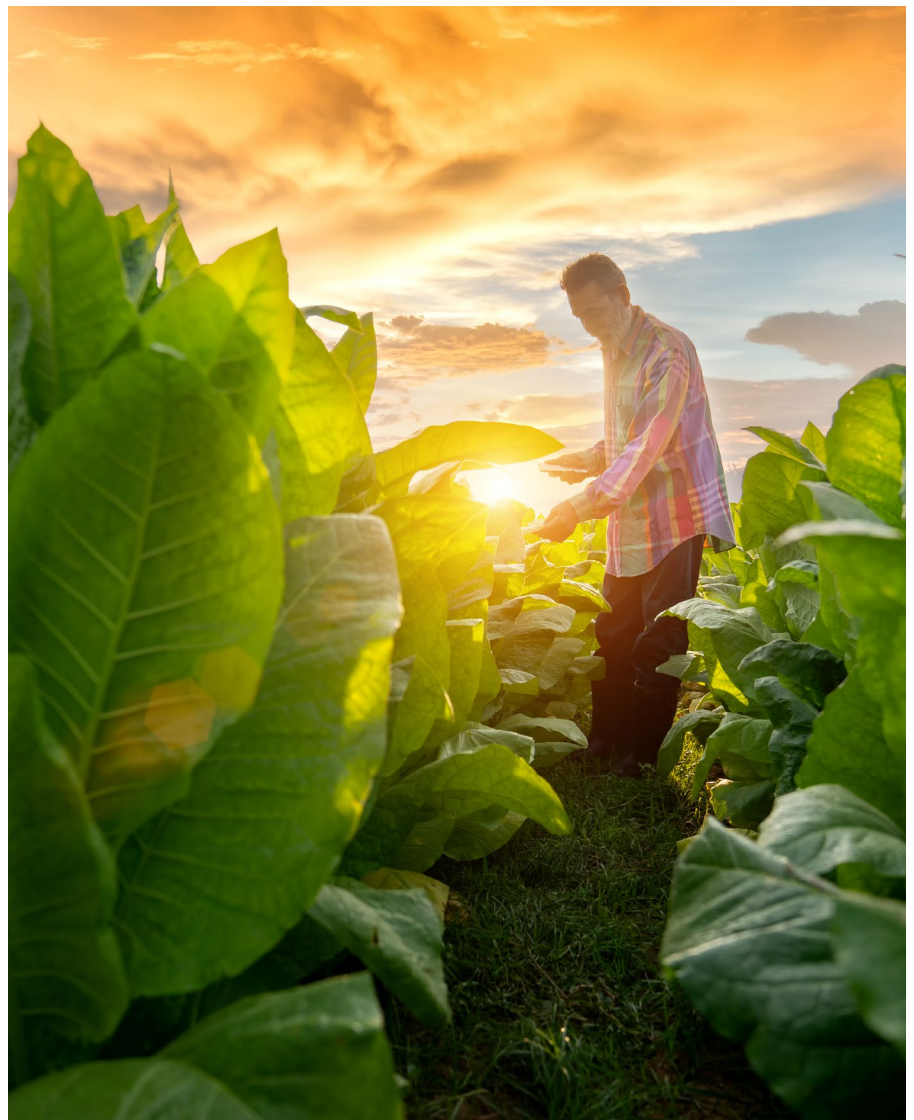
Human activity has significantly impacted our planet, increasing greenhouse gas (GHG) emissions and stress on the Earth's systems.

Over the coming decades, every sector of the economy will need to decarbonise and rebalance its relationship with nature. This will bring enormous opportunities to scale emerging technologies, revolutionise existing industries and commercialise new ones.

Such a transformation will require unprecedented investment, innovation and collective action. The world is not where it needs to be, yet we are optimistic that if there is the will, the world will have the ingenuity, knowledge and tools to deliver on the promise of sustainable development for this generation and those to come.

2024 transactions

New buys	Complete sales
Ashtead	Ørsted
Epiroc	Tesla (Q1 2025)
Savers Value Village	Umicore
Schneider Electric	
Soitec	



Positive Change — part of the solution

The Positive Change portfolio seeks to invest in and support companies whose products enable the transition to a more environmentally sustainable society. It focuses on businesses that help reduce resource consumption and those that contribute to the decarbonisation of the energy system, transport, industry and the built environment.

The Challenges

- Since 1990, **GHG emissions** have surged by more than 60 per cent and 2024 was the hottest year on record. The Paris Agreement’s goal of limiting global warming to 1.5C requires nations to reduce emissions by 42 per cent by 2030.
- As we transition to renewable electricity generation, the **‘energy trilemma’** involves finding a balance between the sustainability, affordability and reliability of energy supply.
- Human activity is causing the most **extensive loss of plant and animal life** since the dinosaurs, necessitating solutions to prevent habitat destruction from industrial activities.
- **Resource efficiency** is critical for addressing environmental challenges, with a need for technological, digital and behavioural solutions to conserve and preserve water, food, energy and minerals.

The energy transition

Recent years have seen remarkable advances in renewable energy development, shifting from traditional fossil fuel dependency to a more varied and sustainable global energy mix. At the same time, technological advances and upgraded infrastructure are needed to manage shifting patterns of electricity supply and demand, paving the way for a cleaner, more sustainable future.

Schneider Electric is a company that is fundamental in facilitating decarbonisation and electrification. Its core products and innovations enable smarter, more efficient energy management across all parts of the economy.

Decarbonising transport

Transport relies on oil products for nearly 91 per cent of its energy consumption, and the sector accounts for around a third of global GHG emissions. Both **Rivian** and **Tesla** are electrifying mobility.

Tesla helps to tackle this with its best-selling Model Y and more than five million electric vehicles on the road. Rivian is at an earlier stage but is expanding its vehicle range to meet the needs of more customers. In 2024, Rivian produced the US’s best-selling electric delivery van.

Yet cars are not the only form of transport that needs low-carbon alternatives. **Joby** is producing innovative electric vertical take-off and landing (eVTOL) aircraft aiming to reduce urban congestion, and is involved in the development of hydrogen aircraft that will one day replace regional aircraft.

Sustainable resource use

Addressing the over-exploitation of natural resources is essential and fundamental to sustaining life and socioeconomic progress.

Global water demand will exceed supply by 40 per cent by 2030. While few companies improving water efficiency are household names, their leadership and commitment to innovation are impressive.

Xylem addresses the water challenge by manufacturing equipment that is critical infrastructure for water transportation, treatment and testing.

Ecolab's products and consulting services help customers reduce water and energy consumption, thereby cutting greenhouse gas emissions. It operates in over 170 countries and serves nearly three million customers.

Savers Value Village has over 300 thrift stores in North America and Australia. These stores help tackle the damaging impact of throwaway fashion by diverting waste from landfills and increasing reuse and recycling.

Through its engineered substrates for silicon wafers, **Soitec** is helping to improve the energy efficiency of semiconductors and, therefore, of a host of technologies, including mobile phones and electric vehicles.

Sustainable industry and buildings

Nearly 26 per cent of global GHG emissions come from industry and buildings. Decarbonising these activities is one of the world's foremost challenges and one of the greatest opportunities.

No one company can achieve this alone. Suppliers offering more sustainable alternatives are also essential. These include **Ashtead** and **Epiroc**, which offer low-carbon equipment to the construction and mining sectors, respectively.

Ashtead aims to expand the US equipment rental market while leasing increasingly low-carbon vehicles and machinery. Epiroc has committed to supplying a full emissions-free product range by 2030.

Autodesk's architecture, construction and engineering design software enables engineers and architects to make informed decisions on the energy use and embedded environmental footprints of buildings and infrastructure. By leveraging data and AI, Autodesk's software and tools empower decision-makers to optimise designs and manage assets more efficiently and for longer.

Sustainable agriculture

Agriculture contributes at least 11 per cent of global GHG emissions each year. We must find a way to balance the world's need for food production with environmental conservation and limiting biodiversity loss.

Deere is an agricultural equipment company. Its precision technologies help farmers increase their yields while cutting their negative environmental impact. Deere has set a 2030 target of 75 per cent of the acres actively farmed by its customers being farmed using sustainable practices. This includes Deere's See & Spray technology, which helps farmers reduce herbicide use by up to two-thirds.

Deere is also working on fully autonomous, battery-powered electric tractors, which help address other negative consequences of farming, such as tail-pipe emissions.

Novonosis, the world's largest manufacturer of industrial enzymes, creates biological products that enhance crops' access to soil nutrients. This means farmers can use less artificial fertilisers while maintaining or even improving yields.

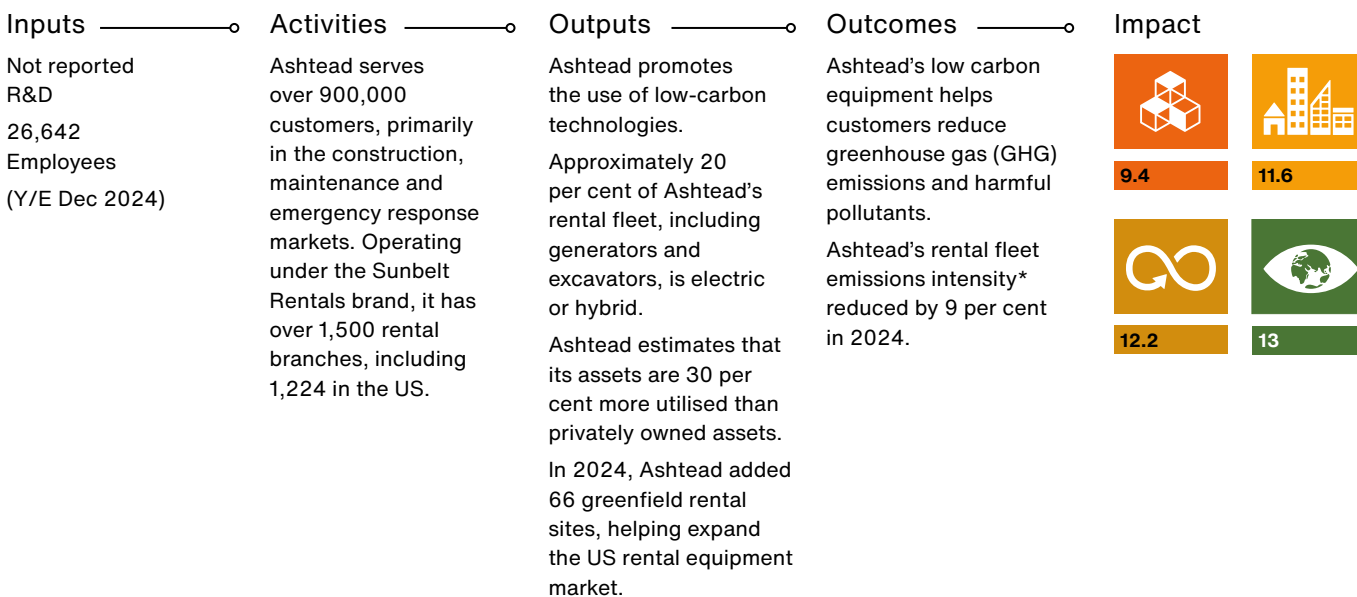
Ashtead

First invested **November 2024**

Positive Change hypothesis

Ashtead is an equipment rental company operating primarily in North America. The growth opportunities come from increasing equipment rental penetration and market consolidation through organic growth and bolt-on acquisitions. Ashtead is well-positioned to capitalise on the growth opportunities due to economies of scale and an impressive management team with an excellent, long-term track record. By supporting the growth of equipment rental, Ashtead helps to increase the asset utilisation of construction and non-construction equipment. This has environmental benefits, including supporting the adoption of more fuel-efficient and lower carbon equipment.

Positive chain ▲



* Downstream use of leased assets (tCO₂e)/total rental revenue (US\$1m)

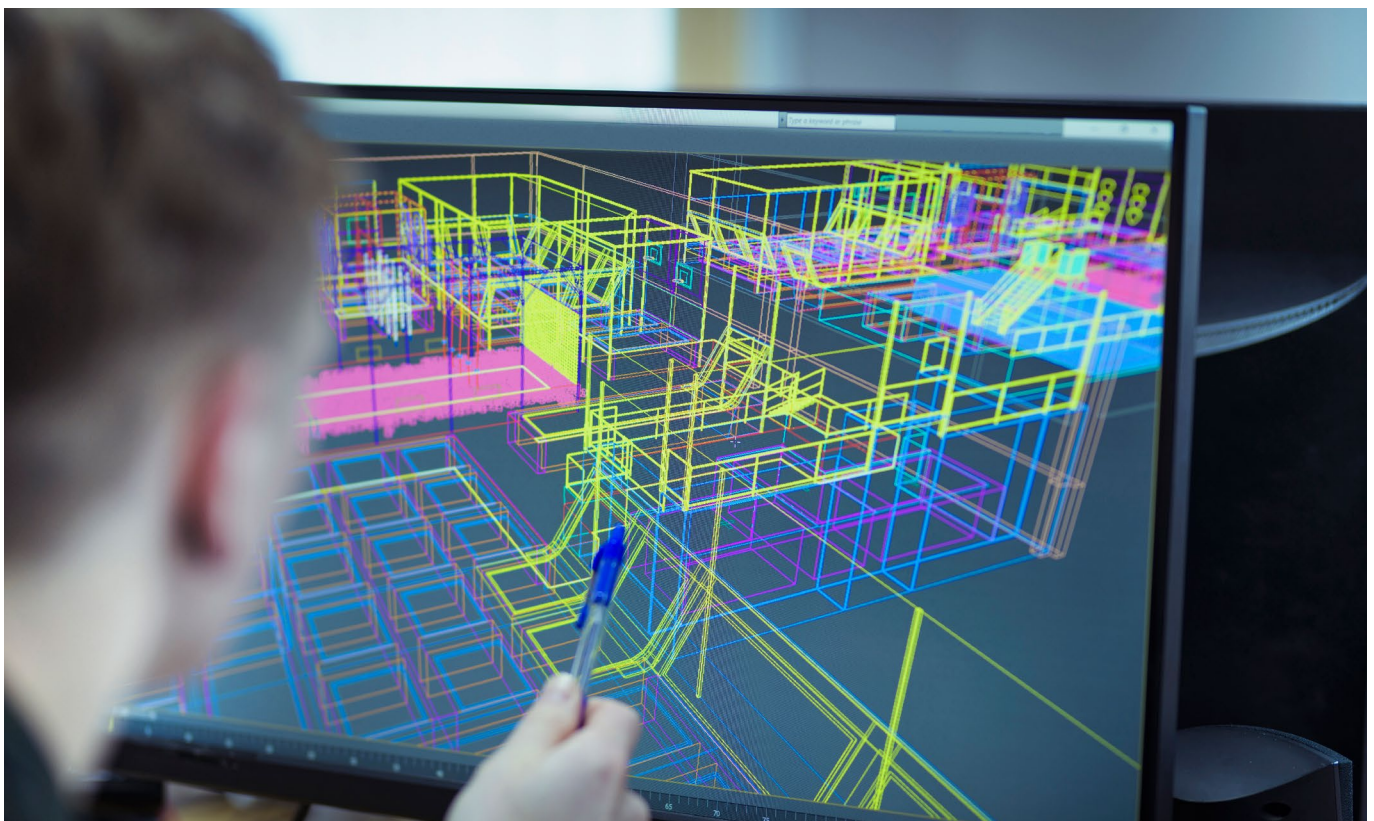
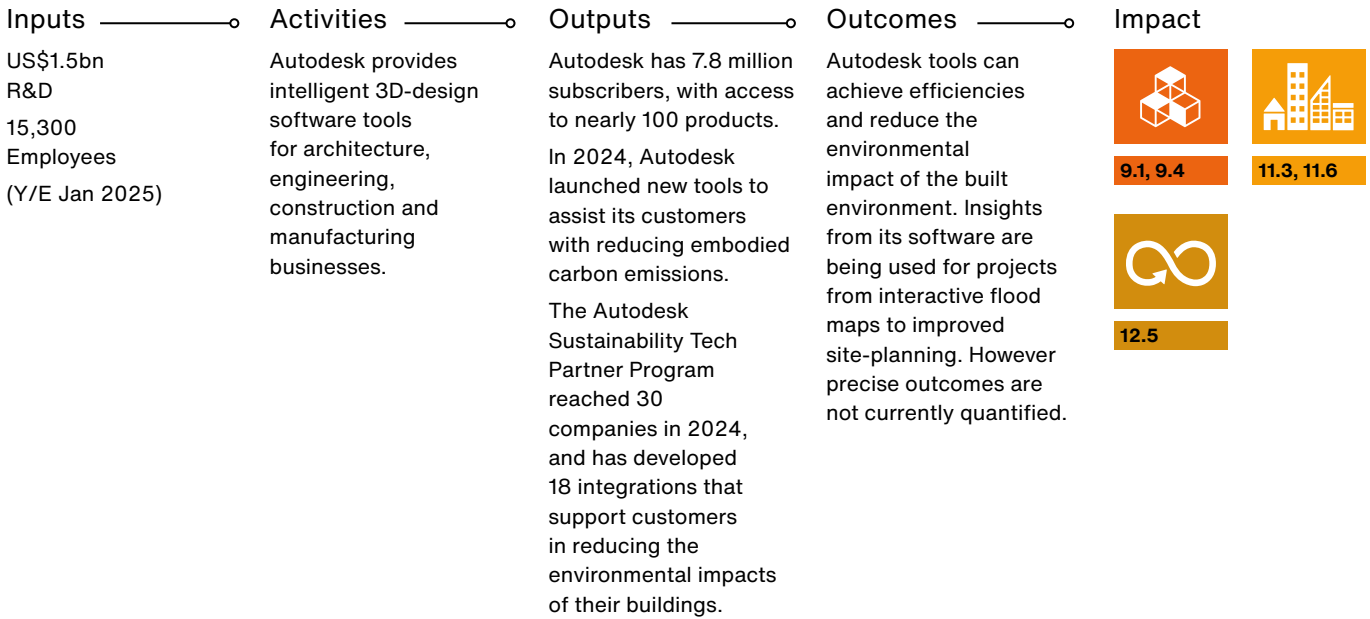
Autodesk

First invested **December 2022**

Positive Change hypothesis

Autodesk is a leading provider of design software and is expanding into adjacencies of construction, manufacturing, and production. Autodesk is able to connect workflows that are previously siloed, and in doing so, enables its customers to improve efficiency and reduce waste. The industries Autodesk is targeting are large and inefficient, so the potential environmental benefits are significant. In addition, Autodesk provides software that's essential for upgrading infrastructure, which will be important for our ability to mitigate and adapt to climate change. The market opportunity is a multiple of Autodesk's current size, enabling double-digit top-line growth for many years to come. Autodesk is already profitable and there's potential for gentle margin expansion over time.

