

All you need
to know about
Baillie Gifford

Baillie Gifford™

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At a glance

1,814 staff

Baillie Gifford employs 1,814 permanent staff with 65 different nationalities.

€293bn

We have €293bn assets under management and 63% of these are managed for clients outside the UK.

57 partners

Our 57 partners have on average worked at Baillie Gifford for 20 years.

10 years

The average length of our client relationships are 10 years.

10 offices

We were founded in Edinburgh in 1908 and now have 10 offices around the world.

7 years

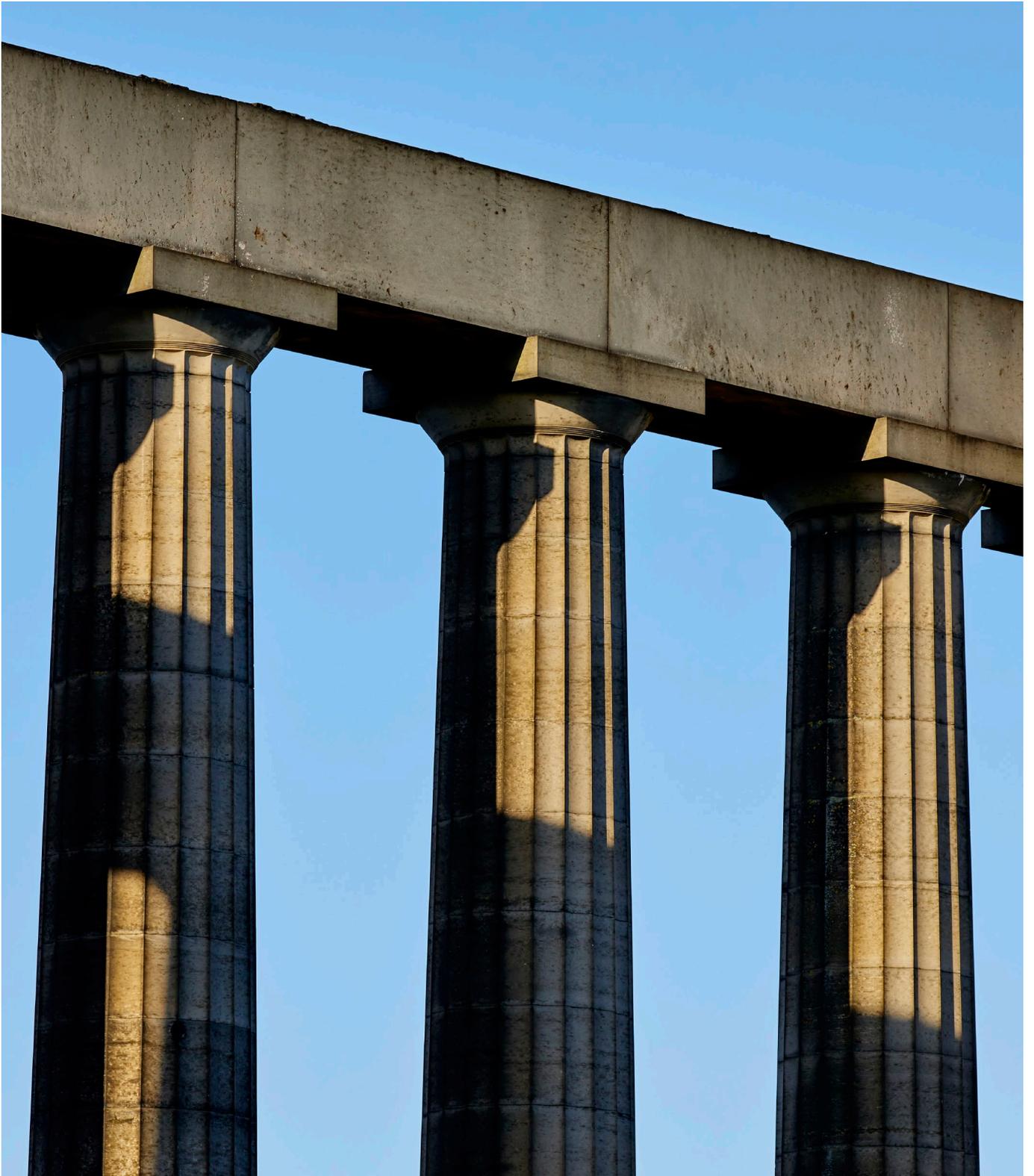
We typically invest in companies for 7 years.

50%

We aim to reduce each employee's carbon footprint by 50% 2025 (from 2019 baseline).

1,465 votes

We have voted 1,465 times at 1,042 company meetings.



About us

Who we are

Baillie Gifford is an independent investment partnership founded in Scotland in 1908. The firm focuses on long-term growth investing, in some of the world's most exciting companies.

With 1,814 staff and assets under management of €293bn, we have offices in Edinburgh, London, New York, Hong Kong, Shanghai, Dublin, Zurich, Frankfurt, Toronto and Amsterdam (at 30 June 2023).

Partnership

We are owned entirely by 57 working partners with an average of 20 years at the firm. They are stewards of the company, handing it on to the next generation when they retire. In our long history we have had no mergers or acquisitions, only a commitment to remaining independent.

Without outside shareholders to distract us, we can focus entirely on clients and their investments, and that's what has sustained our business.

