

# Baillie Gifford™

## Baillie Gifford U.S. Equity Growth Fund

### Fourth Quarter 2023

#### About Baillie Gifford

<b>Philosophy</b>	Long-term investment horizon A growth bias Bottom-up portfolio construction High active share
<b>Partnership</b>	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

We aim to identify the exceptional growth businesses in America and own them for long enough that the advantages of their business models and strength of their cultures become the dominant drivers of their stock prices. We believe this long-term horizon allows us to harness the asymmetry inherent in equity markets to capture the disproportionate impact of successful investments. We run concentrated portfolios as we do not want to dilute the impact of such companies in the name of diversification.

#### Fund Facts

K Class Ticker	BGGKX
Institutional Class Ticker	BGGSX
Launch Date	December 05, 2016
Size	\$45.6m
Benchmark	Russell 1000 Growth Index
Stocks (guideline range)	30-50
Current Number of Stocks	45
Active Share	81%*
Annual Turnover	15%**
Style	Growth

Launch date refers to the longest running share class of the fund. This is earlier than the K and Institutional share class launch date.

\*Relative to Russell 1000 Growth Index. Source: Baillie Gifford & Co, Russell.

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.

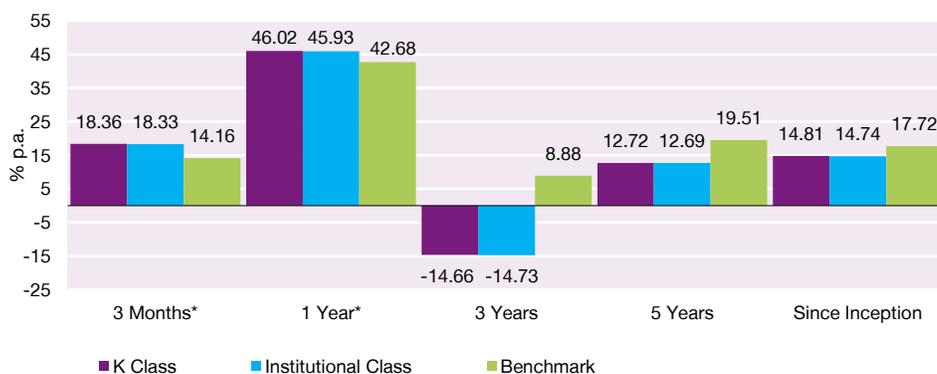
#### US Equity Team

Name	Years' Experience
Dave Bujnowski*	27
Tom Slater*	23
Gary Robinson*	20
Kirsty Gibson	11
Saad Malik	7

\*Partner

*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](http://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



Gross Expense Ratio	
Share Class – K	0.97%
Share Class – Institutional	1.08%
Net Expense Ratio	
Share Class – K	0.65%
Share Class – Institutional	0.76%

Benchmark: Russell 1000 Growth 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](http://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.*

Returns are based on the above noted share class from April 28, 2017. Prior to that date returns are calculated based on the oldest share class of the Fund adjusted to reflect the current share class fees where these fees are higher. Fund inception: December 5, 2016. \*Not annualized. The fund's benchmark changed on May 1, 2020. Performance is being shown against the new benchmark.

*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 Russell 1000 Growth Index measures the performance of the large-cap growth segment of the US equity universe. It includes Russell 1000 companies with higher forecasted growth values. This unmanaged index does not reflect fees and expenses and is not available for direct investment. The Fund is more concentrated than the Russell 1000 Growth Index.

Source: Baillie Gifford & Co, Bank of New York Mellon, Russell. Share Class launch date: April 28, 2017. NAV returns in US dollars.

## Stock Level Attribution

Quarter to December 31, 2023

### Top Five Contributors

Asset Name	Contribution (%)
Shopify	1.96
Affirm	1.05
Duolingo	0.69
Roblox	0.58
Cloudflare	0.46

### Bottom Five Contributors

Asset Name	Contribution (%)
The Trade Desk	-1.75
Moderna	-0.72
Microsoft	-0.51
Tesla Inc	-0.40
Broadcom	-0.30

One Year to December 31, 2023

### Top Five Contributors

Asset Name	Contribution (%)
Shopify	4.01
Duolingo	2.14
NVIDIA	1.53
Affirm	1.50
Tesla Inc	1.18

### Bottom Five Contributors

Asset Name	Contribution (%)
Moderna	-5.14
Novocure	-1.79
First Republic Bank	-1.74
Alnylam Pharmaceuticals	-1.69
Chewy	-1.32