Positive chain ▲



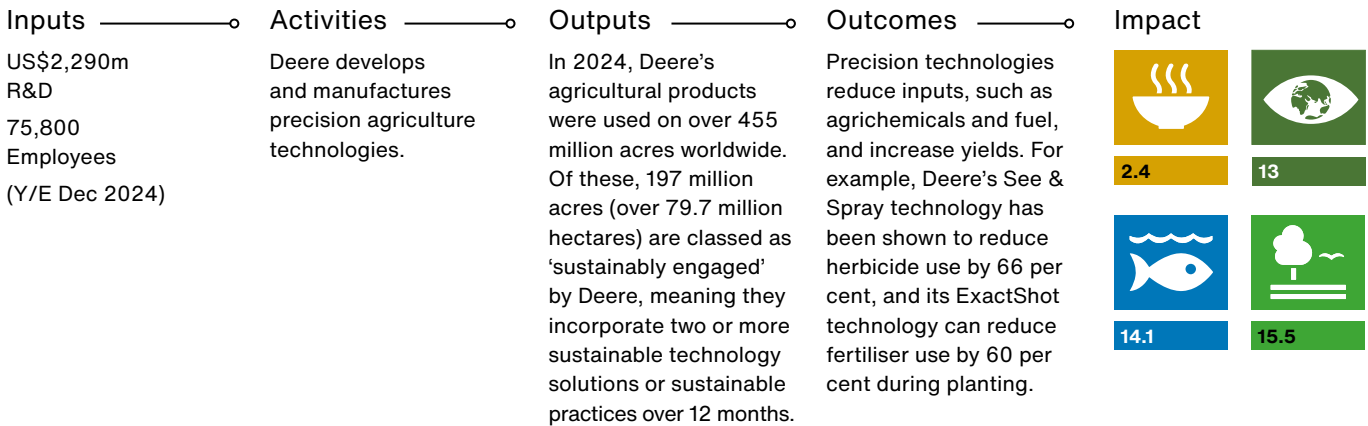
Deere

First invested **February 2020**

Positive Change hypothesis

There is an urgent need to address the harmful environmental impact of industrial farming while increasing agricultural output to feed a growing global population. Precision agriculture technologies will be an essential part of the solution, driving higher farming productivity and reducing the negative environmental impacts of agriculture. As the largest farming equipment manufacturer, Deere will use its scale, the vertical integration of its technology development, and its close relationships with dealers and farmers to encourage the uptake of precision agriculture technologies. In doing so, Deere will emerge as the leader in precision agriculture, driving profitable growth and helping improve the sustainability of farming.

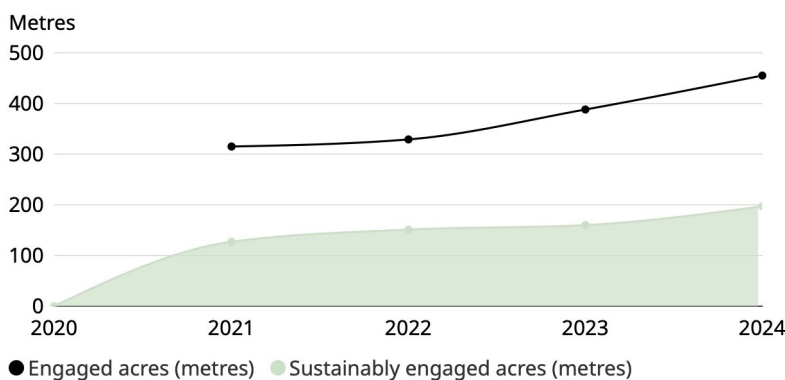
Positive chain ▲



Long-term progress ▲

Over the past five years since we first invested in Deere, the company has made significant strides in advancing its suite of precision agriculture technologies. These innovations have supported strong financial performance, contributing to higher margins and durable demand across key markets. As adoption has grown, Deere has grown its sustainably engaged acres from 151 million in 2022 to 197 million in 2024. The company is also progressing its ambitions to electrify its equipment fleet, with battery-powered tractors and other innovations to cut emissions. As global demand for food rises, Deere remains well-positioned to support agricultural productivity and environmental sustainability.

Impact objective ▲



Source: Baillie Gifford, based on company data.

* Since 2019 these have been classified according to the FTSE LCE classification.

Investment objective ▲

Share price return (US\$)*

187% **29%**
Cumulative pa

6%
Revenue growth pa

*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon.

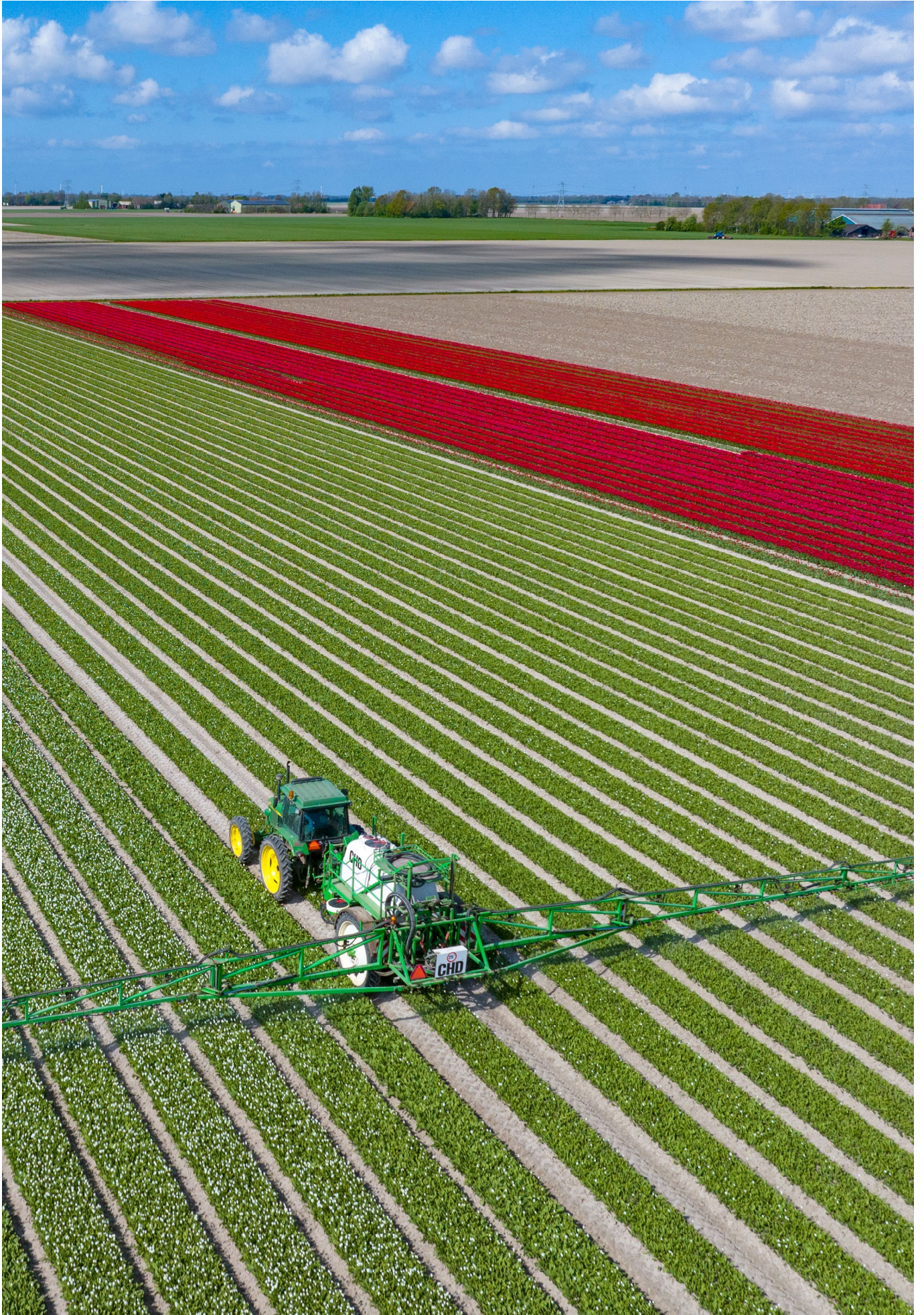
Past performance is no guarantee of future results.

Source: Revolution, Factset and MSCI. US dollars.

As at 31 December 2024.

Real world context ▲

Over the past five years, global food systems have come under mounting environmental and economic pressure, while agriculture remains a major contributor to environmental degradation. Precision agriculture has gained traction as a way to improve productivity while reducing impact. Advances in computer vision, automation and connectivity have enabled more accurate, efficient input use – particularly in the US, where fertiliser use per hectare plateaued and slightly declined between 2018 and 2022. Yet adoption remains low outside high-income markets and global fertiliser use is still nearly double the 2050 target of 33 kilograms (kg) per hectare. As food demand grows and climate risks intensify, scaling sustainable farming practices will be critical to balancing yields with long-term resilience.



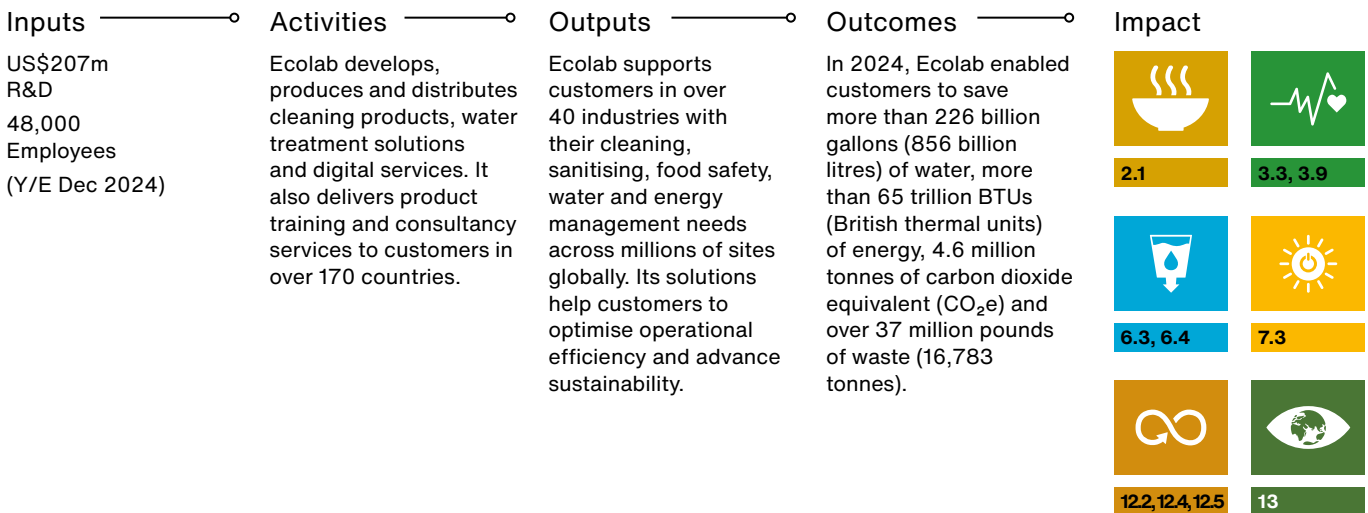
Ecolab

First invested **January 2017**

Positive Change hypothesis

Ecolab's thousands of products, used across dozens of industries, help minimise risks to human health from infection, safeguard local water resources and combat climate change. As the partner of choice for millions of companies, Ecolab is striving to achieve safer, more efficient and more sustainable operations. This growing demand for sustainable solutions is expected to drive Ecolab's long-term growth, underpinned by market share gains through product innovation, exceptional customer service and a disciplined acquisition strategy.

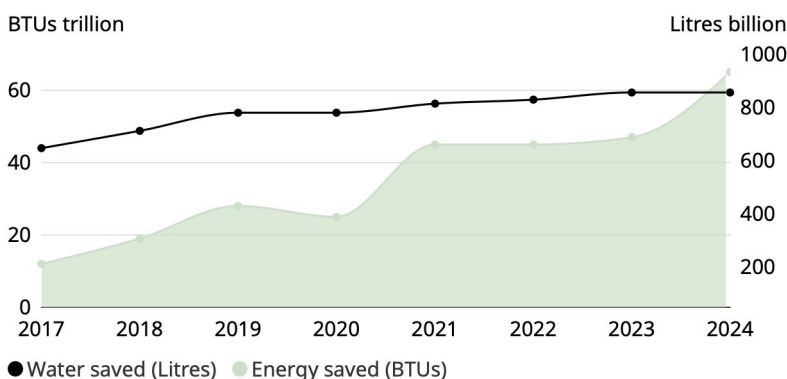
Positive chain ▲



Long-term progress ▲

Ecolab continues to align strong financial performance with positive impacts on public health, food security, water scarcity and climate change. It is making solid progress towards its 2030 impact targets in these areas, increasingly leveraging smart digital solutions. While revenue growth has been low over the holding period, Ecolab is well-positioned to support fast-growing water-intensive industries, such as data centres, semiconductor manufacturing and mining, in reducing their environmental footprints and operational costs. This positions the company for accelerated sales growth in the coming years. Ecolab is helping companies improve water-use efficiency, enable water reuse, and adapt to water scarcity and changes in water quality, whilst reducing carbon emissions.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲

Share price return (US\$)*

28% Cumulative

5% pa

1% Revenue growth pa

*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon. Past performance is no guarantee of future results. Source: Revolution, Factset and MSCI. US dollars. As at 31 December 2024.

Real world context ▲

Roughly half the world's population experiences severe water shortages at some point each year. By 2030, global demand for freshwater is expected to outstrip supply by 40 per cent, posing serious humanitarian and economic risks. It is estimated that the industrial and energy sectors account for nearly 20 per cent of all freshwater withdrawals, with climate change intensifying the challenge. Ecolab is helping companies improve water-use efficiency, enable water reuse and adapt to water scarcity and changes in water quality.

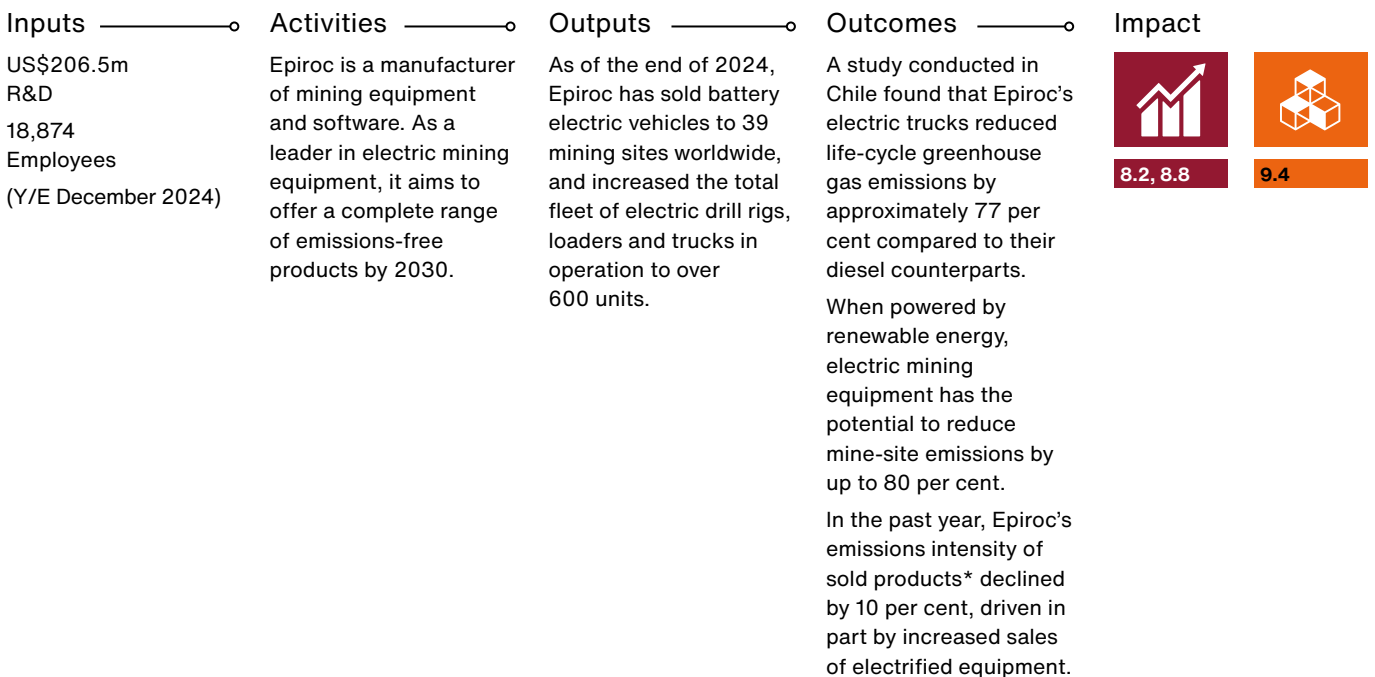
Epiroc

First invested **April 2024**

Positive Change hypothesis

Epiroc is a trusted supplier of high-value, mission-critical equipment and services to the mining and construction industries. We like the quality of the business, high barriers to entry in a consolidated market and the strong aftermarket business. Several structural tailwinds should support Epiroc’s growth over the long term, including the depletion of ore grades, making mining productivity more critical, the continued demand for transition metals such as copper, and the pivot towards underground mining. At the same time, Epiroc is driving change in the mining industry through greater electrification, automation and digitalisation. Epiroc is driving the adoption of technologies to help a necessary but polluting sector reduce its carbon emissions through product and business model innovation. While Epiroc is not a rapid grower, we expect enduring growth through the mining cycle with strong returns on capital.

Positive chain ▲



© Epiroc.

* Emissions intensity is calculated as tonnes of CO₂ equivalent (tCO₂e) from product use divided by equipment revenues.

