# **Baillie Gifford**

## Baillie Gifford International Smaller Companies Fund

## Fourth Quarter 2023

## About Baillie Gifford

Philosophy	Long-term investment horizon A growth bias Bottom-up portfolio construction High active share	
Partnership	100% owned by 57 partners with average 20 years' service Ownership aligns our interests with those of our clients Enables us to take a thoughtful, long-term view in all that we do Stability, quality and consistency	

## **Portfolio Summary**

The Baillie Gifford International Smaller Companies Fund seeks capital appreciation by investing in a diversified international portfolio of 75+ quality growth stocks of smaller companies located in countries of developed and emerging markets which we believe will outperform the market over the long-term. The portfolio is built through active bottom-up stock selection by the International Smaller Companies Portfolio Construction Group principally without regard to the Fund's benchmark, the MSCI ACWI ex USA Small Cap Index.

## Fund Facts

K Class Ticker	BICKX
Institutional Class Ticker	BICIX
Launch Date	December 19, 2018
Size	\$14.8m
Benchmark	MSCI ACWI ex USA Small Cap Index
Stocks (guideline range)	75+
Current Number of Stocks	s 87
Active Share	98%*
Annual Turnover	11%**
Style	International Small Cap

\*Relative to MSCI ACWI ex-USA Small Cap Index. Source: Baillie Gifford & Co, MSCI.

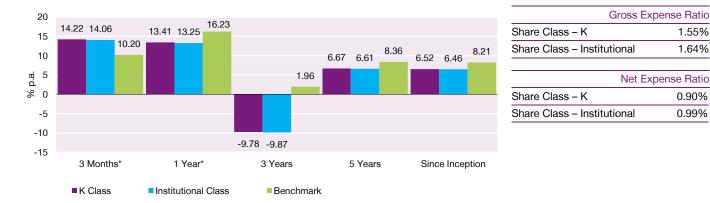
Active Share is a measure of the Fund's overlap with the benchmark. An active share of 100 indicates no overlap with the benchmark and an active share of zero indicates a portfolio that tracks the benchmark.

\*\*The Turnover figure presented is based on internal calculation methods and differs to the financial statements which are calculated in accordance with the requirements of N-1A.

## International Smaller Companies Portfolio Construction Group

Name	Years' Experience
Brian Lum	17
Praveen Kumar	15
Steve Vaughan	11
Charlie Broughton	9
Remya Nair	5

Investors should consider the investment objectives, risks, charges and expenses carefully before investing. This information and other information about the Fund can be found in the prospectus and summary prospectus. For a prospectus and summary prospectus, please visit our website at bailliegifford.com/usmutualfunds Please carefully read the Fund's prospectus and related documents before investing. Securities are offered through Baillie Gifford Funds Services LLC, an affiliate of Baillie Gifford Overseas Ltd and a member of FINRA.



## Fund Performance as of December 31, 2023

#### Benchmark: MSCI ACWI ex USA Small Cap Index

The performance data quoted represents past performance and is no guarantee of future results. Investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than the performance data quoted. For the most recent month-end performance please visit the Fund's website at bailliegifford.com/usmutualfunds.

The Baillie Gifford Fund's performance shown assumes reinvestment of dividend and capital gain distributions and is net of management fees and expenses. From time to time, certain fees and/or expenses have been voluntarily or contractually waived or reimbursed, which has resulted in higher returns. Without these waivers or reimbursements, the returns would have been lower. Voluntary waivers or reimbursements may be applied or discontinued at any time without notice. Only the Board of Trustees may modify or terminate contractual fee waivers or expense reimbursements. All fees are described in the Fund's prospectus.

Expense Ratios: All mutual funds have expense ratios which represent what shareholders pay for operating expenses and management fees. Expense ratios are expressed as an annualized percentage of a fund's average net assets paid out in expenses. Expense ratio information is as of the Fund's current prospectus, as revised and supplemented from time to time. The net expense ratios for this fund are contractually capped (excluding taxes, sub-accounting expenses and extraordinary expenses) through April 30, 2024.

