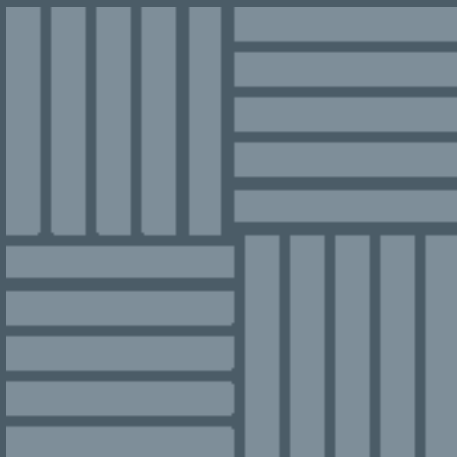
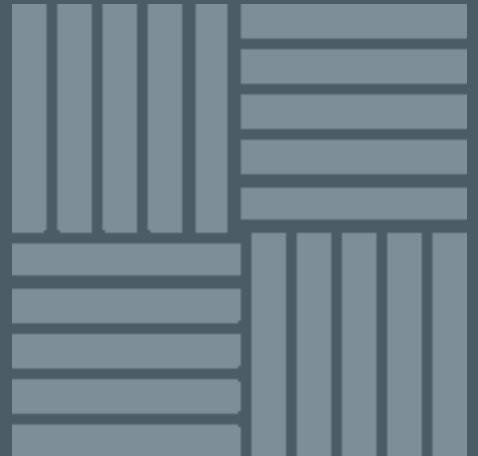
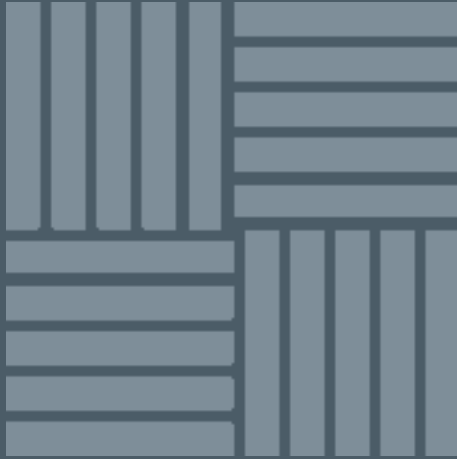


# THE SCOTTISH AMERICAN INVESTMENT COMPANY P.L.C.

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SAINTS

Income again and again



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### Notes

None of the views expressed in this document should be construed as advice to buy or sell a particular investment. Investment trusts are UK public listed companies and as such comply with the requirements of the UK Listing Authority. They are not authorised or regulated by the Financial Conduct Authority.

SAINTS currently conducts its affairs, and intends to continue to conduct its affairs, so that the Company's Ordinary Shares can qualify to be considered as a mainstream investment product and can be recommended by Independent Financial Advisers (IFAs) to ordinary retail investors in accordance with the rules of the Financial Conduct Authority (FCA) in relation to non-mainstream investment products.

### **THIS DOCUMENT IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION.**

If you are in any doubt as to the action you should take you should consult your stockbroker, bank manager, solicitor, accountant or other independent financial advisor authorised under the Financial Services and Markets Act 2000 immediately if you are in the United Kingdom or, if not, from another appropriately authorised financial adviser.

If you have sold or otherwise transferred all of your ordinary shares in The Scottish American Investment Company P.L.C., please forward this document and the accompanying form of proxy as soon as possible to the purchaser or transferee or to the stockbroker, bank or other agent through whom the sale or transfer was or is being effected for delivery to the purchaser or transferee.