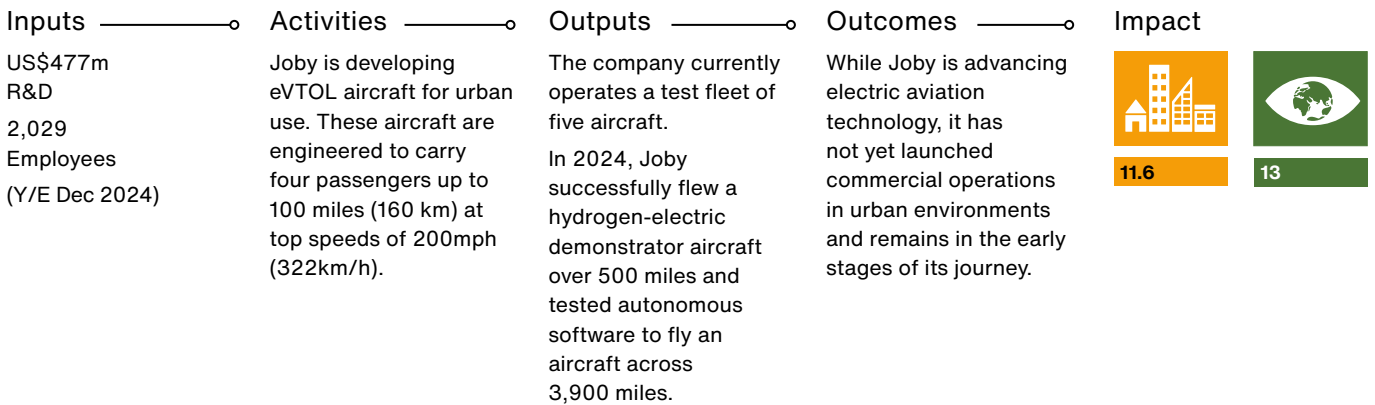
Joby Aviation

First invested **October 2023**

Positive Change hypothesis

Joby is developing electric vertical take-off and landing (eVTOL) aircraft – a new mode of transport that could deliver significant environmental benefits by bypassing fossil fuel-powered systems. This innovation marks a pioneering step toward the long-term decarbonisation of short-haul commercial aviation. Joby’s aim is to offer a service that is cost-competitive with on-demand ground transportation, potentially unlocking a market worth hundreds of billions of dollars annually. Realising this vision will require certification from the Federal Aviation Administration, scaling up manufacturing, building supporting infrastructure and designing a front-end service.

Positive chain ▲



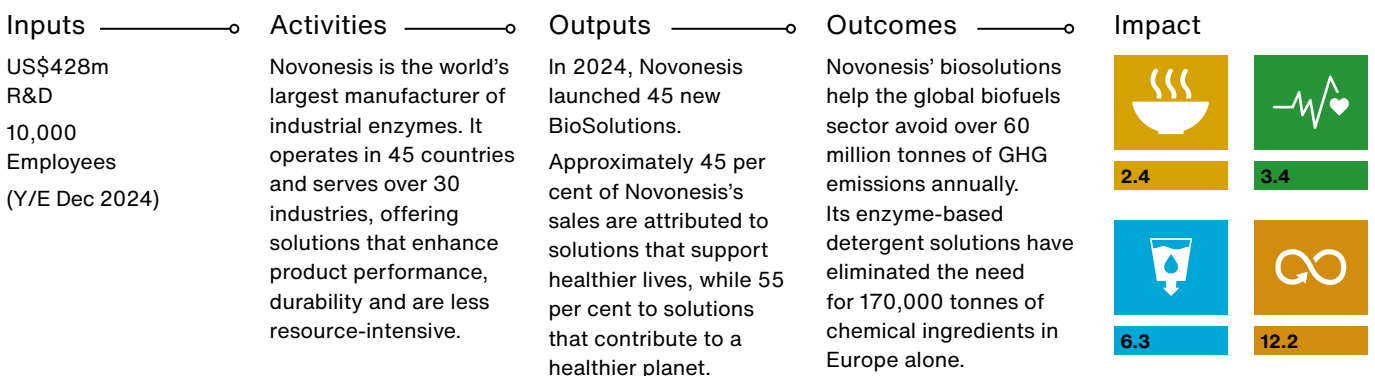
Novonesis

First invested **January 2024***

Positive Change hypothesis

Novonesis is the world’s leading manufacturer of industrial enzymes, cultures and microbial solutions. Its products are used across a wide range of sectors, from household products to food and dairy, and animal and human health. Novonesis helps customers make their products and processes more efficient, effective and less resource-intensive. In several markets, its innovations also reduce reliance on more harmful alternatives, such as antibiotics and chemical fertilisers. Novonesis’ scale, focus and commitment to long-term innovation present substantial hurdles for new market entrants and should support superior performance compared to major peers. We believe that as demand for biological solutions continues to rise, Novonesis is well-positioned for long-term growth.

Positive chain ▲



* Novonesis was created through the merger of Novozymes and Chr Hansen in January 2024, both of which were held in the portfolio since January 2017.

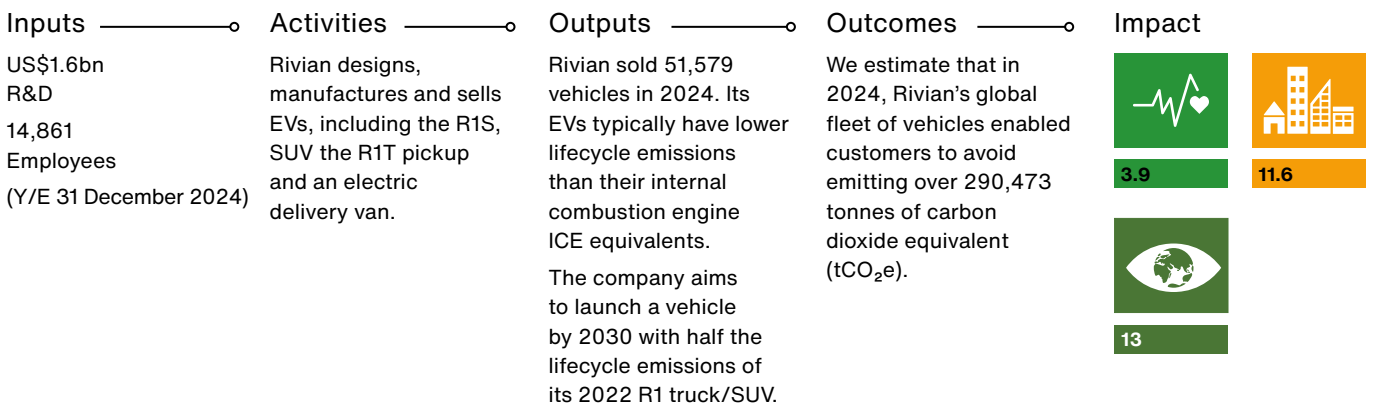
Rivian

First invested **February 2024**

Positive Change hypothesis

Rivian is poised to become one of the few car manufacturers capable of achieving meaningful electric vehicle (EV) production volumes, playing a key role in decarbonising the transport of people and goods. This contributes to climate change mitigation and improved air quality. While still in the early stages of growth, Rivian has many ingredients needed to scale successfully, including high-quality products, strong capital reserves, supportive shareholders and customers, and a trustworthy and ambitious management team committed to driving positive change within its industry. As software becomes increasingly central to vehicle performance, EVs are reshaping the competitive dynamics of the auto industry, enabling players such as Rivian to build durable competitive edges and achieve stronger profitability than was typical in the internal combustion engine (ICE) era.

Positive chain ▲



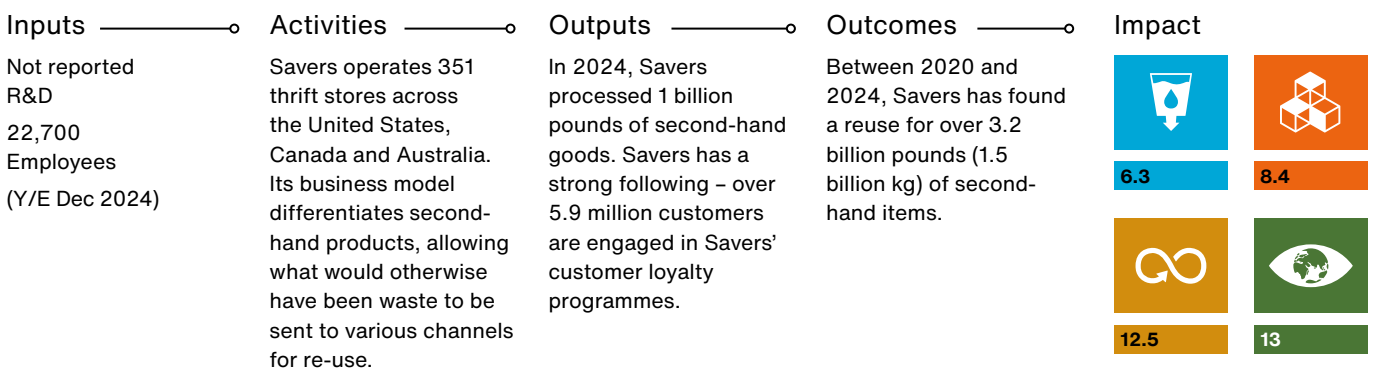
Savers Value Village

First invested **October 2024**

Positive Change hypothesis

Savers Value Village is a thrift store chain operating in the US and Canada. Through collecting and sorting vast quantities of second-hand goods that it then sells through its stores, Savers is contributing to the circular economy and reducing the volume of textiles that go to landfill. The rising propensity to purchase second-hand goods supports its store roll-out ambitions.

Positive chain ▲



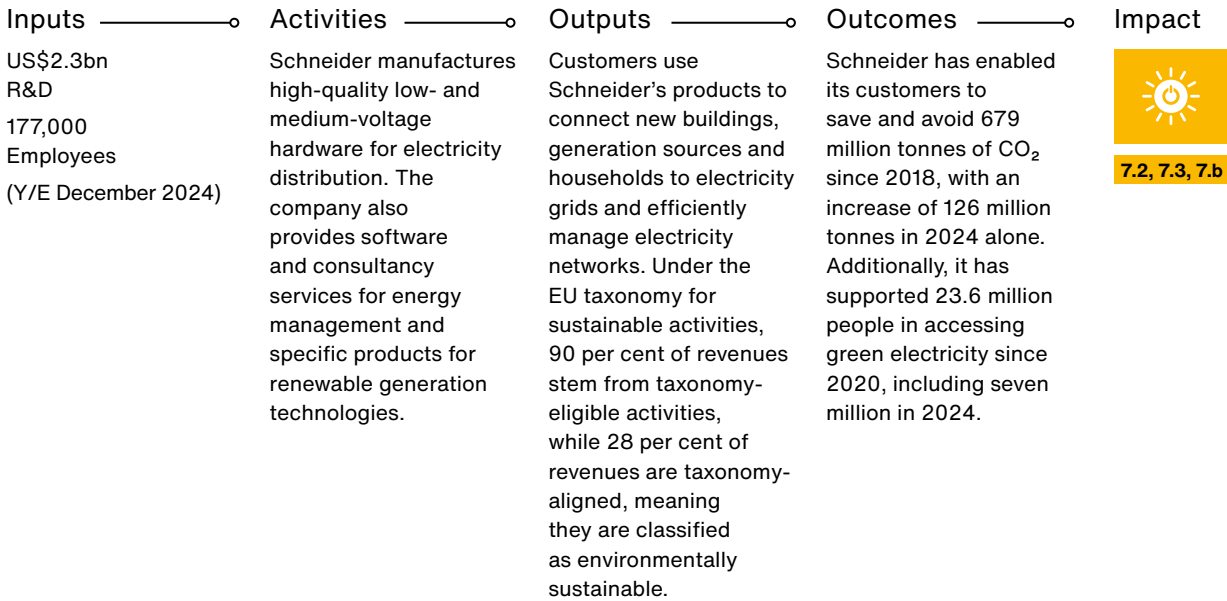
Schneider Electric

First invested **August 2024**

Positive Change hypothesis

Schneider is well-positioned to capitalise on the growing demand for electrical management products and services, particularly from data centres and utilities. The industry structure is attractive due to the importance of distributors and the fact that electrical components, while typically a small part of the overall project cost, are vital to performance. The financial characteristics of the industry are attractive and have the potential to improve. Over the next decade and beyond, sales are expected to grow at a mid- to high-single-digit pace. Combined with margin expansion and sensible capital allocation, this should result in low-teen total shareholder returns over the period.

Positive chain ▲



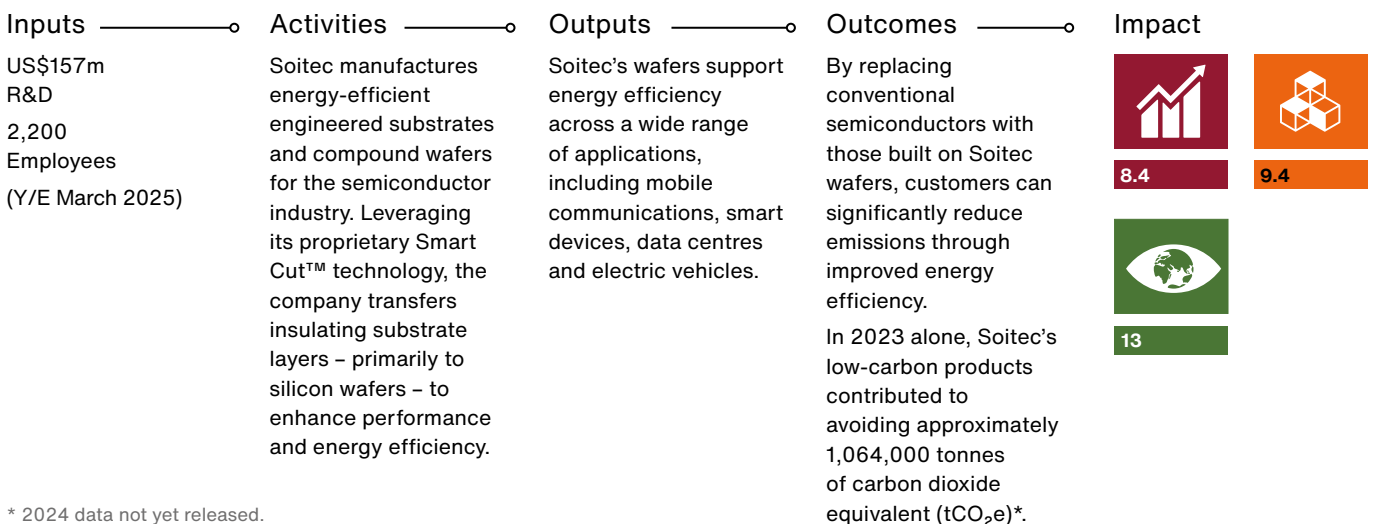
Soitec

First invested **August 2024**

Positive Change hypothesis

Soitec develops advanced engineered substrates for the semiconductor industry, which reduce energy consumption, heat generation and signal interference. The company holds a leading position in radio frequency substrates used in mobile handsets and infrastructure, and is expanding into growth sectors such as smart devices and electric vehicles (EVs). Its technological advantage is anchored in its proprietary SmartCut™ process – whereby it removes an ultra-thin, uniform layer of one substrate and bonds it to another. Soitec's growth is driven by global megatrends including electrification (eg, EV powertrains and green energy infrastructure), digitalisation and artificial intelligence (AI), particularly in data centre photonics and edge computing. By replacing conventional silicon wafers with Soitec's engineered alternatives, customers can save energy and reduce carbon emissions.

Positive chain ▲



* 2024 data not yet released.

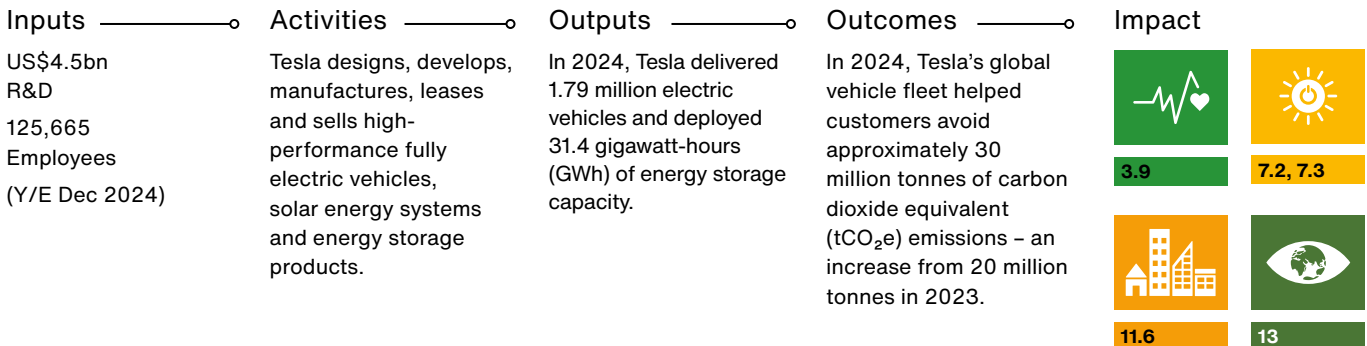
Tesla

First invested **January 2017**
Sold in **January 2025**

Positive Change hypothesis

Tesla's mission is to accelerate the global shift to a sustainable energy system through the development and commercialisation of electric vehicles (EVs), solar energy solutions and energy storage technologies. The adoption of EVs continues to grow, fuelled by falling costs, enhanced performance, supportive regulation, and increasing climate awareness among consumers. Likewise, advances in technology and improving economics are driving uptake in solar generation and storage. Tesla's strong competitive positioning and innovation-led approach place it at the forefront of the energy transition, with the potential to deliver long-term value for shareholders.

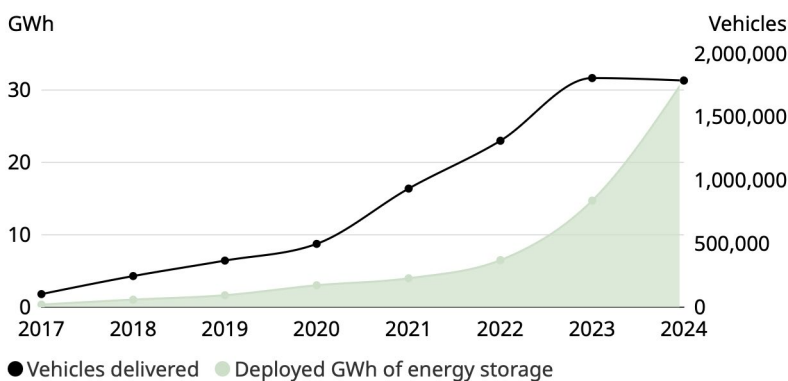
Positive chain ▲



Long-term progress ▲

Tesla has demonstrated remarkable operational progress for a relatively young company operating in a mature and complex industry. Since our initial investment, vehicle deliveries have grown from approximately 100,000 in 2017 to nearly 1.8 million in 2024. Over the same period, energy storage deployments have increased more than 85-fold. While solar deployment has slowed, it forms part of Tesla's integrated approach to renewable energy and automation. The company continues to innovate across its core product lines, with a high degree of vertical integration that positions it as a key catalyst for industry transformation.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲

Share price return (US\$)*
1348% Cumulative
71% pa
32% Revenue growth pa

*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon.
Past performance is no guarantee of future results.
Source: Revolution, Factset and MSCI. US dollars.
As at 31 December 2024.

Real world context ▲

Global electric vehicle adoption has surged, with new registrations rising from 1.2 million in 2017 (1.4 per cent of total vehicle sales) to nearly 17 million in 2024 – representing around 20 per cent of global car sales. Battery storage capacity is also expanding rapidly: global additions grew from 1 gigawatt (GW) in 2017 to 28 GW in 2022. However, significantly more capacity is needed to support an energy system increasingly reliant on intermittent renewable sources. According to the International Energy Agency (IEA), grid-scale battery storage must grow 35-fold to nearly 970 GW by 2030, with 170 GW of new capacity required in 2030 alone.

