

50 years of partnership with charities

July 2025

How Baillie Gifford's investment expertise and partnership structure can help charities achieve their long-term objectives in today's complex markets.

Your capital is at risk. Past performance is not a guide to future returns.

Lindsey Knight (LK): Baillie Gifford has been helping charities, endowments and foundations meet their investment objectives for over 50 years. We're very proud that our first charity client remains a client today, and over the next few minutes, we will tell you why that is, with a focus on investment approach, partnership structure and how we build relationships with our clients.

The foundation of this long-term success is our investment capabilities, where for over 100 years, we have been identifying and investing in the best global growth opportunities for our clients. Our active, bottom-up approach to selecting companies coupled with our optimistic focus on the upside potential, results in portfolios which are meaningfully different to the market.

Claire Erskin-Murray (CEM): As a multi-generational, independent partnership, our structure plays a crucial role in our approach. It provides us with the stability to invest for the really long-term, by which we mean decades rather than quarters, and this also aligns us with our clients' time horizons.

This long-term perspective gives us an edge over the broader market, and it allows our investors to build deep relationships with the companies that they invest in, providing invaluable insight and privileged access to management. We also seek differentiated views from a network of academics and external experts that we have built up over many years.

LK: We understand that different clients have different needs. Our approach is to work with our clients to find a solution which meets their unique objectives, whether that is total return, income, inflation protection, or a combination of these. We also recognise that client needs may change over time.

For example, incorporating sustainability into investment mandates has become increasingly important for some of our clients. Our long-term approach is naturally aligned with the

consideration and integration of these factors and we also offer funds with explicit sustainability or impact objectives.

CEM: For charities seeking an investment partner, we at Baillie Gifford offer extensive experience and a tailored approach, and we're committed to long-term investment strategies that align with the goals of your charitable organisations.

It's a journey that requires patience, expertise, and the right team behind you and we'd be delighted to have a conversation about how we can help you.

Important information

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

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