## SAINTS aims to deliver real dividend growth by increasing capital and growing income.

Year to 31 December 2015

Dividend 10.70p

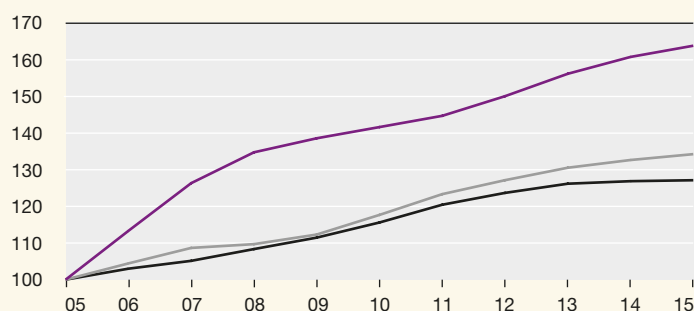
Yield 4.1%

### Ten Year Summary

#### Dividend versus Inflation

(figures rebased to 100 at 31 December 2005)

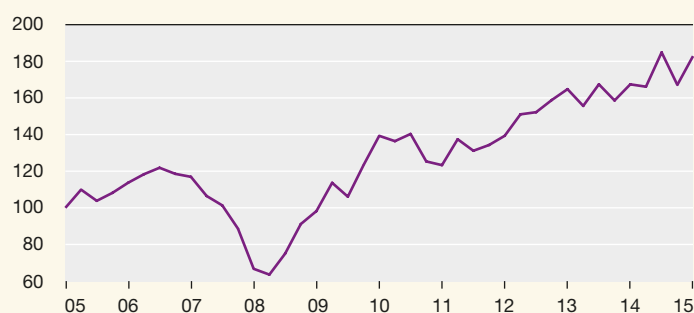
— SAINTS dividend  
— RPI  
— CPI



#### Share Price

(figures rebased to 100 at 31 December 2005)

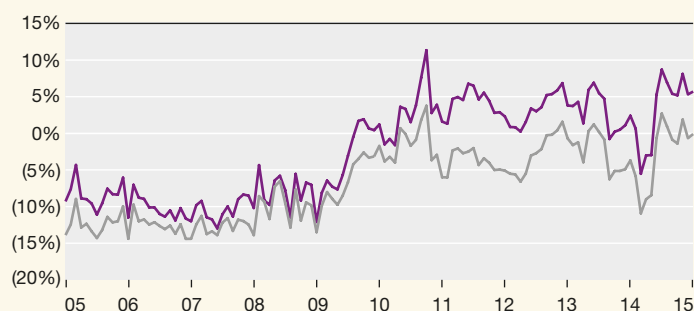
— Share price total return



#### Premium/(Discount)

(plotted as at month end dates)

— Premium/(discount) (after deducting borrowings at fair value)  
— Premium/(discount) (after deducting borrowings at book value)



Source: Thomson Reuters Datastream/Baillie Gifford.

Past performance is not a guide to future performance.

#### Investor Disclosure Document

The EU Alternative Investment Fund Managers Directive requires certain information to be made available to investors prior to their investment in the Company. The Company's Investor Disclosure Document is available for viewing at [www.saints-it.com](http://www.saints-it.com).

## Strategic Report

This Strategic Report, which includes pages 2 to 19 and incorporates the Chairman's Statement, has been prepared in accordance with the Companies Act 2006.

### Chairman's Statement



Sir Brian Ivory, Chairman

The Company aims to deliver real dividend growth. An increased dividend of 10.70p (10.50p) will maintain the Company's long record of growing dividends in real terms over time.

#### Overview

2015 was a year of modest progress at best for most investment markets and asset classes.

Throughout the year, markets attempted to scale the proverbial wall of worry. Whilst economic news was encouraging in some areas, in the United States in particular, there were marked disappointments elsewhere. Markets were concerned at various points about both weaker than expected Chinese growth on the one hand, and the consequences of eventual normalisation of monetary policy in the Western world on the other. Geo-political risks – in particular, turbulence in the Middle East and Ukraine – and longer term concerns about debt levels, productivity growth and valuations were also ever present and concern about our risk of leaving the EU rose after the Election and is still rising.

The Company navigated these choppy waters in a steady fashion, helped by both our long term, low turnover approach and our focus on company potential rather than the concerns of the day. Equities remain at the core of SAINTS' investments and, collectively, the companies owned again performed well operationally. This in turn helped both their share prices and the progression of their dividends. The Company's investments in property also continued to perform well.