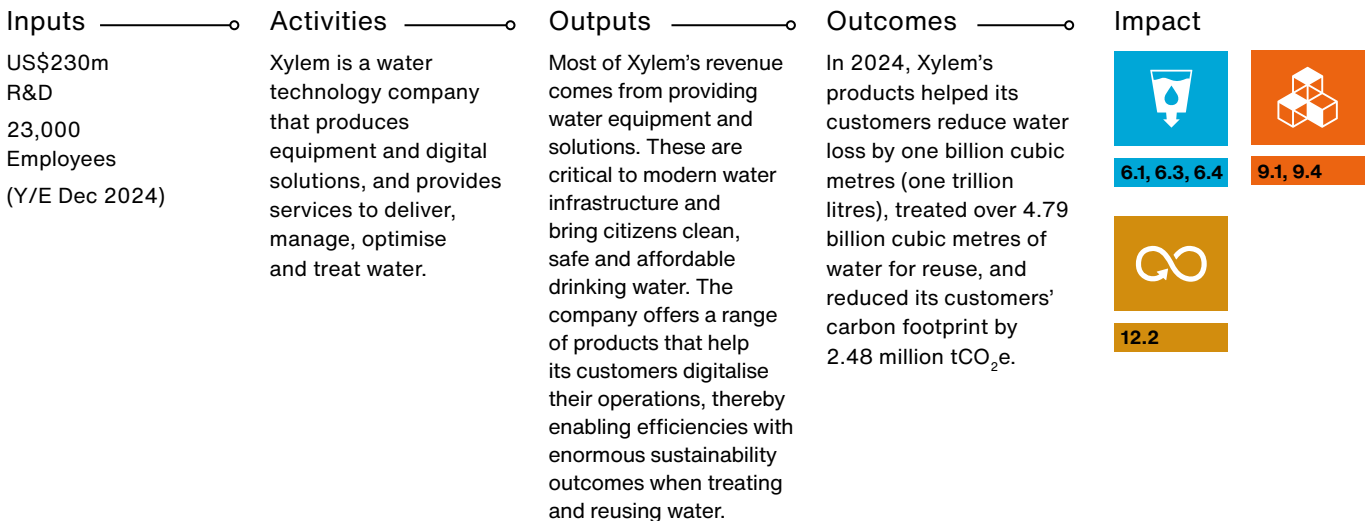
Xylem

First invested **January 2017**

Positive Change hypothesis

Xylem manufactures pumps, filters, and treatment and testing equipment for modern water infrastructure. As a global water company, Xylem's scale in distribution, research and development (R&D), and reputation should give the company an advantage as utilities and governments look for more efficient ways to address water challenges. The need to improve access to clean sanitation, reduce water pollution and upgrade ageing infrastructure should support attractive long-term growth prospects for Xylem.

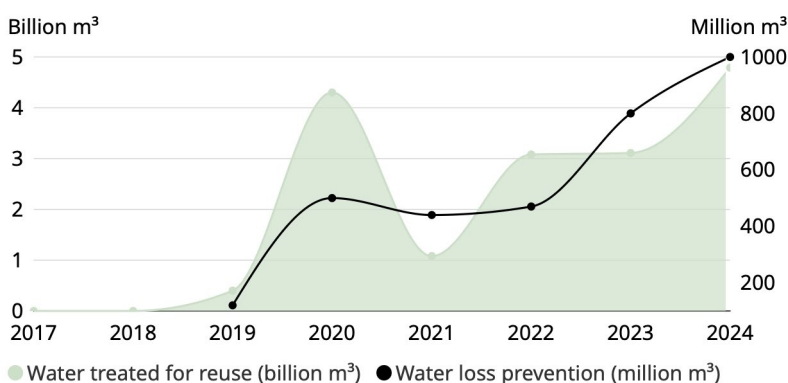
Positive chain ▲



Long-term progress ▲

Xylem has strengthened its leadership position in water technology through sustained investment in research and digital innovation and broadening its product portfolio. Following its 2023 acquisition of Evoqua, the combined business has expanded its presence in water treatment and monitoring. In 2024, Xylem accelerated the rollout of its advanced analytics and smart infrastructure platforms, helping utilities and industrial clients reduce water loss, energy use and chemical consumption. It has expanded its product range to include solutions to tackle per- and poly-fluoroalkyl substances and other emerging contaminants in water, reinforcing its impact on public health and the environment.

Impact objective ▲



Source: Baillie Gifford, based on company data.

* Since 2019 these have been classified according to the FTSE LCE classification.

Investment objective ▲

Share price return (US\$)*

56% Cumulative
9% pa

10%
 Revenue growth pa

*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon.

Past performance is no guarantee of future results.

Source: Revolution, Factset and MSCI. US dollars.

As at 31 December 2024.

Real world context ▲

The global water crisis has intensified, with increasing demand for clean water and sanitation. Currently, 2.4 billion people live under water stress, which has devastating impacts on public health and economic development. Water management is carbon-intensive, with global water and wastewater management contributing 10 per cent of global greenhouse gas emissions. While progress is being made on water-use efficiency and access globally, efforts need to accelerate across all parts of the economy, especially in areas prone to water stress.

Healthcare and quality of life



Introduction

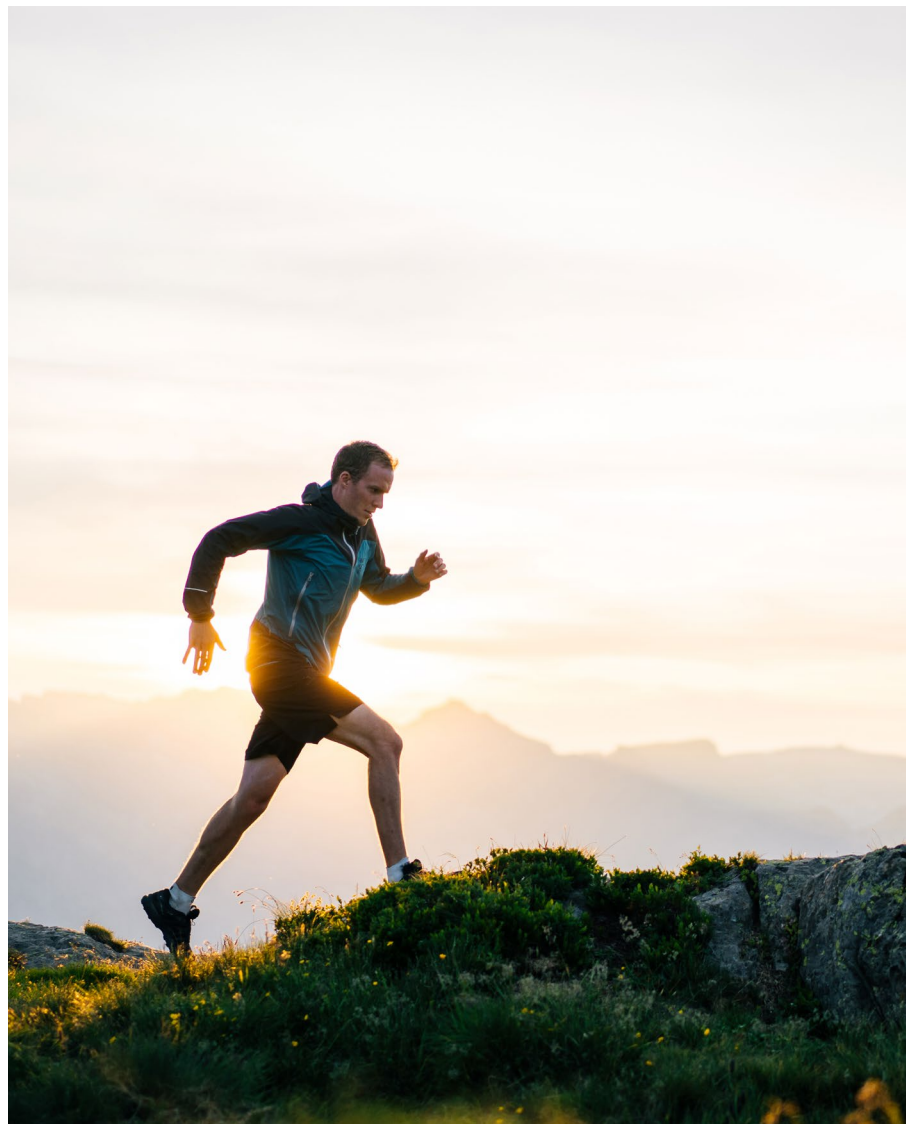
The rise in lifestyle and age-related diseases, the challenges associated with complex healthcare systems, and rising costs and inequalities mean that there are large opportunities for companies to address.

Despite the significant challenges that remain in gaining access to healthcare and tackling the global disease burden, there is much to be positive about. Advances in technology, our understanding of biology, personalised treatments and preventative medicine provide significant cause for optimism.

The Positive Change Team invests in and supports innovative companies pioneering new technologies designed to improve health outcomes across the globe and those helping to make quality healthcare and treatments available to more people.

2024 transactions

New buys	Complete sales
Insulet	10x Genomics
Vertex	Discovery Limited
	WuXi Biologics



Positive Change — part of the solution

The Positive Change portfolio aims to identify and invest in companies that contribute to improved health outcomes in diverse ways. Solutions in the portfolio today are helping improve our understanding of disease, prevent and treat diseases, and enable efficient health systems.

The Challenges

- **Lifestyle and age-related diseases** are on the rise. Each year, around 18 million people die from non-communicable diseases before age 70, predominantly in low- and middle-income countries.
- Millions of people still suffer from **incurable diseases**. For example, over 55 million people globally are living with dementia, for which there is no known cure. Continued research and innovation are essential to find better treatments and cures for such diseases.
- **Rising healthcare costs** are a significant concern. The financial strain of healthcare can prevent people seeking the necessary care and medical debt can trap individuals, and their families, in a cycle of financial hardship. Healthcare costs cause financial hardship for around two billion people each year.
- Many people around the world **lack access to essential medications and basic healthcare services**. Decades of progress of expanding healthcare coverage has stagnated since 2015, leaving billions without full access to essential health services.

Improving our understanding of diseases

Biology is complex, but a convergence of technologies is helping to explore it in increasing detail. Single-cell analysis platforms, advances in imaging and the proliferation of artificial intelligence are allowing scientists to make rapid progress in understanding diseases and their root causes.

One company benefiting from this convergence is **AbCellera**, which has a portfolio of technologies and services that can help scientists and drug companies discover better antibody-based medicines and get them to patients faster and more cheaply.

Illumina is not only a provider of the most advanced technologies but also an innovator. Its increasingly affordable genome sequencing technology enables the identification and, in some cases, preventative or targeted treatment of many diseases, including rare cancers.

Disease prevention

Diseases hurt both individuals and society. One way to reduce harm and save costs is to prevent them from occurring in the first place.

One method of disease prevention that has historically proved very successful for certain diseases is vaccination. **Moderna's** application of mRNA technology in vaccines has enormous potential to prevent diseases. Moderna is working on vaccines for ten other infectious diseases, such as HIV, Lyme's and Influenza, as well as rare diseases, respiratory diseases and cancers.

Treating diseases

New treatments should either lead to a cure or substantially improve patient outcomes without compromising their quality of life.

Anylam, whose RNA-interference-based drugs identify and silence faulty genes causing disease, has several commercial treatments, including for Hemophilia, with more than 15 others in development, such as its Alzheimer's programme.

Vertex is a new investment in 2024. In addition to an established franchise in cystic fibrosis treatments, it has an innovative new gene editing therapy for sickle cell disease and a newly launched pain medication, which has the potential to reduce opioid use disorder significantly.

We also invest in **Dexcom**, whose continuous glucose monitoring (CGM) devices enable diabetic patients to manage their glucose levels better and empower them with the information they need.

Insulet, with its Omnipod insulin pump, also treats diabetes. Like Dexcom, it enables better blood glucose management and simplifies insulin delivery for those who require it, reducing the risk of complications and more serious disease.

Health system efficiency

As the global population ages, healthcare systems must adapt to rising demand while containing costs.

Costly inefficiencies in healthcare systems include the time it takes to develop new drugs, ineffective treatments with severe side effects, misdiagnosis and operational complexity.

Historically, drug development has taken about ten years and costs US\$1bn per drug, with only a 9 per cent chance of it being approved and commercialised successfully.

Sartorius provides single-use equipment for manufacturing biological products such as antibodies and vaccines. It enables the biotechnology industry to operate with greater flexibility, lowering costs and the environmental impact of drug development and manufacturing.

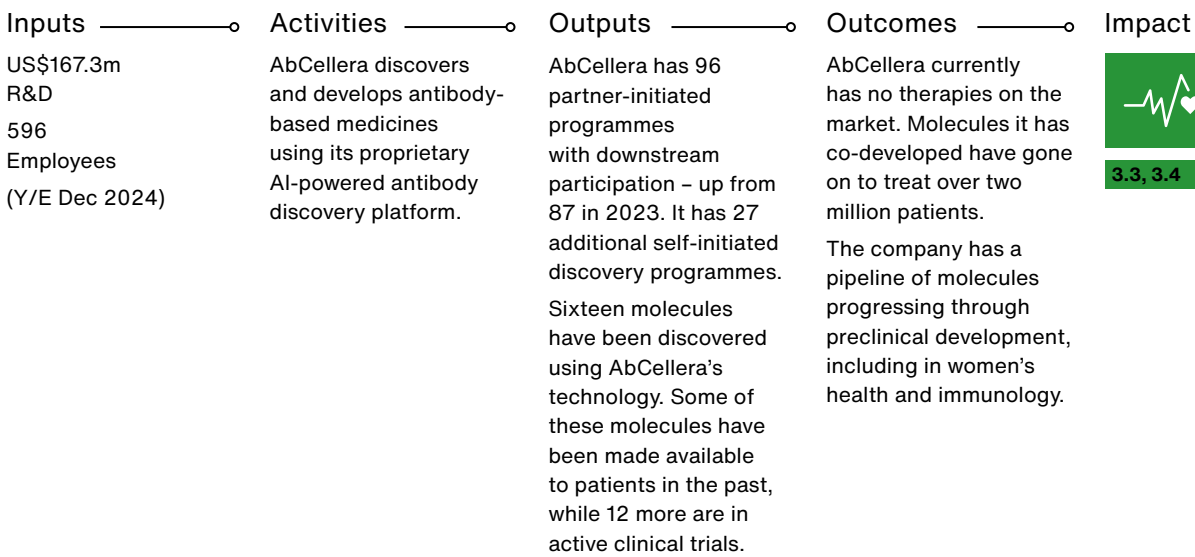
AbCellera

First invested **March 2021**

Positive Change hypothesis

AbCellera is a best-in-class antibody discovery company. AbCellera has a differentiated technology stack, consisting of proprietary immunisation methods, single-cell screening, bi-specific engineering, continuous process improvements, and the use of data and software. This enables AbCellera to speed up the discovery process and to develop drugs which have proved hard using traditional methods. As well as in-house development programmes, AbCellera provides antibody discovery services to biotech and large pharmaceutical companies in exchange for research fees, milestone payments, and royalties. Antibodies are a promising class of therapeutics and we believe AbCellera’s technology and business model should enable the company to build a portfolio of valuable assets in this growing market.

Positive chain ▲



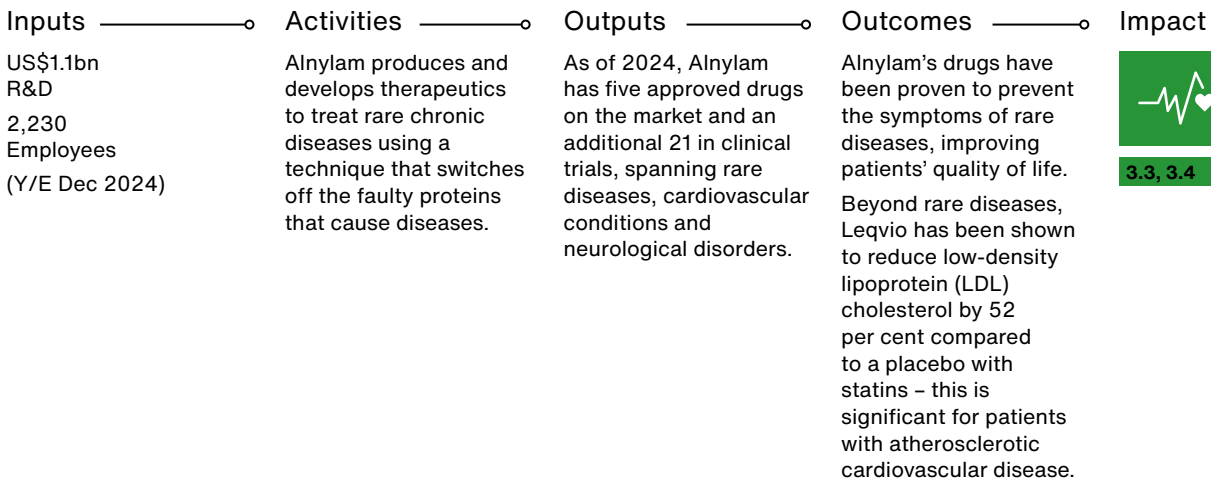
Alnylam

First invested **January 2017**

Positive Change hypothesis

Alnylam is a biotechnology company developing a new class of highly innovative drugs based on a breakthrough biological discovery known as RNA interference (RNAi). In addition to developing its own RNAi drugs, Alnylam has built up extensive technology and patents, which it licenses to other pharmaceutical companies. Today, Alnylam has five commercial RNAi therapeutic products and is poised for significant revenue growth and profitability. The company’s focus on rare and prevalent diseases, including hypertension and Alzheimer’s, could significantly expand its patient reach and impact on health outcomes in the coming years.

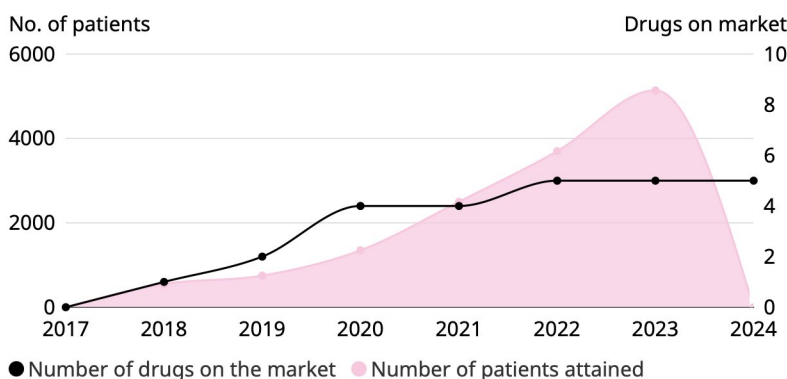
Positive chain ▲



Long-term progress ▲

Alnylam has been significantly de-risked since we first took a holding in 2017, achieving impressive revenue growth. The company now has five approved RNAi therapeutics on the market compared to none in 2017. With a range of ongoing clinical trials, the company is expanding its drug development efforts beyond genetic diseases into much more common diseases. Over the past year, we saw particularly positive late-stage trial results for treating ATTR-CM (a potentially fatal disease of the heart muscle) and advancements in programmes for very prevalent diseases, including hypertension and Alzheimer’s. With such progress, we expect Alnylam’s breadth of impact to increase over time, compared to the relatively low numbers of patients its drugs have treated.