The MSCI ACWI ex USA Small Cap Index captures small cap representation across Developed Market countries (excluding the United States). This unmanaged index does not reflect fees and expenses and is not available for direct investment. The Fund is more concentrated than the MSCI ACWI ex US Small Cap Index. \*Not annualized.

Source: Baillie Gifford & Co, Bank of New York Mellon, MSCI. Share Class launch date: December 19, 2018. NAV returns in US dollars.

1.55%

1.64%

0.90%

0.99%

## **Stock Level Attribution**

Quarter to December 31, 2023

#### **Top Five Contributors**

Asset Name	Contribution (%)
Global UniChip	0.91
Hypoport	0.77
Addtech	0.66
Avanza Bank	0.59
Reply Spa	0.53

### **Bottom Five Contributors**

Contribution (%)
-0.80
-0.73
-0.28
-0.28
-0.26

## One Year to December 31, 2023

#### **Top Five Contributors**

Asset Name	Contribution (%)
Global UniChip	2.99
Hypoport	0.98
Addtech	0.87
Megachips	0.85
ASPEED Technology	0.69

## **Bottom Five Contributors**

**Bottom Five Contributors** 

Asset Name	Contribution (%)
Raksul	-0.96
Katitas	-0.77
Victoria	-0.76
Snow Peak	-0.69
Kamakura Shinsho	-0.68

#### Five Years to December 31, 2023

#### Top Five Contributors

#### Asset Name Contribution (%) Asset Name Contribution (%) Li Ning 5.35 Cafe24 -1.74 Global UniChip 4.82 Victoria -1.49 New Work -1.42 ASPEED Technology 3.86 Addtech Douzone Bizon -1.28 2.89 AirTac 2.56 -1.15 Istyle

Source: Revolution, MSCI, Baillie Gifford International Smaller Companies Fund relative to MSCI ACWI ex-USA Small Cap Index.

The performance data quoted represents past performance and it should not be assumed that transactions made in the future will be profitable or will equal the performance of the securities mentioned. For the most recent month-end performance please visit our website at bailliegifford.com/usmutualfund. A full list of holdings is available on request. The composition of the Fund's holdings is subject to change.

All attribution figures are calculated gross of fees, relative to the Index from stock level up, based on closing prices. Attribution is shown relative to the benchmark therefore not all stocks shown are held in the portfolio. See the List of Holdings section of this report for the stocks held.

#### Market environment

Over the past two years, we have often spoken of how the macro environment, particularly rising interest rates, has hurt the performance of the Fund given our style of investing. As the discount rate rises, the theoretical value of a long-term stream of rising income is negatively impacted disproportionately relative to one that isn't growing, *all else equal*. But the '*all else equal*' part doesn't hold as in the real world. As time passes, superior companies out-compete rivals and great management allocates capital in reflection of changing market conditions. We are bottom-up stock pickers and believe that stock specifics should ultimately dominate operational and financial progress (and share price along with it in time) – even if this belief has been severely tested in the past two years.

There are now increasing expectations that the cycle of interest rate increases is ending – which may benefit the Fund in the short term. Of course, we do not pretend to have insight here. Our focus is on companies' performance in the real world. Having met with most of the Fund's holdings in 2023, we have been impressed by their undimmed ambition, the aggregate strength of their balance sheet, and are reassured by the strong alignment displayed. Furthermore, the richness and excitement in our research pipeline suggest our idea generation process is working.

#### Performance

The fourth quarter of 2023 concluded with the Fund ahead of its benchmark. Hypoport, Addtech and Global Unichip were among the top contributors to relative performance.