Five Years to December 31, 2023

### Top Five Contributors

Asset Name	Contribution (%)
Tesla Inc	18.33
Shopify	5.85
The Trade Desk	2.96
Duolingo	1.88
Amazon.com	1.74

### Bottom Five Contributors

Asset Name	Contribution (%)
Apple	-6.50
Microsoft	-4.14
Twilio	-4.07
Illumina	-3.42
Wayfair	-2.91

Source: Revolution, Russell, Baillie Gifford U.S. Equity Growth Fund relative to Russell 1000 Growth 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](http://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

The final quarter of the year was a rewarding one for United States (US) equity investors. Stock markets still appear to be fixated on the path of interest rates. Much of the recent rise in prices came after the chair of the US Federal Reserve suggested that interest rate cuts are increasingly likely in 2024. There is renewed optimism that the US will deliver a “soft landing”: reduced inflation without recession.

While this is important, we don't believe company prospects hinge on this factor to the degree that stock market prices suggest. The Fund's holdings have shored up their finances and have become more cost-conscious. That's healthy, and a good thing for future profitability. It is not what we expect will drive returns. Longer-acting shifts, such as the development and deployment of artificial intelligence (AI), become more significant over the fund's five-year investment time horizon. We think that stock markets tend to overestimate the importance of near-term factors and underestimate the influence of long-term return drivers.

## Performance

The Fund delivered strong returns over this short period. Notable contributors included the e-commerce platform business Shopify, the consumer credit business Affirm, and the gamified learning app Duolingo.

Shopify provides software to merchants to enable them to sell online. As it builds more tools for its customers, it becomes more integral to their businesses. Shopify had been expanding its logistics capabilities but has pivoted away from this to focus on developing better AI tools. These tools could provide a host of services, from back-office automation to consumer-facing assistants. We welcome the clarity of Shopify's strategy.

Affirm provides “buy-now-pay-later” credit, which is typically selected at the point of sale by customers online. The business has been through a difficult time as interest rates have risen, but its share price has now begun to recover. We are optimistic that it offers a fairer deal to customers than traditional credit card lending.

Duolingo's language learning app continues to be adopted at high rates. The company is building AI into its teaching and is already charging a premium for AI-enhanced learning. It has expanded into math and music, opening further avenues for growth. The share price has been strong, but we think there is more to come.

Detractors from performance included the advertising platform The Trade Desk, the drugmaker Moderna, and the electric vehicle manufacturer Tesla.

The Trade Desk enables advertisers to purchase targeted spots online in automated auctions. These adverts are being slotted increasingly into streamed television. The company

made conservative comments about the advertising market which appeared to dismay investors, but we expect the shift online from traditional adverts to drive growth.

Moderna's Covid vaccine revenues have fallen faster than we and others had expected, but we believe that most of Moderna's value lies in its well-financed drug development pipeline. We remain excited by its potential.

Tesla continues to expand its production capacity, but stock markets reacted to the company noting the potential for customers to postpone car purchases amid economic uncertainty. The company also downplayed the likely profit contribution from Tesla's new vehicle the Cybertruck. Tesla has become a smaller part of the Fund over the past few years, but we believe there is tremendous potential in its vehicle and energy businesses.

## Notable transactions

The fund took new positions in three healthcare businesses. Inspire Medical Systems provides an innovative treatment for sleep apnea. Insulet makes automated insulin pumps for diabetics. Guardant Health offers blood tests to diagnose and screen for cancer. These purchases were funded by the sales of the video conferencing company Zoom, and by reductions to other positions.

Transactions from 01 October 2023 to 31 December 2023.