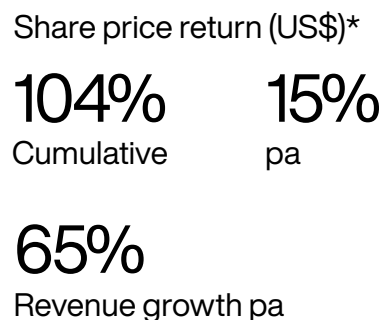
Impact objective ▲



● Number of drugs on the market ● Number of patients attained

Source: Baillie Gifford, based on company data.
 Patients attained are as reported in Alnylam’s FY report; Alnylam reaches more patients indirectly through partnerships, but since these are not included in the annual reporting, they are not included in the numbers shown above.

Investment objective ▲



*12% pa MSCI ACWI return (US\$).
 Metrics over the five-year time horizon.
 Past performance is no guarantee of future results.
 Source: Revolution, Factset and MSCI. US dollars.
 As at 31 December 2024.

Real world context ▲

Their innovative mechanism of action, ability to target a wide range of diseases at the genetic level, and their potent and durable effects have meant increased excitement about RNAi therapeutics, with potential in a wide range of illnesses beyond genetic disease. With a pipeline of 26 (five of which are at a commercial stage), Alnylam is at the forefront of RNAi development and is now looking at indications beyond rare genetic diseases, such as Alzheimer’s and type 2 diabetes.

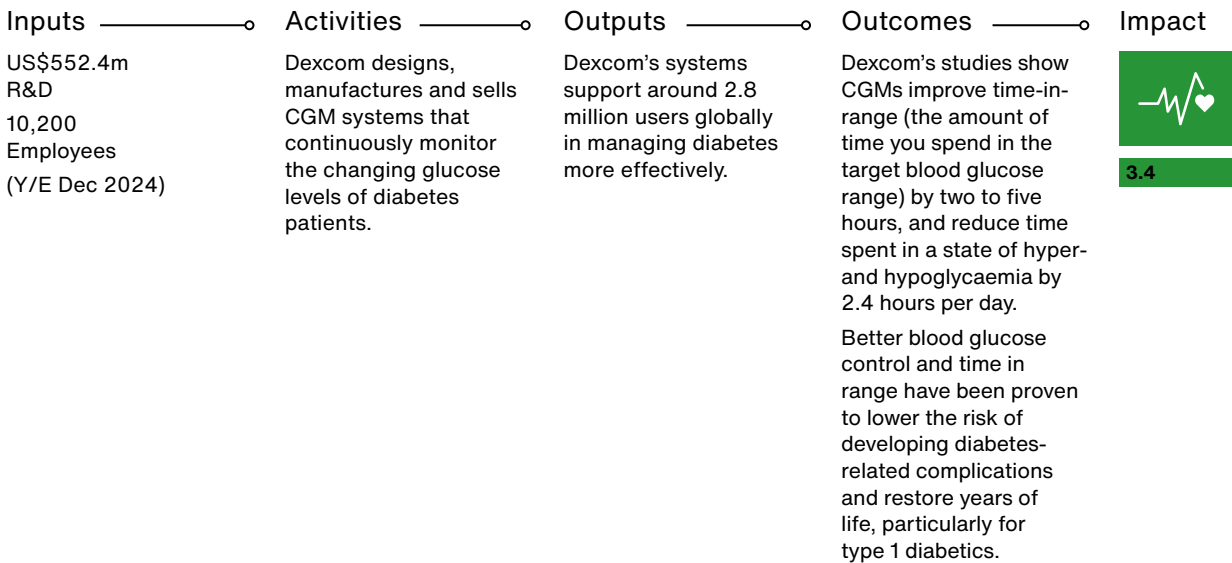
Dexcom

First invested **January 2017**

Positive Change hypothesis

Dexcom’s continuous glucose monitors (CGMs) empower diabetic patients to manage their condition more effectively. Diabetes is a chronic, life-threatening condition affecting millions worldwide. By offering real-time glucose tracking, Dexcom’s CGMs outperform traditional finger-prick tests, improving quality of life and helping reduce the long-term costs of diabetes-related health complications. We expect CGMs to become the standard of care for insulin-intensive patients and believe they could also play a key role in preventing the onset of type 2 diabetes. With significant global growth potential, both within existing patient groups and new ones, Dexcom is well-positioned to lead, due to its technological leadership, strong distribution and growing brand recognition.

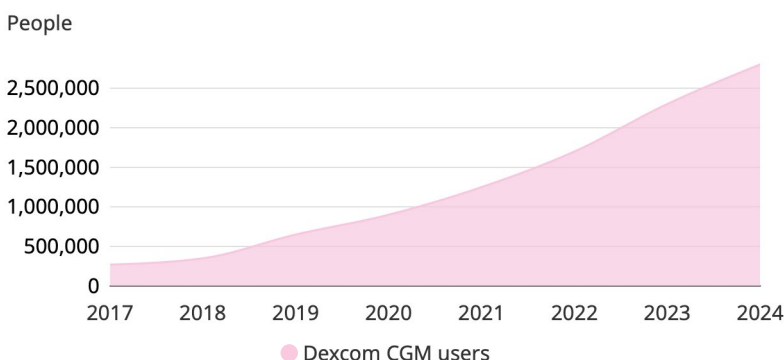
Positive chain ▲



Long-term progress ▲

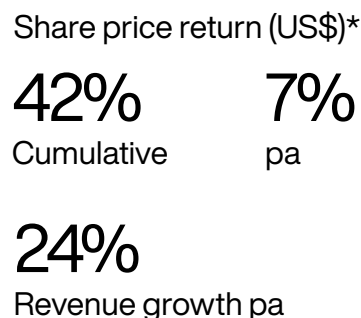
Since 2017, Dexcom has launched two new device generations, making its CGMs smaller, more accurate and easier to use. Over this period, Dexcom’s revenues have more than quintupled as patient adoption across different cohorts has increased. Some execution mis-steps and greater competition weighed on share price over 2024, however we believe the company has taken positive action to address these challenges. Dexcom continues to unlock exciting structural growth opportunities such as type 2 patients and the prediabetes market. In 2024, it launched Stelo, the first CGM in the US and UK that can be purchased without a prescription, aimed at adults with type 2 diabetes and prediabetes.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲



*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon. Past performance is no guarantee of future results. Source: Revolution, Factset and MSCI. US dollars. As at 31 December 2024.

Real world context ▲

An estimated 589 million adults live with diabetes. This is projected to rise to 853 million by 2050. Studies have found that, globally, on average, a type 1 diabetic loses around 34 years of healthy life when their diabetes is not managed. If CGM access were universal, 741,000 additional lives could be saved by 2040.

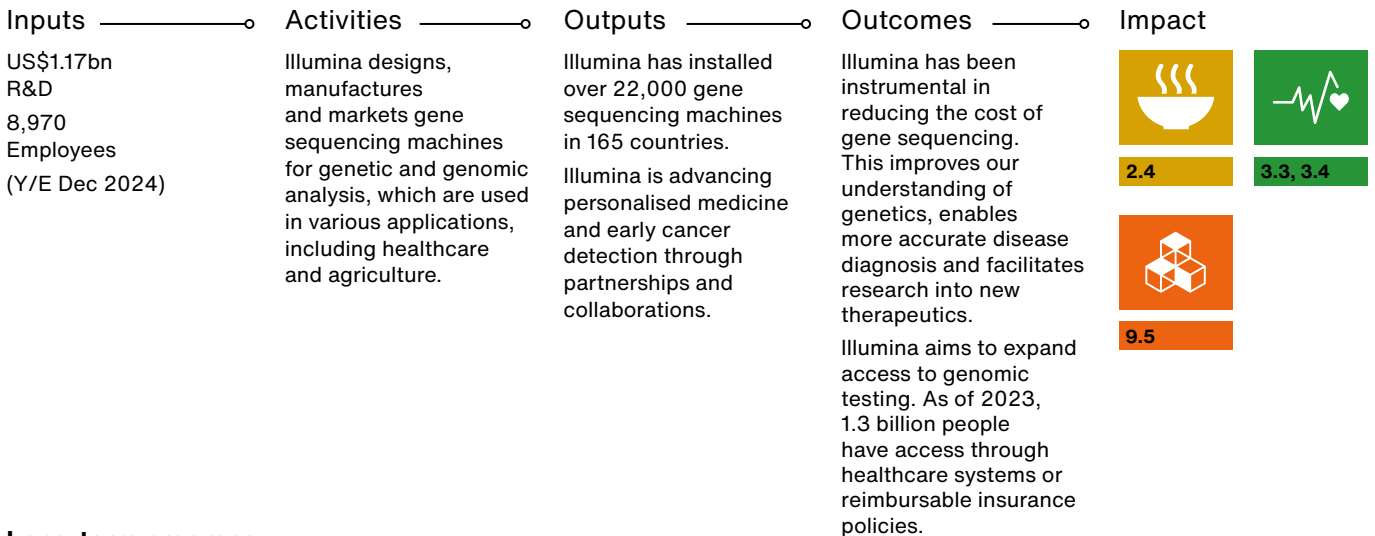
illumina

First invested **January 2017**

Positive Change hypothesis

illumina is the leading provider of next-generation sequencing (NGS) tools and array kits that allow researchers to analyse many samples simultaneously for large-scale genetic studies. It sits at the centre of the genomics revolution, helping researchers and clinicians make genomic discoveries with the potential to help us better understand, diagnose and treat diseases. Its products have been used in research for a long time and using them in clinical settings offers exciting growth opportunities. Having pioneered the NGS market, it has reduced sequencing costs, and is the market leader with the financial and technical capabilities to maintain its strong competitive position in this growing market.

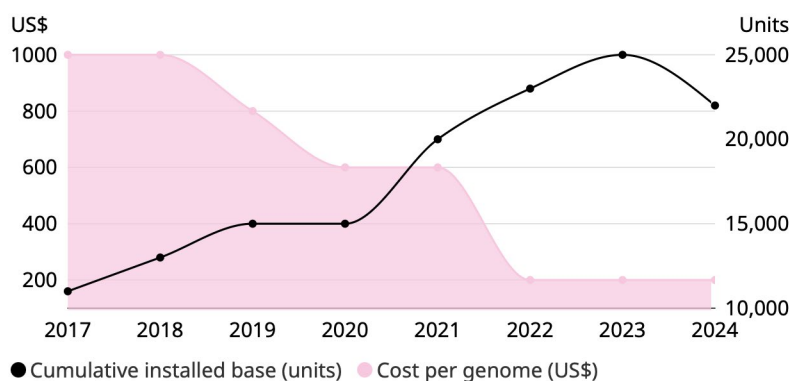
Positive chain ▲



Long-term progress ▲

The company has suffered some operational challenges due to both internal and external factors. Internal challenges included poor capital allocation in 2021 and diminished customer focus. External challenges have included a proxy battle due to these operational mis-steps and a more challenging funding environment for its research customers. We believe the new management team has taken actions that will increase the chances of success in illumina capitalising on the growing adoption of its products in the clinical market. We are pleased to observe the focus on customer needs, innovation and pricing.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲

Share price return (US\$)*

-59% Cumulative

-16% pa

5% Revenue growth pa

*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon. Past performance is no guarantee of future results.

Source: Revolution, Factset and MSCI. US dollars. As at 31 December 2024.

Real world context ▲

illumina has been pivotal in making genomic sequencing more accessible. It has dramatically reduced costs, from around US\$100m per genome in 2001 to under US\$200 in recent years. Technological advances, including the launch of the NovaSeq X Series, have also driven significant increases in sequencing throughput, enabling population-scale genomics and accelerating clinical use. These improvements have broadened the real-world impact of sequencing, from enabling earlier and more precise cancer diagnoses to supporting rare disease detection and shaping the future of personalised medicine. Looking ahead, illumina's expansion into areas such as proteomics, spatial biology and single-cell analysis points to a growing role in multi-omics (a biological analysis approach combining data from multiple levels of biology), deepening the potential for preventative and precision healthcare.

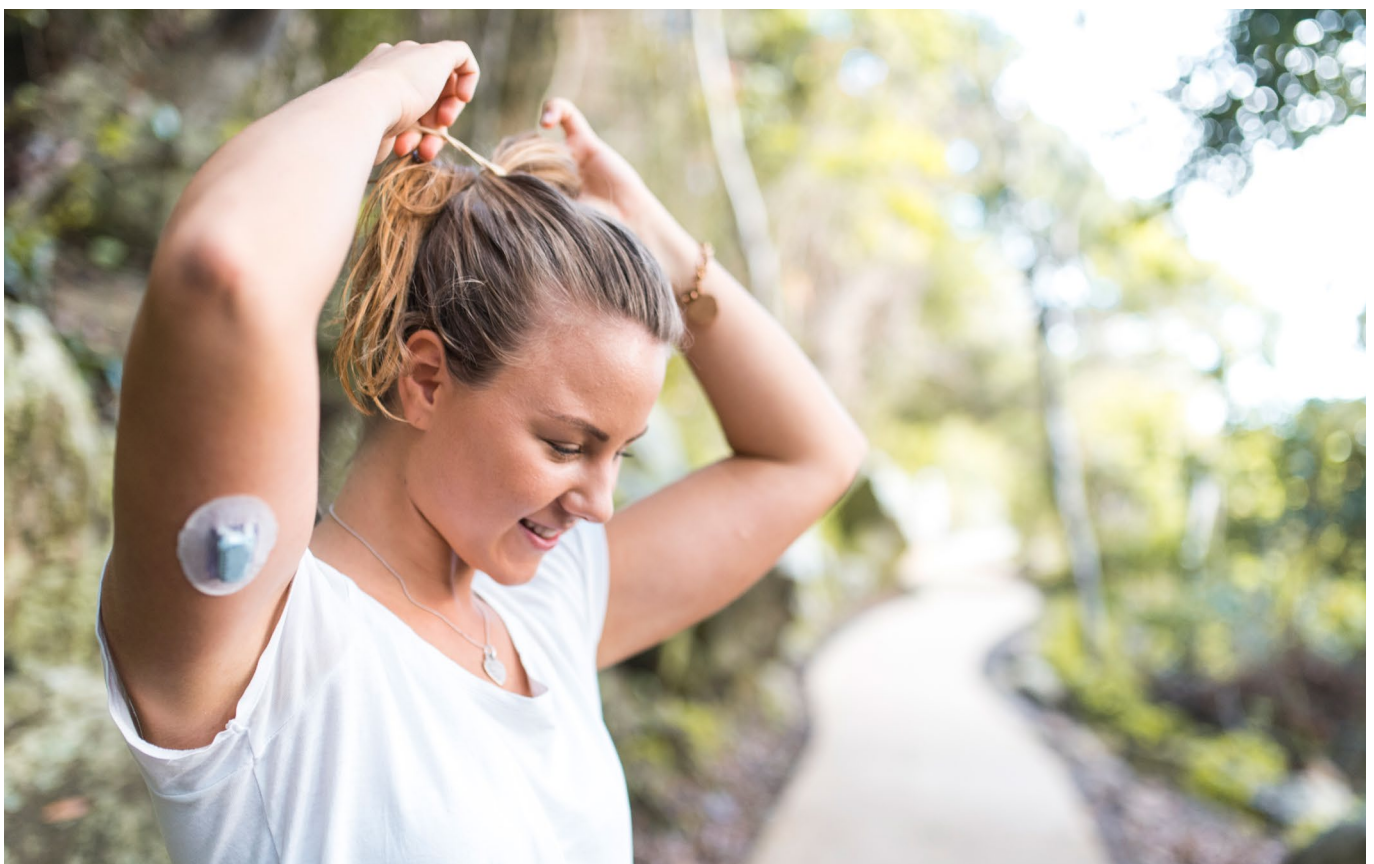
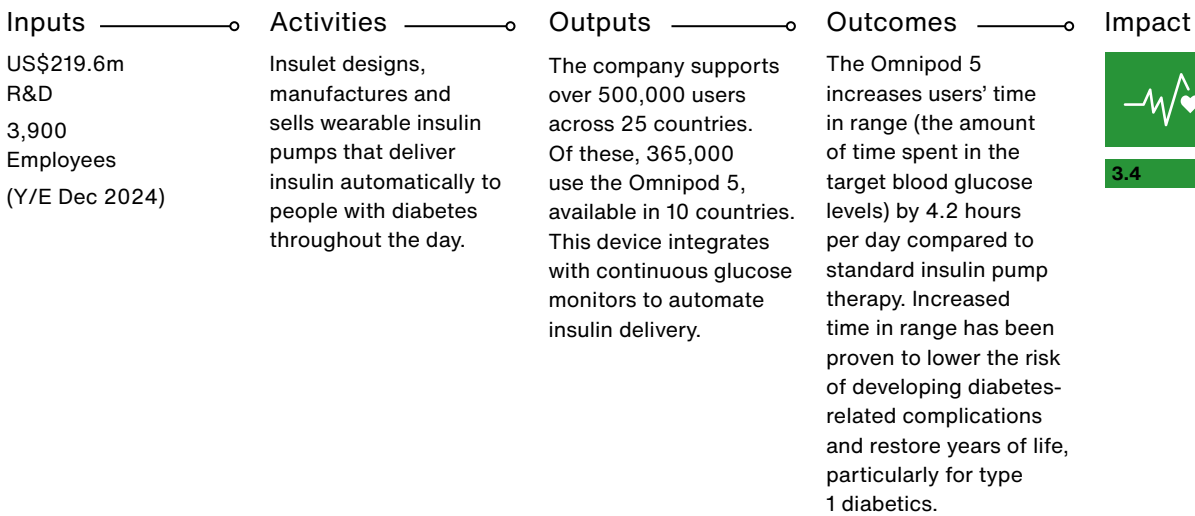
Insulet

First invested **July 2024**

Positive Change hypothesis

Insulet’s innovative insulin pumps – the Omnipod – empower diabetics to manage their condition more effectively, leading to better health and reduced healthcare spending. Globally, there are around nine million type 1 diabetics and six million insulin-intensive type 2 diabetics. Over time, we expect insulin pump adoption to rise significantly in both groups, driven by strong clinical evidence, broader reimbursement and growing awareness among patients and healthcare providers. Insulet’s pump, the Omnipod is a clear market leader within insulin pumps due to its compact, tubeless design, ease of use and improvement in medical outcome. Unlike competing devices, the Omnipod is distributed through retail pharmacy channel at a significantly lower upfront cost, which improves accessibility. The company is projected to grow revenue at a high-teens compound annual growth rate (CAGR) over the next five years, with substantial operating leverage supporting operating margins above 20 per cent.