Over 73 per cent of clients have been with us for over five years.

How we invest

We invest in extraordinary companies, whether private or listed, that we believe can offer tremendous growth over five to 10 years (or sometimes longer). This time horizon allows them to flourish and innovation to play out, but investing this way requires patience and conviction.

Our investment managers look at the future possibilities of a company rather than current profits, ignoring market noise and quarterly earnings.

Rigorous debate, curiosity and sharing ideas are central to this process. When companies do succeed, we continue to be supportive.

We believe this approach to investing delivers the best results for clients, and also helps to develop strong companies that provide services and products of the future for people and wider society.

Curiosity

When it comes to finding companies to invest in, we are curious about the world and work with academics and authors as well as doing traditional investment research.

This provides opportunities to talk to brilliant people who are discovering new frontiers and challenging the way we think about the world.

It helps uncover entrepreneurs and businesses to invest in which are disrupting traditional industries and services.

We support scientific research programmes at more than 25 organisations, in areas such as genetics, computational biology and artificial intelligence; and sponsor 12 book festivals.

Active

Baillie Gifford is passionate that genuine long-term, active investing can add value for clients. Our portfolios are very different to the index and have high active shares, of around 80 per cent.

For further information or contact details, please see our website [bailliegifford.com](https://www.bailliegifford.com)

Shared beliefs

Baillie Gifford fosters a culture based on partnership and an investment philosophy focused on long-term growth.

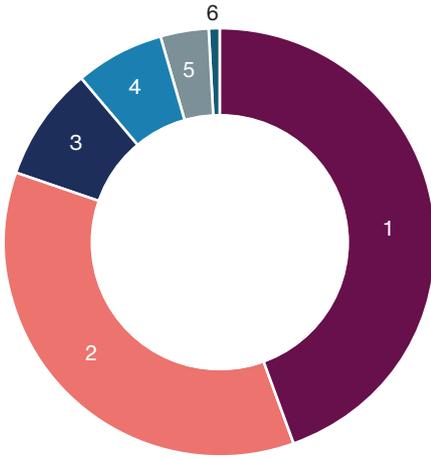
- Our active investment management will add material value for clients over the long run
- We put our clients' interests ahead of our own
- We should be actively engaged shareholders of the companies in which we invest
- Our ownership structure is a key strength
- Our firm must be an engaging and progressive place to work
- Our actions and behaviour should support society as a whole

Find out more at bailliegifford.com/sharedbeliefs

Our clients

Our client base continues to broaden, with over 60 per cent of our assets under management managed for clients outside the UK.

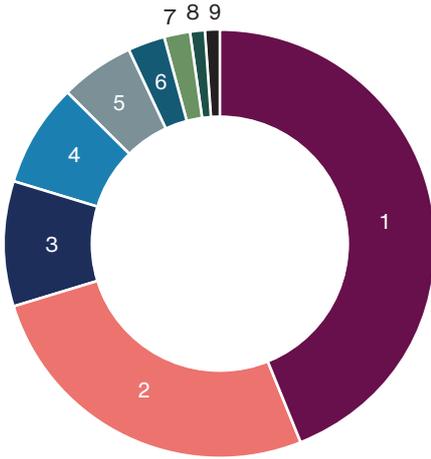
AUM split by client location



Geographical		%
1	North America	44.6
2	United Kingdom	36.0
3	Asia	8.4
4	EMEA	6.8
5	Australasia	3.6
6	Latin America	0.7

While pension funds represent the largest area of our business, sub-advisory relationships and sovereign wealth funds are a growing area for us.

AUM split by client type



Geographical		%
1	Pension	44.0
2	Sub Advised	26.3
3	Direct Retail	9.7
4	Platform	7.8
5	Other	5.5
6	Sovereign Wealth	2.6
7	Charity/Foundation/Endowment	2.1
8	High Net Worth	1.2
9	Insurance	0.9

Information as at 30 June 2023. Totals may not sum due to rounding.

Insights

Actual investing: why thinking differently matters



Recursion Pharmaceuticals: finding new drugs using data science



© Recursion Pharmaceuticals.

Asia: offender or saviour?



The science and art of picking growth stocks



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For more of our insights, visit bailliegifford.com/insights

Worldwide funds

Baillie Gifford manages 22 worldwide funds for European clients, covering the UK, North America, Europe, Asia, Emerging Markets, Global Equities and Bonds.

Further information can be found in the Baillie Gifford Worldwide Funds plc Prospectus, copies of which are available at [bailliegifford.com](https://www.bailliegifford.com).

Fund

Asia ex Japan Fund

China A Shares Growth Fund

China Fund

Discovery Fund

Diversified Return US Dollar Fund (Germany and Austria only)

Emerging Markets All Cap Fund

Emerging Markets Leading Companies Fund

European High Yield Bond Fund

Global Alpha Choice Fund

Global Alpha Fund

Global Strategic Bond Fund

Global Income Growth Fund

Global Stewardship Fund

Health Innovation Fund

Japanese Fund

Long Term Global Growth Fund

Pan-European Fund

Positive Change Fund

Responsible Global Equity Income Fund

Sustainable Emerging Markets Bond Fund

US Equity Alpha Fund

US Equity Growth Fund

Source: Baillie Gifford & Co, as at 30 June 2023.

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