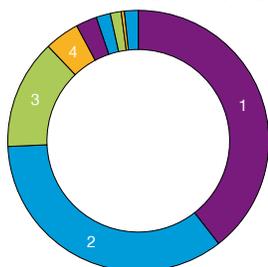
## New Purchases

Stock Name	Transaction Rationale
Guardant Health	<p>Guardant Health is a cancer diagnostics company that provides tests based on blood samples. These tests can be used to help guide treatment selection where cancer has already been detected. They can also be used to check for any residual signs of cancer following treatment. Most of Guardant's revenues currently come from treatment selection testing in late-stage lung cancer, but we think there is substantial growth potential in checking for residual disease. The accuracy of Guardant's tests should improve as the company's dataset grows, and the simplicity of a blood sample means that patient adoption and compliance should be high. We think there is significant enough potential in these two areas to justify a holding at the current share price. Should Guardant successfully develop a commercially viable screening test, this would add further return potential to the investment case.</p>
Inspire Medical Systems	<p>Inspire offers a revolutionary way of addressing obstructive sleep apnoea (OSA). Its implant stimulates a nerve to push the tongue forward and clear the throat, with a high customer satisfaction rate. It operates primarily in the US, a large and growing market as OSA becomes more straightforward to diagnose, and where there are an estimated 20 million moderate to severe cases, with another 40 million in other countries where Inspire is also approved and reimbursed. As many as 80-90% of sufferers are thought to be undiagnosed. The current standard of care involves wearing a pressurised mask while sleeping, which many patients find unpleasant. Compliance with this treatment option is low even though it is effective. Inspire offers a much better patient experience, and we think it could grow revenues by &gt;20% per year for a decade. Its share price has halved since June on GLP-1 weight loss pill concerns. OSA is linked to obesity for some patients, but it is not connected to tongue collapse, which is what Inspire's devices treat. We view this as an attractive opportunity to establish a position in this business.</p>
Insulet	<p>We have taken a new holding in Insulet, a leading maker of insulin pumps for diabetics. Insulet's devices can be connected to continuous glucose monitoring systems and provide users with much more accurate insulin dosing than is possible with traditional approaches. Insulet is the only manufacturer that offers tubeless pumps that don't require additional cumbersome connections, and its devices are gaining market share. Its lead is protected by hundreds of patents and by the engineering difficulty attached to making the devices. The shares have sold off this year on GLP-1 weight loss pill concerns, which we view as an overreaction. Insulet's core user base is type-1 diabetics, not type-2. Type-1 diabetes is caused by an auto-immune disorder, not lifestyle. Pump usage amongst type-1 diabetics is around 40% in the US and lower internationally. We expect this to rise and believe that Insulet's user proposition places it well to capture a large proportion of this growth. Profit margins should rise as the company expands. We think these characteristics are under-appreciated at the current valuation and have taken the opportunity to establish a holding.</p>
Yeti	<p>We have taken a new holding in premium outdoor equipment and accessories company, Yeti. Founded in 2006 by two Texan brothers, Yeti has successfully transformed itself from a one-product, regional business into a globally recognised brand selling a range of high-quality, durable goods. It is run by conscientious management, focused on carefully controlled pricing and inventory, quality control, careful product roll-out, distribution through the direct-to-consumer market, and thoughtful marketing. We believe Yeti can continue to take more market share in an industry worth an estimated \$600 billion as consumers place more importance on spending time outdoors with products they can rely on. Revenues and operating margins have doubled since 2016, and with its low capital intensity, high margin business model, it is well positioned to be the premium outdoor brand in the US and internationally.</p>

## Complete Sales

Stock Name	Transaction Rationale
Novocure	We sold the innovative cancer treatment business Novocure from the portfolio. Novocure uses electric fields to inhibit the growth of solid tumors. While it has been successful in bringing the treatment of glioblastoma, an aggressive form of brain cancer, to market, it has suffered setbacks in recent clinical trials. This, at the very least, delays the prospects of Novocure building a larger commercial operation and our conviction in the case for holding the shares has fallen.
Redfin	We sold the position in Redfin, an online real estate agency. We owned Redfin because we thought that its use of modern software tools in combination with salaried agents could deliver a lower-cost way to buy and sell houses in the US. Our contention was that this could drive market share gains from overpriced incumbent realtors across a wide range of market conditions. Redfin has since come under financial pressure and has made changes to its business model that we think undermine its competitive edge. With further financing stress a distinct possibility, we decided to move on from this position.
Snap	We have sold the holding in Snap, the owner of the social media platform Snapchat. Snap has been navigating competitive threats from other social media platforms and working through an increasingly AI-intensive digital advertising market. This has been challenging for the business, but we held the shares in the belief that the company's ongoing investment in augmented reality (AR) tools could produce a significant edge in engaging users and driving revenues. Snap's recent decision to close its business-focused (augmented reality) AR division undermines this core feature of our investment thesis.
Zoom	The original investment case for Zoom rested on the belief that their uniquely user-friendly software was poised to benefit from and drive a long-term shift in working patterns among knowledge workers. This played out far more rapidly than we had expected as a result of the Covid pandemic. Video conferencing has remained embedded in working practices since, but with it has come serious competition from Microsoft. Zoom's product lead appears to be diminishing. While Zoom Phone does provide another opportunity for growth, we don't believe this represents a significant enough opportunity to offset other competitive headwinds. We have therefore sold the position, following on from a reduction earlier in the year.