Positive chain ▲



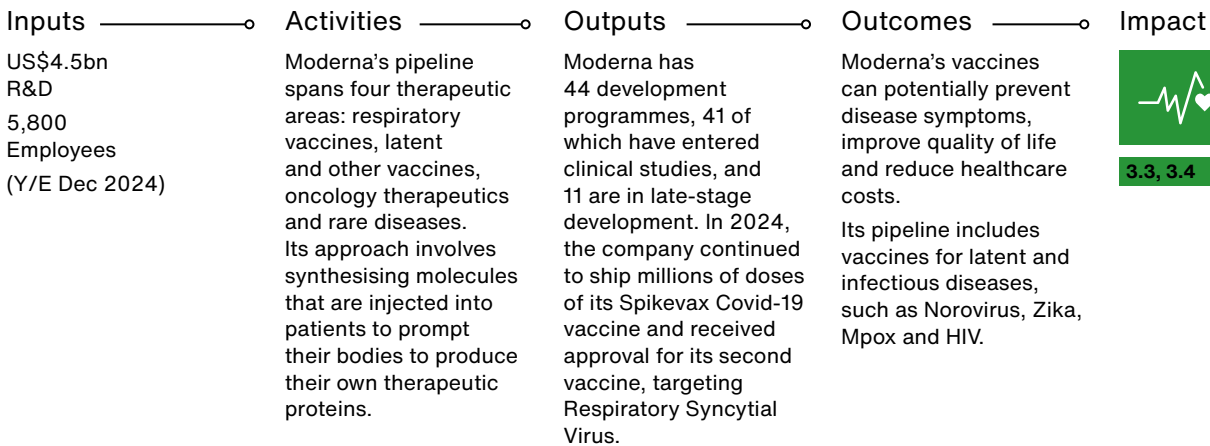
Moderna

First invested **December 2018**

Positive Change hypothesis

Moderna is creating a new category of medicines by harnessing the power of mRNA technologies. These molecules instruct the body to produce specific proteins to help the immune system prevent or treat disease. The success of Moderna's Covid-19 vaccine demonstrated that mRNA is a safe and effective technology. Leveraging the programmability of mRNA, Moderna is investing in developing vaccines and treatments for a wide range of viruses and diseases, from influenza to cancer, positioning itself to improve global health outcomes through this transformative technology.

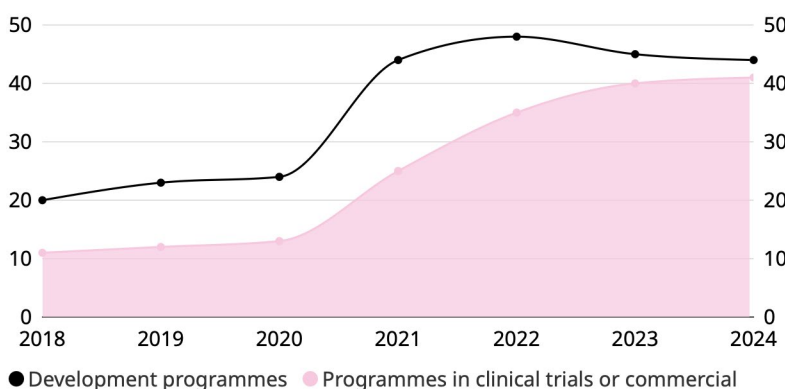
Positive chain ▲



Long-term progress ▲

When investing, we could not have foreseen Moderna's mRNA platform would be central to a global pandemic response. Hundreds of millions benefited, and as its first commercial drug, its Covid-19 vaccine, has saved many lives. This transformed Moderna rapidly from a loss-making research organisation into a commercial one, enabling it to reinvest profits into expanding its pipeline. While declining Covid vaccination rates and rising competition have posed challenges, Moderna is applying a disciplined investment approach and aims to secure approval for 10 new products by 2027.

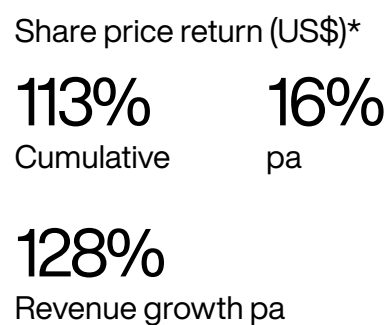
Impact objective ▲



● Development programmes ● Programmes in clinical trials or commercial

Source: Baillie Gifford, based on company data.

Investment objective ▲



*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon.

Past performance is no guarantee of future results.

Source: Revolution, Factset and MSCI. US dollars.

As at 31 December 2024.

Real world context ▲

Moderna's pipeline is typified by vaccines for diseases with no existing preventative treatments, addressing urgent global health needs. The Covid-19 pandemic highlighted the importance of preparedness against threats from viral and bacterial infections. Ageing populations and climate change are increasing vulnerability to latent and infectious diseases. Meanwhile, cancer remains a leading cause of death worldwide, with over 35 million new cancer cases predicted by 2050, which will place a massive strain on health systems. Moderna's mRNA therapeutics offer a promising path forward.

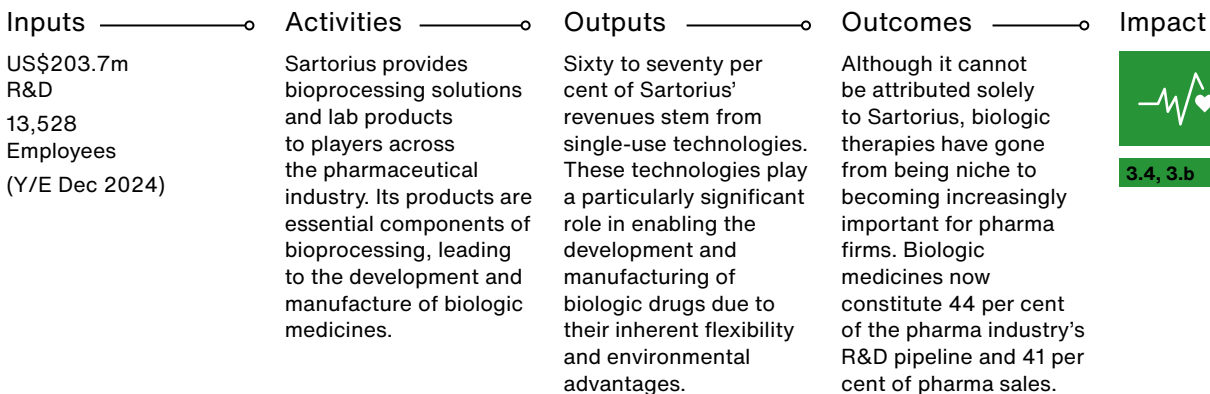
Sartorius

First invested **October 2019**
Sold in **April 2025**

Positive Change hypothesis

Sartorius supplies single-use equipment to biopharmaceutical companies and research laboratories, ranging from bioreactors to storage bags. The company is poised to benefit from growth in the biotechnology industry, driven by an increasing number of new medicines and greater adoption of single-use products. These products lower the upfront capital costs for biotechnology businesses, bring productivity gains through shorter set-up times, and require fewer resources such as energy and water compared to stainless steel products. Sartorius is a leading player due to its deep understanding of customer needs and willingness to invest both organically and through mergers and acquisitions to ensure continuous innovation to meet customer needs. Sartorius is an enabler of the biology revolution.

Positive chain ▲

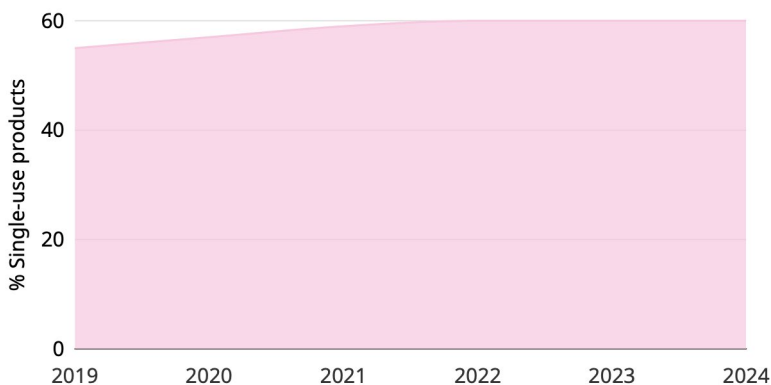


Long-term progress ▲

Since our investment, we have observed Sartorius's fundamental growth drivers in action: a healthy pipeline of innovation in biologic drugs, a growing market in biosimilars and an increasing understanding of the benefits of single-use technologies for bioprocessing. We have also seen volatility, with the Covid-19 pandemic accelerating exceptional growth, followed by a less favourable post-pandemic backdrop. Despite this uncertainty, Sartorius' capital allocation demonstrates a long-term view with notable investments in bioanalytics, downstream processing, and cell and gene therapies.

The long-term drivers for Sartorius remain intact, and the biopharmaceutical industry is showing signs of recovery. Most notably, we are seeing a continued expansion in the biologic pipeline, which gives the best indication of Sartorius' future growth.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲

Share price return (US\$)*

5.3% **1%**
Cumulative pa

13%
Revenue growth pa

*11%pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon.

Past performance is no guarantee of future results.

Source: Revolution, Factset and MSCI. US dollars.

As at 31 December 2024.

Real world context ▲

Sartorius equipment has facilitated the development and commercialisation of biological drugs. These were considered niche therapies in the 20th century, but by 2030, they are forecast to constitute 46 per cent of the drug market. Biologics are more targeted drugs, typically with fewer side effects for patients, and have enabled considerable advances in treating many disease categories, notably autoimmune diseases, cancers and genetic conditions.

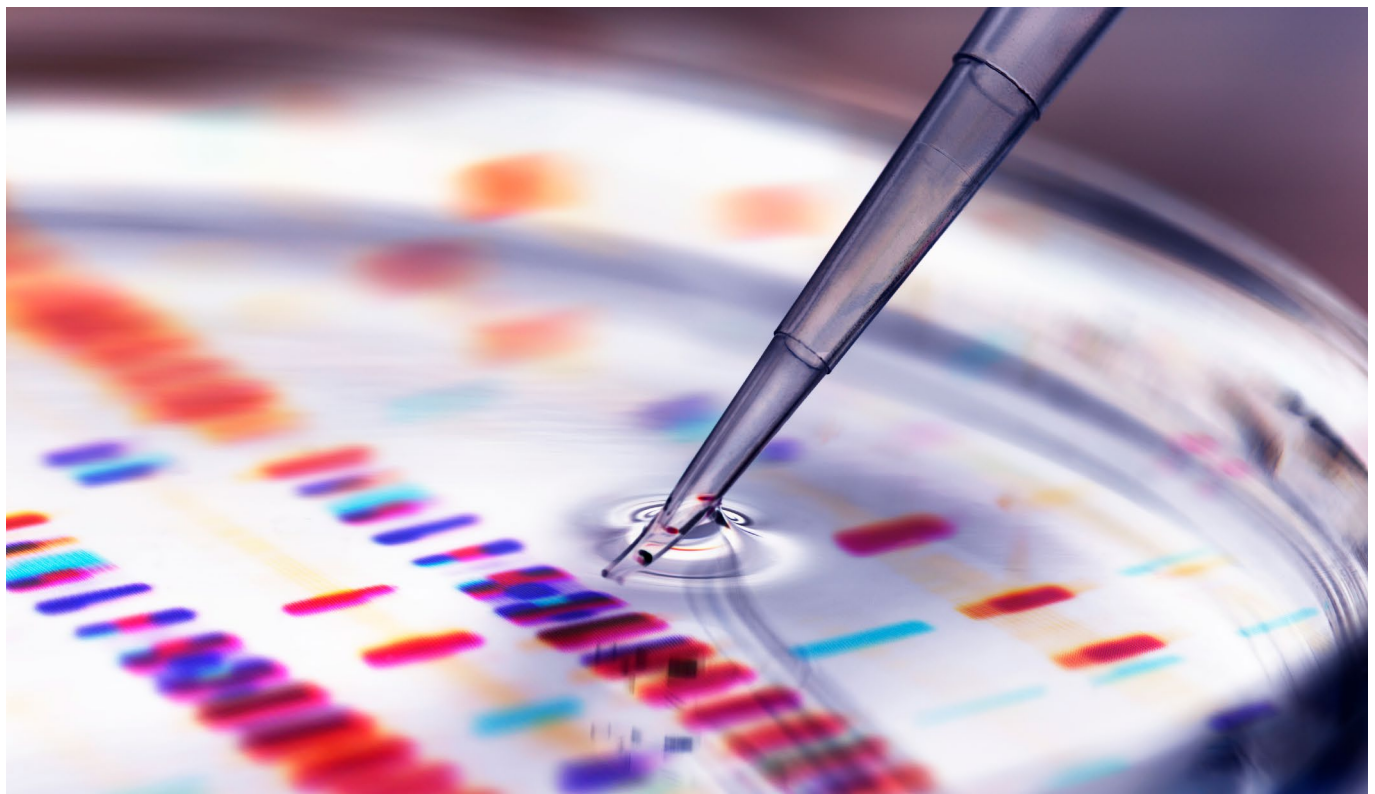
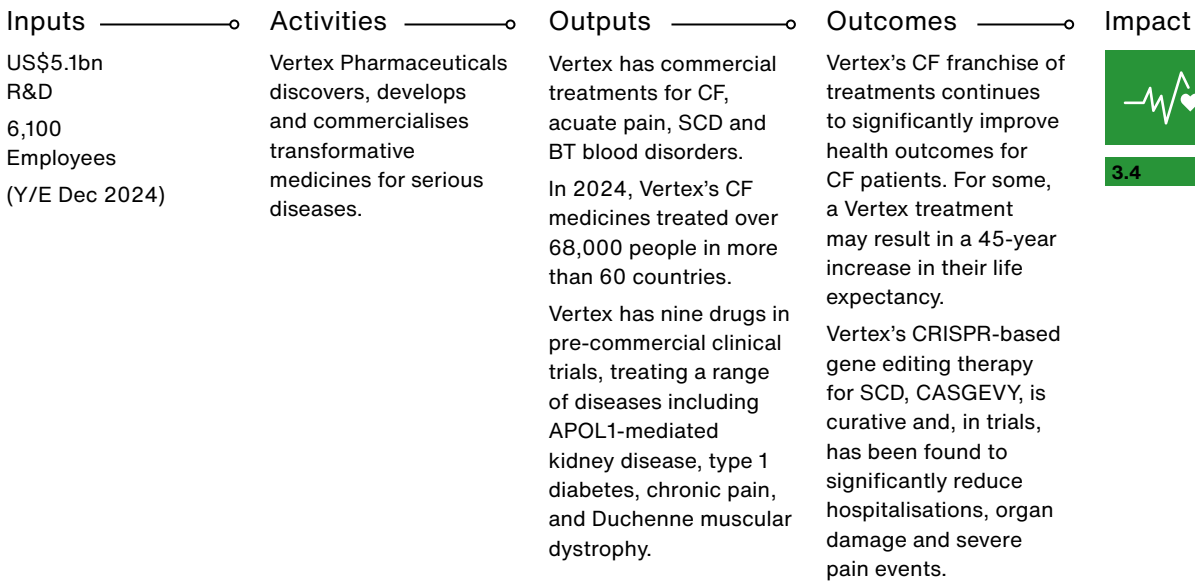
Vertex

First invested **June 2024**

Positive Change hypothesis

Vertex is a specialty pharmaceutical company dedicated to developing transformative medicines for areas with high unmet needs. The company's unique R&D approach, which is disease-led and technology-agnostic, has led to significant success. Vertex holds a strong, defensible position in the cystic fibrosis (CF) market, with its medicines generating sustainable cash flow to support R&D for other programmes. Vertex plans to expand its CF treatments to reach new patients who have not yet benefited. Over the next five years, two new treatment areas are expected to significantly contribute to revenues and profits: pain management medicines aimed at preventing opioid use disorder and a gene editing therapy for blood disorders sickle cell disease (SCD) and beta thalassemia (BT), which has the potential to be curative. Additionally, the rest of Vertex's pipeline, including treatments for type 1 diabetes and kidney diseases, is maturing and approaching approval.

Positive chain ▲



Base of the pyramid



Introduction

Despite the significant reduction in extreme poverty over the past two centuries, progress on poverty has slowed recently, exacerbated by the Covid-19 pandemic, climate change, ongoing conflicts and the unequal distribution of growth.

Around half of the world’s population lives on incomes of less than US\$3,000 per year when measured using purchasing power parity. This socioeconomic population is known as the global base of the pyramid. The number of people in this group, approximately four billion, has remained almost unchanged since 1990.

Being part of the base of the pyramid significantly impacts the stability, security, safety and quality of an individual’s life. Meeting their needs is vital for creating a prosperous and inclusive world, and we expect a growing number of business opportunities to emerge to serve them.

2024 transactions

New buys

Complete sales

Safaricom



© GWMB.

Positive Change — part of the solution

Within the base of the pyramid theme, Positive Change aims to invest in companies whose core mission is to address the challenges faced by those living on some of the lowest incomes worldwide. Products which enable financial inclusion, financial health and resilience, and access to basic services.

The challenges

- Many low-income individuals reside in countries with **limited or unequally distributed socio-economic development**. Historically, inclusive economic growth has been essential for alleviating poverty.
- **Persistent poverty** is a result of a multitude of factors that include geography, poor governance, inadequate infrastructure and connectivity, and barriers to education and healthcare.
- **Physical and economic shocks** trap people in poverty. Climate change poses significant risks to low-income populations, especially due to increased extreme weather events.
- Poverty is **multi-dimensional**, with affected individuals facing deprivations such as poor health, lack of education and inadequate living conditions. Low-income individuals often pay more for basic resources and services, including higher credit costs.

Currently, only two portfolio companies are categorised under this theme because we believe most of their beneficiaries live at the base of the global economic pyramid. Yet across our other impact themes, several companies also contribute to improving the lives of this population, some of which are described below.

In fact, at a portfolio level, Positive Change has relatively high exposure to countries where most of the base of the pyramid resides. Revenues from countries considered to be in the bottom half of the Human Development Index is 34 per cent (vs 22 per cent for the MSCI ACWI).

Financial inclusion

The world has made significant progress in financial inclusion, accelerated by the spread of the mobile phone. Today, almost 80 per cent of the world's adults have access to some form of account.

There is much work to do, not only for the 1.4 billion adults without access to a bank account but also for the underbanked – those people and businesses that lack access to more financial services that can support their unique needs.