#### Revenues

The Company reported at the interim stage that investment income and earnings per share had been slightly below the levels of the corresponding period in the previous year, and as anticipated then the same has been true for the year as a whole. In 2015 (and 2014), investment income and earnings per share were £18.6m (£18.8m) and 10.47p (10.51p) per share respectively. Income was held back in part by a decision to reshape the property portfolio to extend the overall duration of its leases, with an accompanying fall in yield, and partly by a reduction in income from special dividends. More encouragingly, and more importantly for long term income progression, the ordinary dividends earned within the equity portfolio grew at a healthy rate and the proportion of property rents which are linked

to inflation increased. Both managers (Baillie Gifford and, for the Company's property investments, OLIM) continued at the Board's request to place increasing emphasis on supporting the dependability and the future progression of the Company's dividend in line with its objective.

#### Dividend and Inflation

A final dividend of 2.70p is recommended which will take the full year dividend to 10.70p per share, 1.9% higher than the 2014 dividend of 10.50p and also ahead of inflation as measured by both the Consumer Prices Index (CPI, 0.2%) and Retail Prices Index (RPI, 1.2%).

As last year, we are showing dividend progression against both RPI and CPI. In future, we will show dividend progression against CPI which has been the UK Government's official measure of inflation for some time. On either measure though, the Company has increased its dividend well ahead of inflation over the last ten years.

The recommended dividend is largely, but not fully, covered by this year's earnings. The Company has built up revenue reserves in the past with a view to facilitating the smooth progression of dividends. The Board has taken into account both these reserves and the overall performance of and prospects for the Company's investments in recommending a dividend which reflects the Company's aim of delivering real dividend increases over the long term and reinforces its progressive dividend policy. SAINTS has increased its dividend for over 35 consecutive years.

#### Total Return Performance

The Company's net asset value (NAV) total return (capital and income) for the year was 5.9% and the share price total return was 9.2%: the total return from the global equity market was 4.1%.

As I emphasised last year, the Company's portfolio of investments differs markedly from the make up of the global equity index against which total return performance is often compared. These differences are necessary and appropriate in order for the Company to achieve its objectives, deliver a higher yield than global equities and service its borrowings. It is therefore not generally helpful to dwell on the comparison of performance against any benchmark, particularly over short term periods.

It is none-the-less pleasing that, in a year in which markets generally struggled to make progress, the Company was able to deliver a significant positive return. This return was driven chiefly by the strong performance of the Company's equity investments, and in particular that of certain financial holdings, as well as by avoiding some troubled areas. In my statement last year I mentioned the oil price as a factor that would be significant over the coming year, and the Company's limited equity exposure in this area has certainly been helpful. Returns were also helped by another good year for the Company's property investments, which benefitted from attractive yields and some further strengthening of capital values. The principal contributors to and detractors from performance are explained in more detail in the Manager's report.

## Borrowings

SAINTS' borrowings take the form of a single £80m debenture which is due for repayment in April 2022. During 2015, the borrowings mainly funded a range of higher yielding commercial property and bond investments.

The book value of the debenture is £84.7m which, at the year end, was equivalent to approximately 24% of shareholders' funds. The estimated market or fair value of the debenture was £103.6m, a decrease from the previous year's value of £105.9m. Whilst the market value of the Company's borrowings will continue to be influenced by prevailing interest rates, over the coming years we continue to expect declines in both the debenture's book and market values as it approaches its final redemption value of £80m.

## Outlook

Many of the market concerns which I mentioned above remain germane, and they will continue to potentially affect both the operational environment for companies and market sentiment. Whilst it is probable that Western recovery will compensate for slowing growth elsewhere, it is not certain. Political risk close to home also remains a potential de-stabilising factor, both in relation to the forthcoming vote on Britain's future relationship with the EU, and the potential downside were we to vote to Leave.