**Sector Analysis (%)**



1	Technology	39.45
2	Consumer Discretionary	34.85
3	Health Care	13.58
4	Industrials	4.30
5	Real Estate	2.60
6	Telecommunications	1.77
7	Unclassified	1.35
8	Financials	0.39
9	Cash	1.70

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**

Holdings	Fund %
1 Shopify	8.67
2 NVIDIA	7.26
3 Amazon.com	7.12
4 The Trade Desk	7.05
5 Tesla Inc	5.20
6 Netflix	3.89
7 Doordash	3.53
8 Workday	3.35
9 Moderna	3.32
10 Cloudflare	3.22

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

**Portfolio Characteristics**

Number of holdings	44
Number of countries	2
Number of sectors	8
Number of industries	18
Active Share	81%*
Annual Turnover	15%**

\*Relative to Russell 1000 Growth Index. Source: Baillie Gifford & Co, Russell.

\*\*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.

Voting Activity

Votes Cast in Favour		Votes Cast Against		Votes Abstained/Withheld	
Companies	1	Companies	None	Companies	None
Resolutions	5	Resolutions	None	Resolutions	None

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Long-term investing and sustainability are inextricably linked

In the US Equity Growth team, we define 'sustainability' as the ability to balance value creation with value capture

Companies that capture more value than they create will not survive in the long run. Companies that create more value than they capture will thrive

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Company Engagement

Engagement Type	Company
Environmental	10x Genomics, Inc., Amazon.com, Inc., Roku, Inc., Samsara Inc., Snowflake Inc.
Social	Amazon.com, Inc., Netflix, Inc., Pinterest, Inc., Tesla, Inc.
Governance	10x Genomics, Inc., Amazon.com, Inc., Moderna, Inc., NVIDIA Corporation, Pinterest, Inc., Samsara Inc., Shopify Inc., Tesla, Inc.
Strategy	Amazon.com, Inc., Tesla, Inc.

### Votes Cast in Favour

Companies	Voting Rationale
Affirm Holdings Inc Class A	We voted in favour of routine proposals at the aforementioned meeting(s).

### Votes Cast Against

We did not vote against any resolutions during the period.

### Votes Abstained

We did not abstain on any resolutions during the period.

### Votes Withheld

We did not withhold on any resolutions during the period.

Asset Name	Fund %
Shopify	8.67
NVIDIA	7.26
Amazon.com	7.12
The Trade Desk	7.05
Tesla Inc	5.20
Netflix	3.89
Doordash	3.53
Workday	3.35
Moderna	3.32
Cloudflare	3.22
Meta Platforms	3.09
Duolingo	2.87
CoStar	2.60
Watsco	2.38
Datadog	2.32
Pinterest	2.14
Snowflake	2.12
Roblox	2.04
Affirm	1.92
Twilio	1.79
Roku	1.77
Wayfair	1.69
Insulet Corporation	1.57
Inspire Medical Systems	1.51
Alnylam Pharmaceuticals	1.47
Coursera	1.47
Sprout Social	1.14
Chewy	1.09
Guardant Health	1.06
YETI Holdings	1.03
Penumbra	1.00
10x Genomics	0.94
Denali Therapeutics	0.94
Samsara	0.84
Sweetgreen	0.83
HashiCorp	0.82
Doximity	0.81
Oddity	0.51
Rivian Automotive	0.46
Recursion Pharmaceuticals	0.46
Lemonade	0.39
Ginkgo Bioworks	0.38
Chegg	0.14
Sana Biotechnology	0.13
Abiomed CVR Line*	0.00
Cash	1.70

Total	100.00
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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.

\*Abiomed was acquired in December 2022 by Johnson and Johnson. Holders received a cash allocation plus non-tradable contingent value rights (CVRs).

## 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 US Equity Growth Fund are Investment Style Risk, Growth Stock Risk, Long-Term Investment Strategy Risk, Geographic Focus Risk and Non-Diversification Risk. 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 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 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. The Fund focuses on investments in the US, meaning it may offer less diversification and be more volatile than other funds. The Fund may have a smaller number of holdings with larger positions in each relative to other mutual funds. Other Fund risks include: Conflicts of Interest Risk, Equity Securities Risk, Environmental, Social and Governance Risk, Focused Investment Risk, Government and Regulatory Risk, Information Technology Risk, Initial Public Offering Risk, Large-Capitalization Securities Risk, Liquidity Risk, Market Disruption and Geopolitical Risk, Market Risk, New and Smaller-Sized Funds Risk, Service Provider Risk, Small-and Medium-Capitalization Securities 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 U.S. Equity Growth 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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