Hypoport is a German mortgage origination software provider. While conditions remain challenging due to a slowdown in the housing market, its core platform, Europace, has gained market share and secured new clients. Additionally, the volume of mortgage finance has gradually improved during 2023 and cost-cutting measures have helped offset sluggish revenue increases. Addtech is a serial acquirer of niche engineering companies. It is seeing some destocking, a normalization of orders and faces tough comparison figures following a strong 2022. Positively, however, its order books are resilient and it is benefiting from stability in most key customer segments. Sales of components to manufacturing companies within the defense and process industries, and the order intake for infrastructure projects have been strong.

Global Unichip is a fabless semiconductor designer specializing in application-specific integrated circuits (ASICs). Recent results were strong versus the previous quarter however growth was weaker compared to the third quarter of 2022 when it benefited from a number of successful projects. We understand that its performance will be somewhat lumpy. It is exposed to a cyclical industry and its share price is impacted by market sentiment around semiconductor foundry TSMC specifically (its' largest customer and shareholder), and broader associated themes such as artificial intelligence.

Chroma ATE (Chroma), Victoria and Nayax were among the largest detractors from performance.

Chroma makes testing equipment for electronic components - such as semiconductors, displays and electric vehicle (EV) batteries. Softness in its EV-related testing and turnkey business was blamed for weaker than expected third quarter results, with revenue up over the quarter but down substantially year-on-year versus a very strong 2022.

Victoria is a consolidator in the European flooring products industry. It suffered due to a combination of weak markets and internal governance lapses that led to its auditor giving a qualified opinion to its latest annual report.

Nayax is an Israeli global leader in the unattended digital payment space (think vending machines or parking lots). It is growing strongly and on track to increase sales in 2023 by at least 35% along with emerging profitability. Despite a portion of the company's workforce being called up for military duty, the company is not expecting any operational hiccups as a result of the recent conflict. Indeed, it has had the bandwidth to acquire a company, Retail Pro, which more than doubles its global distribution network. We think this is an example of genuine resilience.

#### Notable transactions

The Fund purchased two new holdings over the quarter: WAG Payments and GMO Financial Gate. WAG Payments, also known as Eurowag, provides tools and services to commercial road transport businesses in Europe, including fuel and toll payments, tax invoicing automation, working capital solutions, and fleet management software. This market represents around 5% of European Union gross domestic product but is highly fragmented which presents a significant opportunity for Eurowag to solve inefficiencies and improve fleet utilization. GMO Financial Gate is a Japanese payment processing company which aims to replace cash with card. Penetration of cashless payments is growing from a low base in Japan and there are exciting opportunities for the company, particularly in unattended payments.

Complete sales over the period included technology company ESI Group and software and consulting company FD Technologies. Transactions from 01 October 2023 to 31 December 2023.