Despite these uncertainties, the Company is well placed to continue to meet its objectives over time. Whilst capital values will fluctuate, the global nature of the Company's investments, including many of those listed in the UK, helps both the mitigation of risk and the search for reward. The Board remains confident that the income producing power of the Company's investments will progress over time. Coupled with the Company's strong revenue and capital reserves and the encouraging overall prospects for dividend growth generally, this leaves SAINTS well placed to continue to increase its own dividend ahead of inflation in the future.

## Issuance

I am pleased to report that the Company has issued a modest amount of shares to satisfy market demand over the past year. The Board believes that it is helpful to grow the Company as this benefits existing shareholders, not least by spreading the Company's fixed costs over a greater number of shares. In addition, over time issuance may help to maintain and indeed improve the liquidity of your Company's shares. On the other hand, it is important that such issuance does not dilute the interests of existing shareholders in the assets of the Company.

It is the Directors' firm intention only to issue shares at a price which is at or above the net asset value (NAV) with the debenture valued at book value, which the Board believes to be the prudent measure when determining the price at which to issue shares. This year an additional annual resolution is being proposed which (together with the customary annual share issuance resolutions) is intended to increase the prospects of share issuance by guarding the Company against an inadvertent technical regulatory breach associated with the issuance process. My fellow Directors and I would strongly encourage shareholders to support the resolution and reiterate that the Board's intention is only to issue shares on a basis which protects or increases shareholder value. The technicalities of this proposal are explained in more detail in the Directors' Report.

## The Board

I have decided to step down from the Board of SAINTS at the conclusion of the forthcoming AGM. I have been proud to serve as your Chairman since 2001, which has been an eventful period for markets and for the Investment Trust industry. I would like to take this opportunity to thank you as shareholders, and also my colleagues on the Board and our associates at Baillie Gifford, for your much valued support.

I am very pleased to announce that Peter Moon has agreed to take over as Chairman. Peter joined the Board in 2005, and was chief investment officer of The Universities Superannuation Scheme Limited until 2009. His broad experience in the investment management industry, as well as his clear views on the Company and how it can best serve the interests of you our shareholders, make him ideally qualified for this role. My fellow directors and I look forward to a continuing period of success for the Company under his leadership.

## AGM

At the AGM the Company is proposing to amend the Articles in order to increase the limit on Directors' fees. It is not the Directors' intention to increase the quantum of Directors' fees for 2016. However, fees are close to the current limits when you factor in the Audit Chair additional remuneration, and so an increase is being proposed in order to provide some headroom for future increases should they become necessary. Further information on this resolution can be found on page 23 in the Directors' Report.

The AGM will be held at 11am on Monday 4 April at Baillie Gifford's offices at Calton Square, 1 Greenside Row, Edinburgh. The Manager will make a presentation on the investment portfolio and there will also be an opportunity to ask questions. The Directors and Manager look forward to meeting you there.

Sir Brian Ivory, CBE  
Chairman  
17 February 2016

## One Year Summary

The following information illustrates how SAINTS has performed over the year to 31 December 2015.

	31 December 2015	31 December 2014	% change
Total assets (before deduction of debenture)*	£433.2m	£429.2m	
Debenture (book value)	£84.7m	£85.4m	
Shareholders' funds	£348.5m	£343.8m	
Net asset value per ordinary share (debenture at fair value)	247.5p	243.7p	1.6
Net asset value per ordinary share (debenture at book value)	261.7p	259.1p	1.0
Share price	261.5p	249.6p	4.8
Benchmark†			1.5
Premium (debenture at fair value)	5.7%	2.4%	
Discount (debenture at book value)	(0.1%)	(3.7%)	
Revenue earnings per ordinary share	10.47p	10.51p	(0.4)
Dividends paid and payable in respect of the year	10.70p	10.50p	1.9
Ongoing charges	0.93%	0.90%	
Active share#	89%	89%	