Bank Rakyat Indonesia (BRI) is Indonesia's largest microfinance provider. With almost three-quarters of Indonesia's population considered unbanked or underbanked, BRI provides savings, credit and insurance to millions of low-income Indonesians at a reasonable cost and interest rate. The company has a strong focus on lending to micro- and small businesses (MSEs).

MSEs in low- and middle-income countries face an estimated funding gap of US\$5.7trn. Helping to close this gap across Southeast Asia, digital platform **Grab** disbursed over US\$2bn of loans to its drivers and merchants in 2024. **MercadoLibre** approved over US\$24bn of loans to over two million MSEs in Latin America in 2024. In India, 40 per cent of **HDFC's** lending goes to support priority sectors such as to MSMEs and rural communities.

Financial health and resilience

Financial services that support household resilience are increasingly important for the world's poorest in the face of climate change and other economic shocks. Both persistent and transient poverty are deeply related to households' ability to cope with shocks.

Remittances are an important way of supporting the financial resilience of over a billion people worldwide. On average, remitters send around 15 per cent of their earnings, and recipients typically spend this on meeting their basic needs, such as food and bills.

Remitly is a digital remittance company that is disrupting an industry that has historically served customers poorly with high and opaque fees. Remitly aims to offer an affordable, secure and convenient money transfer service to help migrants, predominantly in North America, financially support their friends and families in over 170 countries.

Other financial services companies in the portfolio that are supporting household resilience include **Sea**, which provides access to small amounts of credit for consumers in Southeast Asia, and **Nubank**, which continues to expand access to an increasing range of financial services in Brazil, Mexico and Colombia. For nearly six million of Nubank's customers, it was their first credit card or bank account.

Access to basic services

Many basic services remain inaccessible or too costly for low-income populations, but companies are improving access to them through new technologies and business models.

In our *Environment and Resource Needs* theme, **Xylem** manufactures pumps, filters and testing equipment used in modern water infrastructure in low- and middle-income countries. Its 2030 goal is to provide 100 million people living at the base of the pyramid with access to clean water and sanitation.

Moderna, in the *Healthcare and Quality of Life* theme, is developing vaccines for some of the diseases that disproportionately affect people experiencing poverty, such as Zika and HIV. Alnylam, too, has drugs under development for hepatitis, the burden of which is highest in South Asia and Africa.

In the *Social Inclusion and Education* theme, **Coursera** and **Duolingo** are working towards providing universal access to high-quality, low-cost education. Online education removes some of the barriers to traditional education in low-income settings and can help improve people's employment prospects and increase their economic participation. In 2024, English was the most popular language to learn on Duolingo in 135 countries, primarily in developing nations.

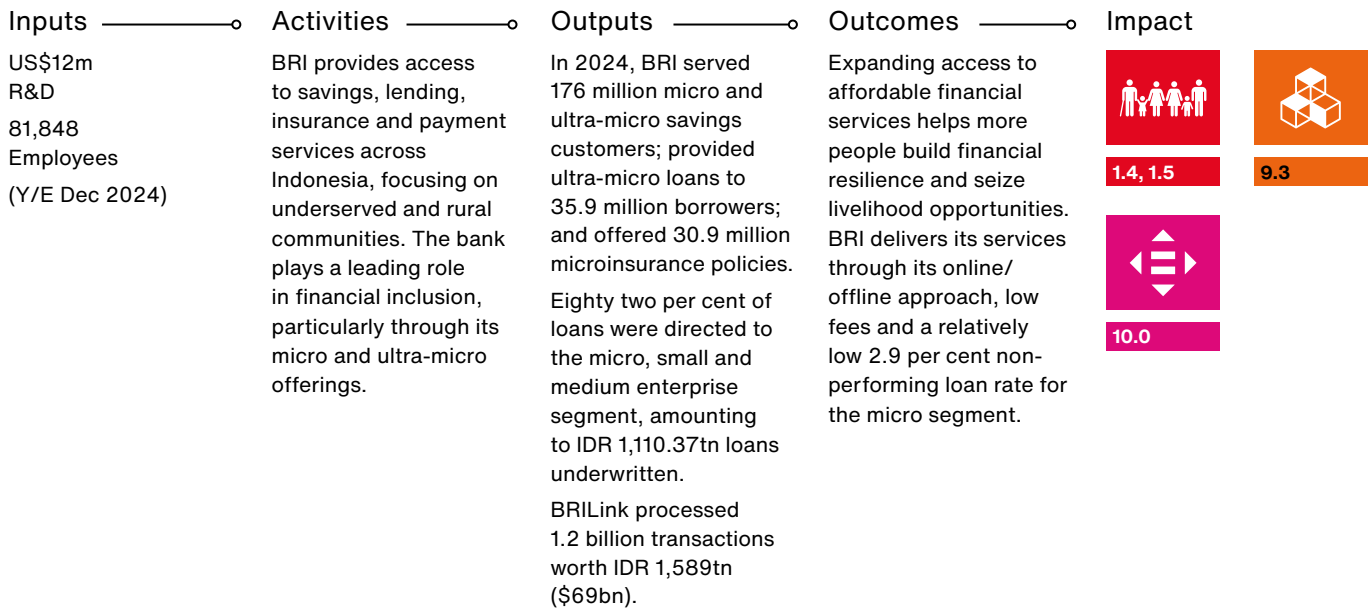
Bank Rakyat Indonesia

First invested **January 2017**

Positive Change hypothesis

Bank Rakyat Indonesia (BRI) offers microfinance in Indonesia, where approximately half of the adult population remains unbanked. BRI's competitive advantage in microfinance stems from its extensive network of rural branches. Its investment in mobile and agent-based banking enhances trust and customer relationships while providing low-cost financial services. Financial services, which can transform social outcomes, are underpenetrated in Indonesia, offering significant growth and impact opportunities.

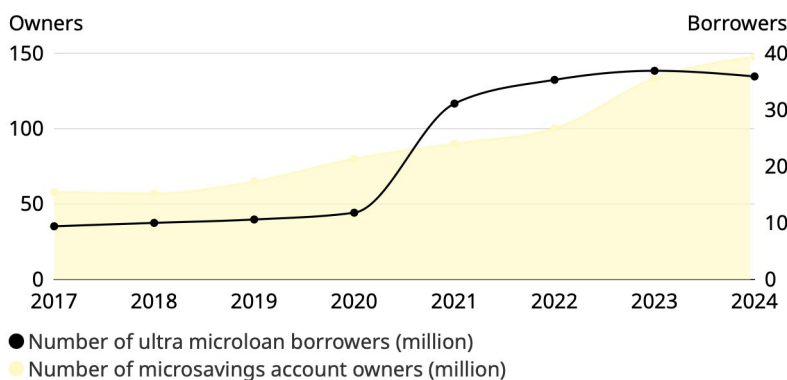
Positive chain ▲



Long-term progress ▲

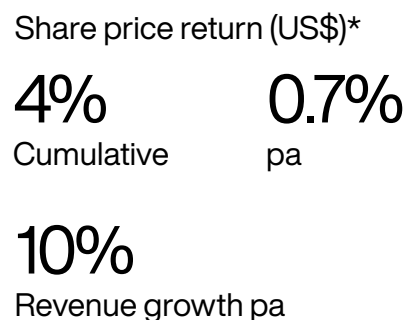
In 2024, BRI faced a rise in non-performing loans, particularly within its micro segment. The bank responded by enhancing credit controls, increasing recruitment and training of loan officers, and supporting vulnerable borrowers. BRI's focus on addressing its asset quality challenges has resulted in a modest reduction in the number of ultra-microloan recipients, slower loan growth in the micro segment, and a weaker short-term share price performance. Despite these challenges, BRI continues to prioritise financial inclusion as a core strategic objective.

Impact objective ▲



Source: Baillie Gifford, based on company data.

Investment objective ▲



*11% pa MSCI ACWI return (US\$).

Metrics over the five-year time horizon.

Past performance is no guarantee of future results.

Source: Revolution, Factset and MSCI. US dollars.

As at 31 December 2024.

Real world context ▲

Since 2017, Indonesia has made steady progress in human development. By March 2024, the poverty rate fell to a record low of 9 per cent, and the Human Development Index rose from 70.81 to 75.02. Financial inclusion also improved, with 72.6 per cent of adults holding a bank account—up from 70.2 per cent in 2023—reflecting better access to formal services in rural areas.

BRI's growth mirrors this national progress. While no single company drives development, BRI's focus on underserved communities suggests a meaningful role in fostering inclusive outcomes. Still, inflation, climate risk, inequality and underemployment strain households and must be addressed to ensure resilient growth.

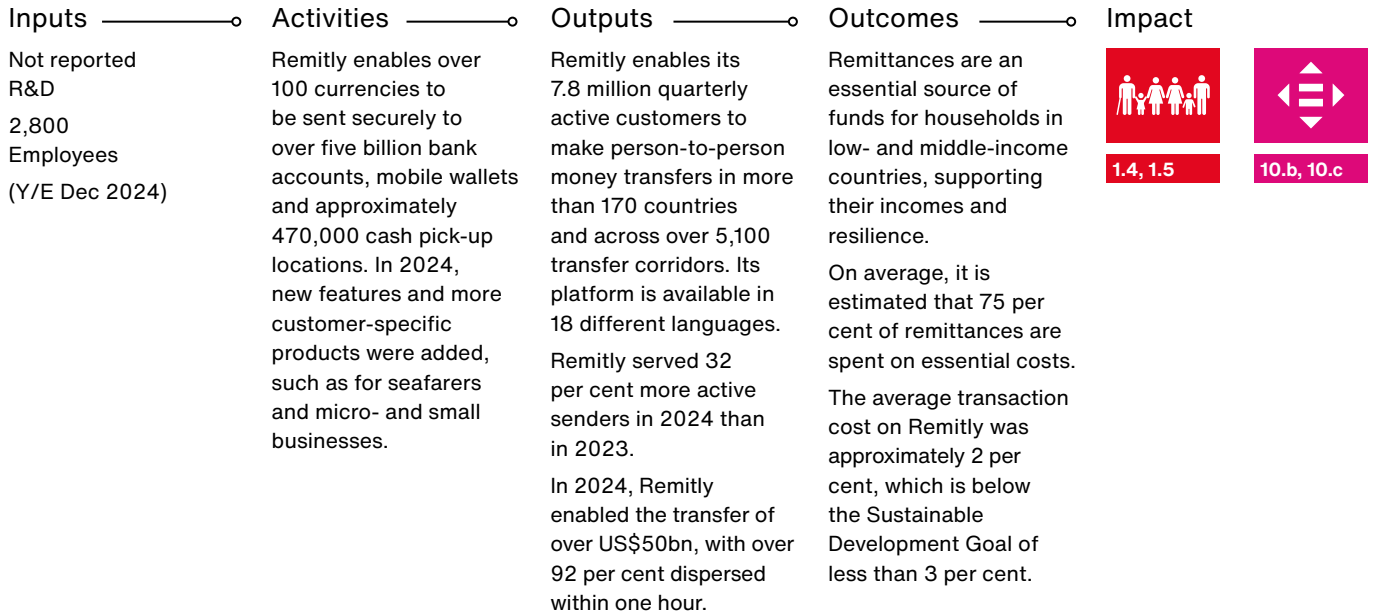
Remitly

First invested **December 2022**

Positive Change hypothesis

Remitly provides mobile-based remittance services for migrants. The global remittance market is large and rapidly moving online. By leveraging mobile technologies, Remitly can provide superior services, peace of mind and lower fees. As an early mover in mobile remittances and with a strong operational track record, the company has gained market share quickly. Remitly plans to expand to more remittance corridors in the coming years and build out financial services beyond remittances, aiming to serve more customers and drive strong revenue growth.

Positive chain ▲



Significant SDG contributions[^]

We analyse each holding in the portfolio and map significant contributions from products and services to the UN SDGs. This allows us to represent the overall contribution of the portfolio to the SDGs.

Positive contributions

<p>1 NO POVERTY</p> <p>Bank Rakyat Indonesia HDFC Bank MercadoLibre Nubank Remitly</p>	<p>2 ZERO HUNGER</p> <p>Deere Ecolab Illumina Novonesis</p>	<p>3 GOOD HEALTH AND WELL-BEING</p> <p>AbCellera Alnylam Dexcom Ecolab Illumina Insulet Moderna Novonesis Rivian Sartorius Tesla Vertex</p>	<p>4 QUALITY EDUCATION</p> <p>Coursera Duolingo The New York Times</p>	<p>5 GENDER EQUALITY</p> <p>No company mapped</p>	<p>6 CLEAN WATER AND SANITATION</p> <p>Ecolab Novonesis Savers Value Village Xylem</p>
<p>7 AFFORDABLE AND CLEAN ENERGY</p> <p>Ecolab Schneider Electric Tesla</p>	<p>8 DECENT WORK AND ECONOMIC GROWTH</p> <p>ASML Epiroc Grab HDFC Bank MercadoLibre Microsoft Nubank Savers Value Village Sea Shopify Soitec TSMC</p>	<p>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</p> <p>Ashtead ASML Autodesk Bank Rakyat Epiroc HDFC bank Illumina MercadoLibre Microsoft Sea Shopify Soitec TSMC Xylem</p>	<p>10 REDUCED INEQUALITIES</p> <p>Bank Rakyat Nubank Remitly Shopify</p>	<p>11 SUSTAINABLE CITIES AND COMMUNITIES</p> <p>Ashtead Autodesk HDFC Bank Joby Aviation Rivian Tesla</p>	<p>12 RESPONSIBLE CONSUMPTION AND PRODUCTION</p> <p>Ashtead Autodesk Ecolab Novonesis Savers Value Village Xylem</p>
<p>13 CLIMATE ACTION</p> <p>Ashtead Deere Ecolab Joby Aviation The New York Times Rivian Savers Value Village Soitec Tesla</p>	<p>14 LIFE BELOW WATER</p> <p>Deere</p>	<p>15 LIFE ON LAND</p> <p>Deere</p>	<p>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</p> <p>The New York Times</p>	<p>17 PARTNERSHIPS FOR THE GOALS</p> <p>No company mapped</p>	



Negative SDG contributions[▲]

Just as important as identifying positive impacts from portfolio companies' products and services, is identifying potentially negative contributions. This is a fundamental part of our impact analysis. Here, we highlight company products and services that we deem to be significantly negatively contributing to the Sustainable Development Goals.

Ashtead 13

Ashtead rents industrial and construction ICE vehicles and equipment to customers and sells its post-rental inventory. The use of this equipment contributes to climate change through GHG emissions while in use. However, we expect this to fall over time as Ashtead increases low carbon alternatives in its fleet.

Autodesk 13

A proportion of Autodesk's revenue comes from industries that have a negative environmental impact such as the fossil fuel industry. By providing industry-leading software to these companies, they are able to develop and implement the latest technologies to improve their efficiency and profitability. It can therefore be argued as having a negative contribution to climate change. The breadth of the positive impact that Autodesk has on the construction industry and the built environment is considered to more than compensate for the negative impacts Autodesk enables from these companies.

Bank Rakyat Indonesia 13 15

Bank Rakyat Indonesia (BRI) has been criticised by non-governmental organisations (NGOs) in recent years for its involvement in financing palm oil plantations and coal fired power plants. However, it must be acknowledged that the extractives and agricultural sectors in Indonesia are extremely large and therefore it is perhaps unrealistic to expect that it would not have any exposure given its role as a state-owned enterprise. We have engaged with BRI regarding its approach to environmental and social due diligence and it has confirmed it follows government guidelines regarding sustainable banking. This includes avoiding companies who are on various government 'black lists', ensuring environmental permitting is in place, and ensuring companies engaged in palm oil activities have an Indonesian Sustainable Palm Oil or a Roundtable on Sustainable Palm Oil certificate. The corporate loan book is much smaller than that for the micro segment (about two-thirds), and it is the latter that drives the positive change case for the company.

Deere 13 14 15

Modern agricultural practices have been linked to climate change and biodiversity loss through the use of chemical fertilisers, pesticides and equipment emissions. As a producer of agricultural equipment, Deere is complicit in enabling these impacts. However, industrial agricultural systems are central to feeding the world and we acknowledge the positive change Deere brings through its new technologies which limit these impacts, and commend them for the direction they are taking.

Ecolab 13

Ecolab no longer provides services for customers in energy exploration and production or any other upstream hydrocarbon processes. However, a proportion of Ecolab's revenues come from its Global Industrial segment which includes serving customers in the downstream energy, refining and petrochemical industries. In many cases, Ecolab's contribution to these industries is to improve energy and water management, improve sustainability and minimise pollution, therefore providing a positive environmental contribution. In some cases, products are process aids that enable customers to profitably and reliably refine fuels and process petrochemicals. It can therefore be argued as having a negative contribution to climate change by supporting the fossil fuel industry. The breadth of positive impact that Ecolab has across the remainder of industries that it works with is considered to more than compensate for the proportion of activities within the energy industry that could be considered to be negative.

Epiroc 13

Last year, 3.1 per cent of Epiroc's revenue related to electrification, meaning that Epiroc continues to sell diesel equipment into the mining sector and is responsible for a large amount of GHG emissions through the use of its products. However, the company is committed to increasing its range of electrified products, and has a target for fully electric versions of all products by 2030. It takes a long time for the mining industry to change, but we believe that Epiroc is driving change through being a leader in the development of electrified equipment for underground mining.

Grab 13

Although Grab are encouraging the development of the EV infrastructure, there is evidence showing that ride-hailing trips contribute to higher GHG emissions than private vehicles and substantially higher emissions than public transport.

HDFC Bank 13

HDFC is exposed to the thermal coal value chain and petroleum products through the loans and credit it provides. Today, the majority of India's energy needs comes from coal as it is the most abundant fossil fuel and this is followed by petroleum-based products. By financing these industries, HDFC is directly financing emissions which negatively impact efforts to combat climate change. It is estimated that less than 1 per cent of HDFC's loan book is linked to fossil fuels and around a quarter of its wholesale lending is electrical power and oil.

Sartorius 13

The majority of Sartorius's portfolio of products are single-use products that are used within the pharmaceutical and laboratory industries. These products are produced with polymers and plastics, which are typically derived from oil. To prevent cross-contamination, typically single-use products are incinerated, which can emit pollutants to the atmosphere which can contribute to climate change. We believe that the benefits from the improvements in drug development and reductions in emissions, energy and water out weigh the negative impacts from the end-of-life processes.

Important notes: Our SDG mapping is underpinned using the 169 targets below the 17 SDGs. SDG mapping is the output of our philosophy and process and will change as the composition of the portfolio changes. We assess that portfolio companies' products materially address 15 SDGs. Our SDG mapping incorporates significant contributions that companies are making via their products and services only. It does not encompass the business practices of our holdings. Our aim is to identify and hold companies for their positive contributions. Accordingly, the number of holdings we found to be making a significant negative contribution to the SDGs through their products and services is less than those holdings making positive contributions.

