
WORLDWIDE PAN-EUROPEAN FUND – THE HUNT FOR EUROPEAN TENBAGGERS

Investment managers Moritz Sitte and Stephen Paice dispel the negative perceptions of the European market by discussing an exciting company which exemplifies the growth potential in Europe, and their investment strategy which aims to seek out European tenbaggers.

Investment markets can go down as well as up and market conditions can change rapidly. The value of an investment in the fund, and any income from it, can fall as well as rise and investors may not get back the amount invested.

The film was produced in June 2019.

This communication was produced and approved on the stated date and has not been updated subsequently. It represents views held at the time of recording and may not reflect current thinking.

Moritz Sitte (MS): I don't think it's controversial to state that the overall perception of Europe – from never-ending Brexit negotiations to economic stagnation - has been truly awful for a long time now. But what I find fascinating is that there's a huge discrepancy between this poor top-down perception on the one hand, and the reality which we, as bottom up investors, are witnessing on the other hand. As it turns out, Europe offers us fantastic opportunities to own exceptional businesses. And that is why we spend all our time thinking about a company's growth opportunity, its edge and the alignment between stakeholders. And that is also why we seek to be long-term owners of businesses.

Stephen Paice (SP): We now have a much better understanding that portfolio and stock market returns are driven by a relatively small number of companies. Shares in these companies will not just go up 2 or 3 times, but 5, 10 or 100 times. And this is what's driving our enthusiasm for European companies. When we look at the distribution of returns in Europe, we find that the probability of finding one of these big winners is the same as it is in most other regions. It's just the opportunity set is very different: Europe specialises in niche B2B businesses, industrials, MedTech, some fantastic consumer discretionary brands, and increasingly, some very small but disruptive online platforms. But to benefit from the asymmetry in these companies, you need to focus on what might go right rather than what might go wrong, and be willing to hold them for a very long period of time.

SP: The economics of online businesses can be fantastic because of the network effects and because of the low capital intensity, but you can find these characteristics in other industries that are less glamorous and that tend to be overlooked. IMCD is one of our largest holdings. This is a founder-run Dutch speciality chemicals distributor so acts as a consultant and it connects lots of smaller chemicals suppliers to its customers. And because it's the largest player in what is a very fragmented industry, the value of its network increases to both the buyers and the sellers. Can this be a tenbagger over the next 10 years? I think it can. The chances are fairly slim, however they are much better than average – and that's what matters.

MS: What we want to do with our fund is to expose ourselves to owning big winners. Doing so requires ignoring the index. After all, it's the large constituents in the index – from banks to big pharma – which in our opinion are structurally challenged because they're being disrupted. We get asked a lot about active versus passive investing. Europe really is the last place you would want to invest [in] passively by buying the index.



SP: What fund managers say and what they actually do are sometimes very different, so when we talk about investing in high quality, growth companies, managed by people we trust, you can see this reflected in the characteristics of the fund. So our companies typically grow much faster than the market, they generate higher returns, and the majority are owned and managed by insiders. We also want to stand out in an industry which is still far too prone to short-termism and self-serving behaviour. So we want to be long term, and you can see this through the turnover which is typically between 10 and 20 per cent. Our active share is very high and we're offering what we think is very good value for money. Beyond that, we want to take advantage of the negative top-down sentiment towards Europe and help provide capital to those entrepreneurial businesses that have the best chance of generating outstanding returns.

Annual Past Performance to 31 March each year (%)

	2015	2016	2017	2018	2019
Baillie Gifford Worldwide Pan-European Fund	23.8	-5.9	15.7	2.8	-0.6
MSCI Europe	22.7	-13.3	17.7	0.1	6.1

Source: Baillie Gifford & Co and relevant underlying providers. Euro, net of fees.

Past performance is not a guide to future returns.

The views expressed in this article are those of the speakers and should not be considered as advice or a recommendation to buy, sell or hold a particular investment. They reflect personal opinion and should not be taken as statements of fact nor should any reliance be placed on them when making investment decisions.

This article 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.

Further details of the risks associated with investing in the fund can be found in the Key Investor Information Document, copies of which are available at www.bailliegifford.com.

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.

Baillie Gifford Investment Management (Europe) Limited provides investment management and advisory services to European (excluding UK) clients. It was incorporated in Ireland in May 2018 and is authorised by the Central Bank of Ireland. Through its MiFID passport, it has established Baillie Gifford Investment Management (Europe) Limited (Frankfurt Branch) to market its investment management and advisory services and distribute Baillie Gifford Worldwide Funds plc in Germany. Baillie Gifford Investment Management (Europe) Limited is a wholly owned subsidiary of Baillie Gifford Overseas Limited, which is wholly owned by Baillie Gifford & Co.



Persons resident or domiciled outwith 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.

Important Information Hong Kong

Baillie Gifford Asia (Hong Kong) Limited 百利亞洲(香港)有限公司 is wholly owned by Baillie Gifford Overseas Limited and holds a Type 1 licence from the Securities & Futures Commission of Hong Kong to market and distribute Baillie Gifford's range of UCITS funds to professional investors in Hong Kong. Baillie Gifford Asia (Hong Kong) Limited 百利亞洲(香港)有限公司 can be contacted at 30/F, One International Finance Centre, 1 Harbour View Street, Central, Hong Kong. Telephone +852 3756 5700.

Important Information 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.

Important Information Australia

This material is provided on the basis that you are a wholesale client as defined within s761G of the Corporations Act 2001 (Cth). Baillie Gifford Overseas Limited (ARBN 118 567 178) is registered as a foreign company under the Corporations Act 2001 (Cth). It is exempt from the requirement to hold an Australian Financial Services License under the Corporations Act 2001 (Cth) in respect of these financial services provided to Australian wholesale clients. Baillie Gifford Overseas Limited is authorised and regulated by the Financial Conduct Authority under UK laws which differ from those applicable in Australia.

The index data referenced herein is the property of one or more third party index provider(s) and is used under license. Such index providers accept no liability in connection with this document. For full details, see www.bailliegifford.com/legal.

All information is sourced from Baillie Gifford & Co and is current unless otherwise stated.