Year to 31 December	2015	2014
<b>Total returns (%)‡</b>		
Net asset value (debenture at fair value)	5.9%	2.9%
Net asset value (debenture at book value)	5.0%	4.5%
Share price	9.2%	1.6%
Benchmark†	4.1%	11.3%

Year to 31 December	2015	2015	2014	2014
Year's high and low	High	Low	High	Low
Net asset value (debenture at fair value)	269.8p	221.7p	254.2p	230.9p
Net asset value (debenture at book value)	286.4p	236.9p	268.2p	243.5p
Share price	275.0p	233.0p	257.5p	222.3p
Premium/(discount) – debenture at fair value	7.3%	(8.1%)	5.4%	(4.4%)
Premium/(discount) – debenture at book value	12.9%	(2.2%)	0.3%	(10.4%)

	31 December 2015	31 December 2014
<b>Net return per ordinary share</b>		
Revenue	10.47p	10.51p
Capital	2.70p	1.02p
Total	13.17p	11.53p

\* Net of current liabilities.

† The Company's benchmark is the FTSE All-World Index (in sterling terms).

# See Glossary on page 58.

‡ Source: Thomson Reuters Datastream/Baillie Gifford.

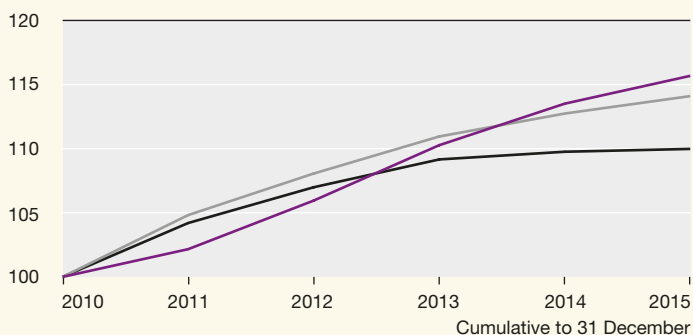
Past performance is not a guide to future performance.

## Five Year Summary

The following charts provide a comparison of SAINTS' dividends to inflation, dividend growth and performance relative to the benchmark index over the five year period to 31 December 2015.

### Dividend versus Inflation

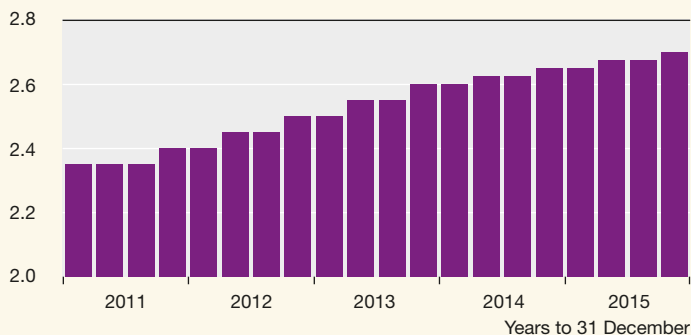
(figures rebased to 100 at 31 December 2010)



Source: Thomson Reuters Datastream.

— SAINTS dividend  
— RPI  
— CPI

### Five Year Quarterly Dividends Paid (pence)

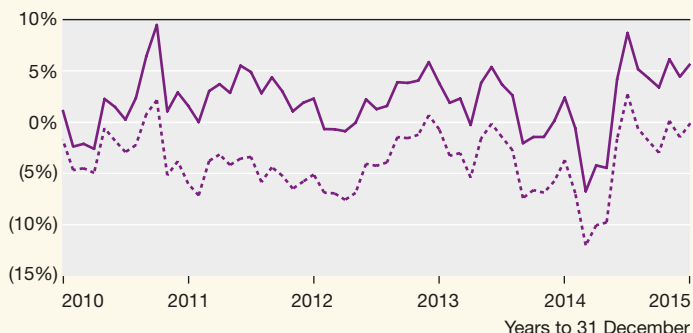


Source: Thomson Reuters Datastream/Baillie Gifford.