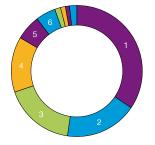
#### **New Purchases**

Transaction Rationale
GMO Financial Gate is a payment processing company in Japan, specifically targeting in-person transactions.
Opportunity: GMO Financial Gate aims to replace cash with card payment in Japan. The penetration of cashless payment is growing from a low base (relative to other developed markets), and we are particularly excited by the 'unattended' payment opportunity for GMO Financial Gate (e.g., vending machines).
Alignment: Both GMO Financial Gate and its parent company, GMO Payment Gateway (which Baillie Gifford has a long history with), share a growth orientated mindset, and the ambition to grow at least 25% annually.
Edge: GMO Financial Gate's efficient payment infrastructure, built with alliance partners SMCC and VISA, offers lower transaction costs for merchants compared to legacy networks.
Scalability: GMO Financial Gate is growing horizontally by targeting different industries and vertically by going deeper into specific industries. Its recent history is a strong endorsement of the business model's scalability.
Sustainability: The company enables its clients to operate more efficiently and helps tackle the labour shortage in Japan. Material internal factors include employee development, data security and service reliability, which the company appear to take seriously.
Insight: We can see a plausible outcome where GMO Financial Gate achieves an order of magnitude increase in profits, and associated with that, a significant return on this investment.
WAG Payments (Eurowag) provides tools and services to commercial road transport (CRT) businesses operating fleets of trucks in Europe. Their offerings include fuel and toll payments, tax invoicing automation, working capital solutions, and fleet management software.
Opportunity: The CRT market accounts for 75% of Europe's land-based transport volumes, generating \$350bn a year, driving roughly 5% of EU GDP. The market is highly fragmented with 90% of trucks belonging to small and meduim-sized entreprises (SME's) many of which today use very little software. Inefficiency leads to issues, for instance 20-25% of trucks on the road drive empty due to poor fleet utilisation. Eurowag has a huge opportunity to solve these challenges for customers.
Edge: The founder/CEO started the business almost 30 years ago selling fuel. Over time the company has become deeply embedded within its customers. This gives them an edge in identifying pain points and convincing small highly traditional businesses to adopt innovative new technologies.
Scalability: The business is growing the percentage of sales that come from software. This should over time drive more profitable recurring revenue.
Alignment: The founder/CEO started the business at the age of 19 in 1995. His drive and ambition are pivotal to the case. He owns almost 50% of the shares.
Sustainability: Trucking accounts for roughly 9% of Europe's greenhouse gas emissions. Even small efficiency boosts from Eurowag's software should have a meaningful environmental impact. The company is also helping its customers navigate the gradual transition from internal combustion engine trucks.
Insight: We're backing a highly aligned, ambitious founder with a long time horizon. We believe the market dismisses this element, while still viewing Eurowag as a legacy fuel reseller and ignoring the significant growth of the business' more profitable and scalable software offerings.

## Complete Sales

Stock Name	Transaction Rationale
ESI Group	ESI is currently subject to a takeover offer from US manufacturing firm Keysight. We believe the deal is highly likely to proceed, and hence is reflected in the share price. This limits our upside going forward so we have opted to sell ahead of the deal and redeploy into ideas with more potential asymmetry.
First Derivatives	We have chosen to sell out of FD Technologies (formerly First Derivatives). Although the company's underlying technology offering remains interesting, and we believe it is undervalued, we have been disappointed by the pace of execution, and have concerns over the ownership structure of the business so have opted to redeploy the capital into higher conviction ideas.

#### Sector Analysis (%)



1	Information Technology	34.48
2	Industrials	17.81
3	Financials	17.50
4	Consumer Discretionary	13.66
5	<b>Communication Services</b>	6.19
6	Health Care	4.90
7	Materials	1.43
8	Real Estate	1.22
9	Consumer Staples	0.99
10	Cash	1.81

Total may not sum due to rounding. The composition of the Fund's holdings is subject to change. Percentages are based on securities at market value.

### **Top Ten Holdings**

Ho	oldings	Fund %
1	Global UniChip	4.98
2	ADDTECH	3.51
3	AirTac International Group	3.39
4	Avanza Bank	3.32
5	Hypoport	3.19
6	Brunello Cucinelli	2.75
7	Kinaxis	2.66
8	Reply Spa	2.46
9	Sensirion	2.29
10	Chroma Ate	2.16

The composition of the Fund's holdings is subject to change. Percentages are based on securities at market value.

#### **Geographic Analysis (%)**



Total may not sum due to rounding. The composition of the Fund's holdings is subject to change. Percentages are based on securities at market value.

### **Portfolio Characteristics**

87
19
9
33
98%*
11%**

\*Relative to MSCI ACWI ex-USA Small Cap Index. Source: Baillie Gifford & Co, MSCI.

\*\*The Turnover figure presented is based on internal calculation methods and differs to the financial statements which are calculated in accordance with the requirements of N-1A.