Methodology for Positive Chains estimates

This section sets out the methodologies used to calculate outcomes-level impact data for Coursera, Duolingo and Rivian. Our estimates are based on company disclosures and publicly available data, applying clear and reasonable assumptions to gauge the scale of impact.

Coursera

‘We estimate, based on Coursera’s Learner Outcomes Report (2023), that 75 million learners may have seen career benefits, such as a promotion or pay increase.’

Coursera is a global online learning platform that provides learners with access to educational content from top universities and companies.

To estimate the number of learners who may have experienced career benefits, we drew on Coursera’s 2023 Learner Outcomes Report, which surveyed platform users and found that 77 per cent reported receiving some form of career benefit – such as a promotion, pay increase or new job opportunity.

Coursera also reports that, as of the end of 2023, its 168 million registered learners had completed 98.2 million assessments. Since there is no public data on the number of active learners who took courses during the year, we used completed assessments as a proxy for the number of engaged learners. In other words, we assumed that each completed assessment represented one learner engaging meaningfully with course content.

Applying the 77 per cent outcome rate to the 98.2 million completed assessments, we estimate that approximately 75 million learners may have experienced a career benefit.

Duolingo

‘We estimate that 652,000 Duolingo English tests were taken in 2024.’

Duolingo is a language learning app and website. One of the exciting aspects of the impact case is its ability to significantly broaden access to English proficiency tests, which are often a critical requirement for accessing higher education, employment opportunities and immigration pathways.

To estimate the number of tests taken, we used Duolingo’s reported 2024 revenue of US\$45.64 million from its English Test segment. We then divided this by the cost of a single test, which was publicly quoted as US\$70 on the Duolingo English Test website.

This gives an estimated 625,000 tests taken over the year – highlighting the scale at which Duolingo is helping learners demonstrate language proficiency in a more accessible and affordable way.

Rivian

‘We estimate that in 2024, Rivian’s global fleet of vehicles helped customers avoid 290,473 tonnes of carbon dioxide equivalent (tCO₂e) emissions.’

Rivian is a US-based manufacturer of electric vehicles, including the R1T pickup, R1S SUV, and a commercial Electric Delivery Van (EDV). To estimate avoided emissions, we compared the lifecycle emissions of Rivian vehicles to those of equivalent internal combustion engine (ICE) vehicles, using independent and company-disclosed lifecycle assessment (LCA) data. These assessments capture total emissions per mile over each vehicle’s useful life, including manufacturing, energy use and end-of-life.

Our avoided emissions estimate reflects the difference in lifecycle emissions per mile between Rivian’s vehicles and their ICE counterparts, multiplied by the number of miles driven in 2024. The calculation followed a structured, multi-step process.

Sources:

Coursera, Inc. 2023. ‘Learners Outcomes Report’

Coursera, Inc. 2025. Form 10-K for the Fiscal Year Ended December 31, 2024. U.S. Securities and Exchange Commission.

<https://englishtest.duolingo.com/home>.

Duolingo, Inc. 2025. Form 10-K for the Fiscal Year Ended December 31, 2024. U.S. Securities and Exchange Commission.

Step 1: Distance driven and vehicle mix

We began by estimating the total number of Rivian vehicles on the road. Summing the company's reported deliveries from 2021 to 2024 gives a total of 122,953 vehicles:

- 2021 – 920
- 2022 – 20,332
- 2023 – 50,122
- 2024 – 51,579

Rivian reported that its global fleet drove 1.8 billion miles in 2024. We assumed mileage was distributed equally across all delivered vehicles. The fleet included 20,000 EDVs, with the remaining 102,953 vehicles split evenly between the R1T pickup and R1S SUV models.

Step 2: Emissions per mile

We used lifecycle emissions data, which includes manufacturing, fuel or electricity use, and end-of-life processes, to estimate emissions per mile for each vehicle type:

- EDV: 375.5 grams of carbon dioxide equivalent per mile (gCO₂e/mile)
- R1T: 388 gCO₂e/mile
- R1S: 392 gCO₂e/mile

For ICE comparators, we selected the following vehicle types and applied emissions estimates drawn from academic LCAs:

- Ford Transit Van (comparator for EDV): 755 gCO₂e/mile (Farzaneh, 2023)
- ICE pickup truck (comparator for R1T): 558 gCO₂e/mile (Woody et al., 2022)
- ICE SUV (comparator for R1S): 460 gCO₂e/mile (Woody et al., 2022)

Step 3: Avoided emissions

We calculated the total lifecycle emissions generated by Rivian's fleet over the miles driven in 2024, then compared this with the emissions that would have been generated by a comparable ICE fleet driving the same distance.

- Rivian fleet emissions: 697,754 tCO₂e
- ICE comparator fleet emissions: 988,228 tCO₂e
- Avoided emissions: 290,473 tCO₂e

Sources:

Rivian. 2023. 'R1S Dual-Motor Carbon Footprint'

Rivian. 2023. 'R1T Launch Edition Carbon Footprint'

Rivian. 2023. 'Electric Delivery Van Carbon Footprint'

Rivian Automotive, Inc. 2025. Form 10-K for the Fiscal Year Ended December 31, 2024. U.S. Securities and Exchange Commission.

Rivian Automotive, Inc. 2025. Form 10-K for the Fiscal Year Ended December 31, 2023. U.S. Securities and Exchange Commission.

Rivian Automotive, Inc. 2025. Form 10-K for the Fiscal Year Ended December 31, 2022. U.S. Securities and Exchange Commission.

Rivian Automotive, Inc. 2025. Form 10-K for the Fiscal Year Ended December 31, 2021. U.S. Securities and Exchange Commission.

Farzaneh, Farhad, and Sungmoon Jung. 2023. 'Lifecycle Carbon Footprint Comparison Between Internal Combustion Engine versus Electric Transit Vehicle: A Case Study in the U.S.'

Woody, Maxwell, Parth Vaishnav, Gregory A. Keoleian, Robert De Kleine, Hyung Chul Kim, James E. Anderson, and Timothy J. Wallington. 2023. 'The Role of Pickup Truck Electrification in the Decarbonization of Light-Duty Vehicles.'



Tel: +44 (0)141 248 3761

www.bdo.co.uk

Financial Services
55 Baker Street
London, W1U 7EU

By accessing or receiving a copy of this assurance report, you agree, to the fullest extent permitted by law, that BDO owes you no duty of care or other obligation and has no liability to you, in relation to or in connection with such report.

Independent Limited Assurance Report to Baillie Gifford & Co, Baillie Gifford & Co Limited, Baillie Gifford Overseas Limited and Baillie Gifford Investment Management (Europe) Limited (together “Baillie Gifford”) in Respect to the Positive Change Impact Report for the Period 1 January 2024 to 31 December 2024.

We were engaged by Baillie Gifford to report on whether selected information in the Positive Change Impact Report (the “subject matter”) has been prepared in accordance with the requirements laid out in the Baillie Gifford’s Positive Change Fund Impact Measurement Methodology as set out at <https://www.bailliegifford.com/literature-library/funds/oeics/positive-change-fund/positive-change-fund-impact-measurement-methodology> (the “criteria”). We were engaged to report in the form of an independent limited assurance conclusion as to whether the applicable criteria have been met. Our work has been conducted in accordance with the International Standard on Assurance Engagements 3000 (Revised). The information within the Positive Change Impact Report that was subject to assurance consists of the ‘Positive Chain’ section and, if applicable, the ‘Impact objective’, ‘Investment objective’, ‘Long-term progress’ and ‘Real world context’ sections in respect of each portfolio company together with the ‘Headline impact data’, ‘Significant SDG contributions’ and ‘Negative SDG contributions’ sections and is indicated with the symbol “Δ” (the “Selected Information”).

Baillie Gifford’s Responsibilities

The partners of Baillie Gifford & Co are responsible for the preparation of the subject matter in accordance with the criteria; selecting and developing suitable criteria for preparing the Selected Information; and the contents and statements contained within the Positive Change Impact Report and the criteria.

This responsibility also includes the design, implementation, and maintenance of such internal control as is determined necessary to ensure the subject matter is free from material misstatement, whether due to fraud or error, and for the prevention and detection of fraud and for identifying and ensuring that Baillie Gifford complies with laws and regulations applicable to its activities.

Our Responsibilities

We conducted the engagement in accordance with the International Standard on Assurance Engagements 3000 (Revised) - Assurance Engagements Other Than Audits or Reviews of Historical Financial Information (“ISAE 3000”). That standard requires that we:

- comply with the requirements of Parts A and B of the Code of Ethics for Professional Accountants, including independence, issued by the International Ethics Standards Board for Accountants (the IESBA Code);
- implement quality control procedures that are applicable to the individual engagement in accordance with the requirements of the International Standard on Quality Management (ISQM 1), Quality Management for Firms that Perform Audits or Reviews of Financial Statements, or Other Assurance or Related Services Engagements; and
- plan and perform our engagement to comply with the requirements of ISAE 3000; which include obtaining sufficient evidence to provide limited assurance, over the subject matter for the period from 1 January 2024 to 31 December 2024 in accordance with the criteria.

BDO LLP, a UK limited liability partnership registered in England and Wales under number OC305127, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms. A list of members’ names is open to inspection at our registered office, 55 Baker Street, London W1U 7EU. BDO LLP is authorised and regulated by the Financial Conduct Authority to conduct investment business



Scope of the Assurance Engagement

The procedures selected, and our determination of the nature, timing, and extent of these procedures, were dependent on our judgment, including an assessment of the risks of non-compliance with laws and regulation in the subject matter.

The objective of a limited assurance engagement is to perform such procedures as to obtain information and explanations which we consider necessary in order to provide us with sufficient appropriate evidence to express a conclusion on the subject matter shown in Appendix 1.

Our procedures included, but were not limited to:

- obtaining an understanding through inquiry of Baillie Gifford's control environment, processes and information systems relevant to the preparation of the Selected Information, but did not include evaluating the design of particular control activities, obtaining evidence about their implementation or testing their operating effectiveness;
- performing risk assessment procedures over the aggregated Selected Information, including a comparison to the prior period's amounts having due regard to changes in the fund's portfolio;
- agreeing all of the Selected Information to the corresponding source documentation, including but not limited to, annual reports, articles, sustainability reports and other external information published by the underlying portfolio companies on their respective websites, but did not include any further evaluation of that underlying source documentation;
- conducting assessment of estimates and assumptions applied to certain portfolio company contributions within the Headline Impact Data, and whether the rationale of these has been justified by Baillie Gifford;
- reperforming all of the manual calculations over the Selected Information including whether the formulae (including unit and conversion factors) were used in accordance with the criteria; and
- reading the Positive Change Impact Report with regard to the criteria and for consistency with our findings over the Selected Information.

We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our conclusion against the applicable criteria. While Baillie Gifford's subject matter may be informed by the need to satisfy wider legal or regulatory requirements, the scope of work and our conclusions do not constitute assurance over compliance with those wider legal or regulatory requirements, and is restricted to the identified subject matter in this report.

Conclusion

Our conclusion has been formed on the basis of, and is subject to, the matters outlined in this report.

Based on the procedures we have performed and the evidence we have obtained, nothing has come to our attention that causes us to believe that the subject matter (as outlined in Appendix 1) for the period from 1 January 2024 to 31 December 2024, has not been prepared, in all material respects, in accordance with the applicable criteria.

Inherent Limitations

Non-financial performance information is subject to more inherent limitations than financial information, given the characteristics of the subject matter and the methods used for determining such information. The absence of a significant body of established practice on which to draw,



allows for the selection of different but acceptable measurement techniques which can result in materially different measurements and can impact accuracy and comparability. Greenhouse gas quantification is unavoidably subject to inherent uncertainty as a result of both scientific and estimation uncertainty and for other non financial performance information the precision of different measurement techniques may also vary. Furthermore, the nature and methods used to determine such information, as well as the measurement criteria and the precision thereof, may change over time.

Restriction of Use of Our Report

Our report has been prepared for Baillie Gifford in accordance with the terms of our engagement dated 13 May 2025 and variation letter dated 24 June 2025, and we have consented to the publication of our report in compliance with the terms of our engagement for the purpose of Baillie Gifford evidencing that it has obtained an independent assurance report in connection with the Selected Information. Our report is designed to meet the agreed requirements specified by Baillie Gifford. Our report should not therefore be regarded as suitable to be used or relied on by any party wishing to acquire rights against us other than Baillie Gifford for any purpose or in any context. Any party other than Baillie Gifford, including any of the existing investors, who obtain access to our report or a copy thereof and choose to rely on our report (or any part thereof) will do so at their own risk. To the fullest extent permitted by law, we accept no responsibility and deny any liability to any party, other than Baillie Gifford, for our work, for the assurance report we will issue, and for the conclusions we reach.

DocuSigned by:

AFE98D1AF04C4DB...

BDO LLP
Chartered Accountants
London
United Kingdom

25 June 2025

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).



Appendix 1: The Selected Information within the Positive Change Impact Report (the “subject matter”)

The ISAE 3000 Limited assurance is to be provided over selected information contained within the Report. The information subject to assurance consists of sections titled:

- Positive Chain
- Long-term progress
- Impact Objective
- Investment Objective
- Real world context
- Headline impact data
- Significant SDG contributions
- Negative SDG contributions

Important information

Baillie Gifford & Co and Baillie Gifford & Co Limited are authorised and regulated by the Financial Conduct Authority (FCA). Baillie Gifford & Co Limited is an Authorised Corporate Director of OEICs.

Baillie Gifford Overseas Limited provides investment management and advisory services to non-UK Professional/Institutional clients only. Baillie Gifford Overseas Limited is wholly owned by Baillie Gifford & Co. Baillie Gifford & Co and Baillie Gifford Overseas Limited are authorised and regulated by the FCA in the UK.

Persons resident or domiciled outside the UK should consult with their professional advisers as to whether they require any governmental or other consents in order to enable them to invest, and with their tax advisers for advice relevant to their own particular circumstances.

Financial intermediaries

This communication is suitable for use of financial intermediaries. Financial intermediaries are solely responsible for any further distribution and Baillie Gifford takes no responsibility for the reliance on this document by any other person who did not receive this document directly from Baillie Gifford.

Europe

Baillie Gifford Investment Management (Europe) Ltd (BGE) is authorised by the Central Bank of Ireland as an AIFM under the AIFM Regulations and as a UCITS management company under the UCITS Regulation. BGE also has regulatory permissions to perform Individual Portfolio Management activities. BGE provides investment management and advisory services to European (excluding UK) segregated clients. BGE has been appointed as UCITS management company to the following UCITS umbrella company; Baillie Gifford Worldwide Funds plc. BGE is a wholly owned subsidiary of Baillie Gifford Overseas Limited, which is wholly owned by Baillie Gifford & Co. Baillie Gifford Overseas Limited and Baillie Gifford & Co are authorised and regulated in the UK by the Financial Conduct Authority.

Hong Kong

Baillie Gifford Asia (Hong Kong) Limited 柏基亞洲(香港)有限公司 is wholly owned by Baillie Gifford Overseas Limited and holds a Type 1 license from the Securities & Futures Commission of Hong Kong to market and distribute Baillie Gifford's range of collective investment schemes to professional investors in Hong Kong. Baillie Gifford Asia (Hong Kong) Limited 柏基亞洲(香港)有限公司 can be contacted at Suites 2713–2715, Two International Finance Centre, 8 Finance Street, Central, Hong Kong. Telephone +852 3756 5700.

South Korea

Baillie Gifford Overseas Limited is licensed with the Financial Services Commission in South Korea as a cross border Discretionary Investment Manager and Non-discretionary Investment Adviser.

Japan

Mitsubishi UFJ Baillie Gifford Asset Management Limited ('MUBGAM') is a joint venture company between Mitsubishi UFJ Trust & Banking Corporation and Baillie Gifford Overseas Limited. MUBGAM is authorised and regulated by the Financial Conduct Authority.

Australia

Baillie Gifford Overseas Limited (ARBN 118 567 178) is registered as a foreign company under the Corporations Act 2001 (Cth) and holds Foreign Australian Financial Services Licence No 528911. This material is provided to you on the basis that you are a 'wholesale client' within the meaning of section 761G of the Corporations Act 2001 (Cth) ('Corporations Act'). Please advise Baillie Gifford Overseas Limited immediately if you are not a wholesale client. In no circumstances may this material be made available to a 'retail client' within the meaning of section 761G of the Corporations Act.

This material contains general information only. It does not take into account any person's objectives, financial situation or needs.

South Africa

Baillie Gifford Overseas Limited is registered as a Foreign Financial Services Provider with the Financial Sector Conduct Authority in South Africa.

North America

Baillie Gifford International LLC is wholly owned by Baillie Gifford Overseas Limited; it was formed in Delaware in 2005 and is registered with the SEC. It is the legal entity through which Baillie Gifford Overseas Limited provides client service and marketing functions in North America. Baillie Gifford Overseas Limited is registered with the SEC in the United States of America.

The Manager is not resident in Canada, its head office and principal place of business is in Edinburgh, Scotland. Baillie Gifford Overseas Limited is regulated in Canada as a portfolio manager and exempt market dealer with the Ontario Securities Commission ('OSC'). Its portfolio manager licence is currently passported into Alberta, Quebec, Saskatchewan, Manitoba and Newfoundland & Labrador whereas the exempt market dealer

licence is passported across all Canadian provinces and territories. Baillie Gifford International LLC is regulated by the OSC as an exempt market and its licence is passported across all Canadian provinces and territories. Baillie Gifford Investment Management (Europe) Limited ('BGE') relies on the International Investment Fund Manager Exemption in the provinces of Ontario and Quebec.

Israel

Baillie Gifford Overseas Limited is not licensed under Israel's Regulation of Investment Advising, Investment Marketing and Portfolio Management Law, 5755-1995 (the Advice Law) and does not carry insurance pursuant to the Advice Law. This material is only intended for those categories of Israeli residents who are qualified clients listed on the First Addendum to the Advice Law.

Singapore

Baillie Gifford Asia (Singapore) Private Limited is wholly owned by Baillie Gifford Overseas Limited and is regulated by the Monetary Authority of Singapore as a holder of a capital markets services licence to conduct fund management activities for institutional investors and accredited investors in Singapore. Baillie Gifford Overseas Limited, as a foreign related corporation of Baillie Gifford Asia (Singapore) Private Limited, has entered into a cross-border business arrangement with Baillie Gifford Asia (Singapore) Private Limited, and shall be relying upon the exemption under regulation 4 of the Securities and Futures (Exemption for Cross-Border Arrangements) (Foreign Related Corporations) Regulations 2021 which enables both Baillie Gifford Overseas Limited and Baillie Gifford Asia (Singapore) Private Limited to market the full range of segregated mandate services to institutional investors and accredited investors in Singapore.

bailliegifford.com/positivechange



Calton Square, 1 Greenside Row, Edinburgh EH1 3AN
Telephone +44 (0)131 275 2000

Copyright © Baillie Gifford & Co 2025. All rights reserved.