■ SAINTS dividend (pence)

### Premium/(discount) to Net Asset Value

(plotted on a monthly basis)



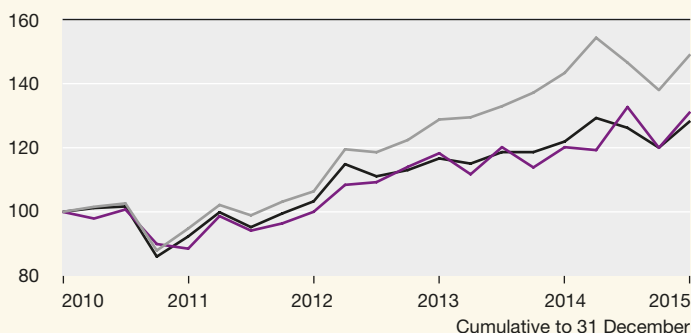
Source: Thomson Reuters Datastream/Baillie Gifford.

— SAINTS premium/(discount) – fair value  
- - - SAINTS premium/(discount) – book value

The premium/(discount) is the difference between SAINTS' quoted share price and its underlying net asset value.

### Five Year Total Return Performance

(figures rebased to 100 at 31 December 2010)



Source: Thomson Reuters Datastream/Baillie Gifford.

— Share price total return  
— Benchmark\* total return  
— NAV total return (fair value)

\* With effect from 1 January 2014, the portfolio benchmark against which performance has been measured is FTSE All-World Index (in sterling terms). For the earlier years covered by the graphs above the Company's benchmark was 50% FTSE All-Share Index and 50% FTSE All-World Ex UK Index (in sterling terms). For the purposes of the graphs above the returns on both benchmarks for their respective periods have been linked to form a single benchmark.

Past performance is not a guide to future performance.

## Business Review

### Business Model

#### Business and Status

The Company is an investment company within the meaning of section 833 of the Companies Act 2006 and carries on business as an investment trust. Investment trusts are UK public listed companies and their shares are traded on the London Stock Exchange. They invest in a portfolio of assets in order to spread risk. The Company has a fixed share capital although, subject to shareholder approval sought annually, it may purchase its own shares or issue shares. The price of the Company's shares is determined, like other listed shares, by supply and demand.

The Company has been approved as an investment trust by HM Revenue & Customs subject to the Company continuing to meet the eligibility conditions. The Directors are of the opinion that the Company has continued to conduct its affairs so as to enable it to comply with the ongoing requirements of section 1158 of the Corporation Tax Act 2010.

The Company is an Alternative Investment Fund (AIF) for the purposes of the EU Alternative Investment Fund Managers Directive.

#### Objective and Policy

SAINTS' objective is to deliver real dividend growth by increasing capital and growing income.

SAINTS' policy is to invest mainly in equity markets, but other investments may be held from time to time including bonds, property and other asset classes.

The Board believes that a flexible approach to investment is important. As market valuations across and within different asset classes vary over time, the ability to adjust asset allocation and portfolio positioning in response to these variations is important. There are no pre-defined maximum or minimum exposure levels for asset classes, sectors or regions.

The Board also believes that a medium to long term approach is likely to lead to the best investment returns. SAINTS' performance in any one year is likely to differ from that of its benchmark index, sometimes by a significant amount. Financial markets are volatile, particularly over short time periods, but the Manager is encouraged to view such volatility as giving rise to investment opportunities rather than as a risk to be avoided.

In order to achieve real growth in the dividend, the income generated from SAINTS' assets needs to grow over the medium to longer term at a faster rate than inflation. Consequently, the focus of the portfolio is on listed equities. Investments are regularly considered and made in a broad range of other asset types and markets. Derivative and structured instruments may also be used with prior Board approval, either to hedge an existing investment or a currency exposure or to exploit an investment opportunity.

The equity portfolio consists of shares listed both in the UK and in overseas markets. The portfolio is diversified across a range of holdings with little regard paid to the weighting of individual companies in the benchmark index. The number of individual companies will vary over time and the portfolio is managed on a global basis rather than as a series of regional sub-portfolios.

