# **Baillie Gifford**

Your capital is at risk. Past performance is not a guide to future returns. The following update is based on a representative portfolio. As such, stock examples may not be held in every client portfolio, and performance may differ.

**Michael Taylor:** Let's start by addressing one big question. The outperformance of US markets has now been entrenched for so long, over 15 years, that it's started to feel like a law of nature. However, much market commentary is focused on asking whether this divergence may be about to reverse. We would like to reframe the question. What matters to us is not the aggregate level of valuations in any individual market, but the qualities and characteristics of the companies available to us on a global basis, wherever they happen to be listed. The question we're asking, therefore, is which few companies do we believe justify their current valuations thanks to the strength of their long-term fundamentals? Selectivity matters.

The growth of many US companies is, at least in part, the result of deeply entrenched advantages, well-established clusters of expertise, humming with innovation, unrivalled capital markets, and a cultural willingness to embrace risk-taking. These ingredients create uniquely fertile conditions for exceptional growth businesses to emerge and flourish. It is no surprise, therefore, that our restlessly ambitious hunt for growth leads us towards holding many US businesses.

We can see these qualities encapsulated when looking at performance over the quarter, where, overall, the portfolio was approximately in line with the benchmark. The top contributor over this short period was Applovin, the US-based advertising platform for mobile apps. Applovin's proprietary Al-powered recommendation engine, Axon, is turbocharging annual sales growth of over 70 per cent, alongside exceptional levels of profitability. With the shares having doubled over the quarter, the company has raced from founding only 13 years ago to one of the 60 largest listed companies in the world today.

We first took a holding in Aploven at the start of the year, and following this recent run-up, the focus is very much on ensuring that our insight and our view of the potential upside from here remains sufficiently differentiated.

If Applovin embodies a company from the higher growth end of our spectrum, then another of the top contributors over the quarter represents a company operating against a more cyclical backdrop. Medpace, a recent purchase, designs and conducts clinical trials on behalf of smaller biotechnology companies. As the funding environment for biotechs has become more challenged over recent years, the number of active clinical trials being conducted has fallen, causing Medpace's growth to slow. Behind this lull, however, the pace of radical innovation in drug discovery has continued, creating pent-up demand for Medpace's services. Hints that this recovery is starting to come through saw the shares move sharply higher over the quarter. This is likely just the start of a multi-year recovery. Durable growth without any drug-specific risk.

In addition to ensuring that growth across the portfolio is sufficiently attractive, broad-based and durable, we also focus on adaptability, ensuring that the companies in the portfolio can not just survive, but continue to thrive whatever the future may bring. This resilience takes two forms.

Firstly, the portfolio continues to show vastly superior financial characteristics to the index. It's more profitable, with higher returns on capital and far lower levels of indebtedness. But if these quantitative characteristics serve as a kind of insurance policy, it is the more subtle qualitative aspects of cultural resilience and flexibility that give us confidence that any such insurance payouts will be well spent.

For instance, my two colleagues spent a couple of hours with the senior management team at Brazilian challenger bank, Nubank, over the quarter. Having been concerned that Nu may be starting to morph into a more traditional bank, we came away highly encouraged by the willingness of the management to embrace a cultural reset. This process has revitalised the senior leadership team and proactively sharpened the focus on entrepreneurial dynamism across the organisation. With a deepening competitive edge and a superbly profitable operating model, Nubank remains exceptionally well placed to continue winning share across Latin America.

To pull all this together, the portfolio continues to deliver much higher levels of growth than the index, underpinned by both breadth and durability, while the aggregate financial characteristics of the portfolio reflect the high-quality nature of the select group of companies we choose to hold. Stretching the time horizon only slightly, performance over the last six months remains robustly ahead of the index, while the relative valuation premium of the portfolio sits at historic lows. These are conditions which give us great confidence in the potential for the portfolio to continue to compound these returns over the coming years.

# Global Alpha\*

# Annual past performance to 30 September each year (%)

	2021	2022	2023	2024	2025
Global Alpha Composite (gross)	26.4	-34.8	16.3	31.2	16.5
Global Alpha Composite (net)	25.6	-35.2	15.5	30.4	15.8
MSCI ACWI Index	28.0	-20.3	21.4	32.3	17.8

# Annualised returns to 30 September 2025 (%)

	1 year	5 years	10 years
Global Alpha Composite (gross)	16.5	7.9	12.3
Global Alpha Composite (net)	15.8	7.2	11.5
MSCI ACWI Index	17.8	14.1	12.5

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.

Past performance is not a guide to future returns.

\*Including Global Alpha, Responsible Global Alpha, Global Alpha Paris Aligned and Responsible Global Alpha Paris Aligned strategies.

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.

#### **Risk factors**

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

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 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.

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.

## **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.

## 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.