
PRIVATE COMPANIES

There are opportunities for investors with the patience and experience needed to take advantage of companies staying private for longer, says Investment Specialist Manager Rachael Callaghan.

Your capital is at risk.

Rachael Callaghan: Private markets have changed dramatically over the past decade. Some of the most exciting, fast-growing, and disruptive companies are staying private for longer, which leads to challenges and opportunities for both investors and companies alike.

Baillie Gifford is a natural partner for these businesses. We are well-placed to overcome the challenges and capitalise on the opportunities by embracing risk, supporting innovation, investing over multiple funding rounds and providing patient, long-term, and supportive capital that aligns with the timelines of founders – all of this with the ultimate aim of benefitting our clients.

The opportunity is to invest in the world's most innovative companies, companies that are solving the problems of tomorrow. They are the type of rapid growth companies that we have decades of experience owning from our heritage in public markets. We understand how to analyse growth-oriented businesses and assess whether they can make the transition from a great idea to a successful start-up, to a scalable company.

We understand that great growth companies do not appear overnight and do not grow in a straight line. By investing over a longer time horizon, we can provide the capital companies need to execute their vision and achieve their mission. By providing long-term, patient capital we can support companies in their journey to enter public markets, when the time is right for them.

Companies that exist in private markets today are of a scale and size that is unfamiliar. The true value add will come from the ability to play investments out over longer time horizons.

Demonstrating this ability will be a key element of distinctiveness, as founders and business leaders will put greater emphasis on such attributes when choosing capital providers.



These are factors we know intimately and have successfully executed throughout our history. Baillie Gifford is a well-aligned partner of choice for innovative private companies looking to transition into their next phase of growth. We want to be there for as much of the journey as possible, not just a short stop along the way.

All investment strategies have the potential for profit and loss, your or your clients' capital may be at risk. Past performance is not a guide to future returns.

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