33.81

27.95

21.15

10.79

4.48 1.81

## **Voting and Engagement Summary**

### Voting Activity

Votes Cast in Favour	Votes Cast Against		Votes Abstained/Withheld	
Companies 11	Companies	1	Companies	1
Resolutions 60	) Resolutions	1	Resolutions	1

During the quarter we engaged with Katitas to understand its environmental reporting. By renovating abandoned single-family homes in Japan, it is able to avoid the emissions from demolishing and rebuilding the homes.

A notable feature of the portfolio is exposure to founders, with a majority of holdings benefiting from a significant inside stake from an individual, or collection of individuals closely involved in running the company

#### **Company Engagement**

Engagement Type	Company
Environmental	CellaVision AB (publ), Cellectis S.A., CreditAccess Grameen Limited, Demae-Can Co.,Ltd, Inter Action Corporation, JMDC Inc., KATITAS CO., Ltd., Kinaxis Inc., Melexis NV, New Work SE, OPTEX GROUP Company, Limited, W.A.G payment solutions plc, Xvivo Perfusion AB (publ), tonies SE
Social	Kinaxis Inc., Melexis NV
Governance	Bengo4.com,Inc., Demae-Can Co.,Ltd, Douzone Bizon Co., Ltd., Inter Action Corporation, Koh Young Technology Inc., Melexis NV, Nanoform Finland Oyj, New Work SE, OPTEX GROUP Company, Limited, Park Systems Corp., Sansan, Inc., TCI Co., Ltd., Technogym S.p.A., Victoria PLC, istyle Inc.
Strategy	Victoria PLC

## Votes Cast in Favour

Companies	Voting Rationale
	We voted in favour of routine proposals at the aforementioned meeting(s).

## Votes Cast Against

Company	Meeting Details	Resolution(s)	Voting Rationale
Cellectis ADR	Special 12/22/23	6	We voted against this pro-forma resolution in line with Management's recommendation. There is a legal obligation under the French Commercial Code for companies to propose retirement-account share purchase plans at a discount for employees. However, this plan is currently not included within the framework of the Company's existing employee stock-based compensation policy.

## Votes Abstained

Company	Meeting Details	Resolution(s)	Voting Rationale
Victoria	OTH 11/13/23	1	We abstained on the financial statements due to the auditor issuing a qualified audit opinion. In the absence of an unqualified opinion we do not think it is appropriate to support on behalf our clients.

## Votes Withheld

We did not withhold on any resolutions during the period.

## **List of Holdings**

Asset Name	Fund %
Global UniChip	4.98
ADDTECH	3.51
AirTac International Group	3.39
Avanza Bank	3.32
Hypoport	3.19
Brunello Cucinelli	2.75
Kinaxis	2.66
Reply Spa	2.46
Sensirion	2.29
Chroma Ate	2.16
ASPEED Technology	2.13
Games Workshop	2.04
CreditAccess Grameen	2.04
Megachips	2.02
HMS Industrial Networks	2.00
Koh Young Technology	1.93
Docebo	1.82
Technogym	1.81
Alpha FX	1.74
RakSul	1.67
Bossard	1.63
DMG Mori	1.62
Maytronics	1.61
Burford Capital	1.57
Infomart	1.53
Tsugami	1.47
Bengo4.com	1.42
Netwealth	1.32
KH Neochem	1.25
Outsourcing	1.23
KATITAS	1.22
Park Systems	1.18
Paradox Interactive	1.10
eGuarantee	1.06
WealthNavi	1.05
Melexis	1.02
Alk-Abello	1.02
u-blox	1.01
Johnson Electric	0.98
Iriso Electronics	0.92
Keywords Studios	0.88
Victoria	0.86
tonies	0.86
Optex	0.86
Nayax	0.81
Trustpilot Group	0.79
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Asset Name	Fund %
Locondo	0.77
JMDC	0.76
Douzone Bizon Co	0.75
Sansan	0.74
Volpara Health Technologies	0.74
Oxford Nanopore Tech	0.73
GA Technologies	0.71
WAG Payment Solutions	0.71
Xvivo Perfusion	0.69
Hanatour Service Inc.	0.68
IndiaMART	0.63
Appier Group	0.63
dotdigital	0.63
Kamakura Shinsho	0.56
New Work	0.54
PVR Limited	0.50
AUTO1	0.46
Aumann	0.46
TCI Co	0.46
GMO Financial Gate	0.45
Shima Seiki Mfg.	0.45
Kitanotatsujin	0.41
Molten Ventures	0.41
Freee	0.40
VNV Global	0.36
Team 17 Digital Limited	0.36
Snow Peak	0.33
Istyle	0.30
Anicom	0.29
CellaVision	0.25
Wantedlab	0.25
CellSource Co., Ltd.	0.23
Cellectis	0.22
Inter Action Corporation	0.21
Demae-Can	0.20
Nanoform Finland	0.20
Vulcan Energy	0.18
Veganz Group	0.12
Storytel	0.12
Hypebeast	0.08
ANGLE	0.07
Cash	1.81
Total	100.00
	100.00

Total may not sum due to rounding. The composition of the Fund's holdings is subject to change. Percentages are based on securities at market value.

#### Important Information and Fund Risks

Past performance is not a guide to future returns. This document contains information on investments which does not constitute independent research. Accordingly, it is not subject to the protections afforded to independent research and Baillie Gifford and its staff may have dealt in the investments concerned.

The Funds are distributed by Baillie Gifford Funds Services LLC. Baillie Gifford Funds Services LLC is registered as a broker-dealer with the SEC, a member of FINRA and is an affiliate of Baillie Gifford Overseas Limited.

All information is sourced from Baillie Gifford & Co unless otherwise stated. All amounts are in US dollars unless otherwise stated.

As with all mutual funds, the value of an investment in the Fund could decline, so you could lose money. The most significant risks of an investment in the Baillie Gifford International Smaller Companies Fund are, Small-and Medium Capitalization Securities Risk, Growth Stock Risk, Investment Style Risk, Long-Term Investment Strategy Risk, Non-U.S. Investment Risk and Asia Risk. The shares of small-and medium -capitalization companies can be more volatile than larger companies. This can be more evident during market downturns as they may have potentially reduced liquidity and shorter operating histories. The prices of growth stocks can be based largely on expectations of future earnings and can decline significantly in reaction to negative news. The Fund is managed on a bottom-up basis and stock selection is likely to be the main driver of investment returns. Returns are unlikely to track the movements of the benchmark. The Fund is managed on a long-term outlook, meaning that the Fund managers look for investments that they think will make returns over a number of years, rather than over shorter time periods. Non-U.S. securities are subject to additional risks, including less liquidity, increased volatility, less transparency, withholding or other taxes and increased vulnerability to adverse changes in local and global economic conditions. Some Asian securities may be less liquid than US or other foreign securities. They can be affected by high inflation, currency fluctuations, political instability and less efficient markets. Many Asian economies are dependent on international trade and only a few industries and can be badly affected by trade barriers. There can be less regulation and possible fluctuation in value due to adverse political conditions. Other Fund risks include: Conflicts of Interest Risk, Currency Risk, Emerging Markets Risk, Equity Securities Risk, Environmental, Social and Governance Risk, Focused Investment Risk, Geographic Focus Risk, Government and Regulatory Risk, Information Technology Risk, Initial Public Offering Risk, Japan Risk, Liquidity Risk, Market Disruption and Geopolitical Risk, Market Risk, New and Smaller-Sized Funds Risks, Service Provider Risk, Settlement Risk and Valuation Risk.

For more information about these and other risks of an investment in the Fund, see "Principal Investment Risks" and "Additional Investment Strategies" in the prospectus.

Baillie Gifford International Smaller Companies Fund seeks capital appreciation. There can be no assurance, however, that the Fund will achieve its investment objectives.

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.

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