Investments are made in markets other than listed equity markets when prospective returns appear to be superior to those from equity markets or are considered likely to exceed SAINTS'

borrowing costs. The list of these other investments will vary from time to time as opportunities are identified but include investment grade bonds, high yield bonds, property, forestry, private equity and other asset types.

As an investment trust, SAINTS is able to borrow money and does so when the Board and Managers have sufficient conviction that the assets funded by borrowed monies will generate a return in excess of the cost of borrowing. Whenever long term borrowings cannot be fully invested in such manner, the borrowed funds are used to purchase a diversified portfolio of similar maturity bonds to the borrowings. This has the effect of hedging out much of the interest rate risk and removing the mismatch between borrowing costs and associated investment returns. Gearing levels are discussed by the Board and Managers at every Board meeting and monitored between meetings. The Board will not take out additional borrowings if this takes the level of effective gearing beyond 130%.

The starting position for investment of shareholders' funds is 100% exposure to equity markets. The allocation to equity markets at any point in time will reflect the Board's and Managers' views on prospective returns from equities and the full range of alternative investment opportunities but, in broad terms, SAINTS will gear up through the use of borrowings if equity markets look undervalued and will hold cash or invest in non-equity assets when equity markets look overvalued.

The exposure to listed equities is set within a range of 75% to 125% of shareholders' funds in normal circumstances. The number of individual equities held will vary over time but, in order to diversify risk, will typically be in a range between 50 and 100.

The Board monitors the aggregate exposure to any one entity across the whole investment portfolio. The maximum exposure at time of investment to any one entity is 15% of total assets. The Board is notified in advance of any transaction that would take an individual equity holding above 5% of shareholders' funds. SAINTS does from time to time invest in other UK listed investment companies. The maximum permitted investment in such companies is 15% of gross assets.

An overview by the Manager is given on pages 9 to 11 and a detailed analysis of the Company's investment portfolio held at the year end is set out on pages 12 to 18.

#### Board Oversight

Baillie Gifford & Co Limited, a wholly owned subsidiary of Baillie Gifford & Co, has been appointed by the Company as its Alternative Investment Fund Manager (AIFM). The investment management function has been delegated to Baillie Gifford & Co and the management of the property portfolio to OLIM Property Limited. When assessing the performance of the Company and the Managers, the Board looks at dividend growth, share price and at net asset value total returns relative to inflation and the benchmark total return. The Board believes it is appropriate to make this assessment over a medium to long term timeframe, a minimum of five years, in accordance with the medium to long term approach taken to investment.

The Board monitors closely the activities of the Managers, the composition of the investment portfolio and the level of gearing.

The Board sets a number of guidelines and places limits and restrictions on the Managers in order to minimise the risk of



permanent loss of capital. Within these constraints, the Board encourages the Managers to maximise long term capital and income growth rather than minimise short term volatility in the capital value of the investment portfolio. The main source of both long term return and short term volatility in SAINTS' portfolio is likely to be the investments in listed equities.

The Board also monitors SAINTS' revenue position and receives regular estimates from the Managers of likely income growth. The level of dividend in any one year is set after assessing the income generated by the portfolio in that year, the level of revenue reserves and long term trends in income.

### Discount/Premium

The Company has authority to buy back its own shares at a discount to net asset value and to hold such shares in treasury as well as to issue new shares and sell treasury shares at a premium to net asset value.

The Company can issue shares at such times as the premium indicates that demand is not being met by natural liquidity in the market.

Buy-back powers have been used in the past in circumstances when large lines of stock cannot be absorbed by the market. The discount or premium, in absolute terms and relative to other similar investment trust companies, and the composition of the share register are discussed at every Board meeting. While there is no discount target the Board is aware that discount volatility is unwelcome to many shareholders and that share price performance is the measure used by most investors. The Board oversees the Managers' marketing programme which is designed to stimulate demand for the Company's shares, provide effective communication to existing and potential shareholders and maintain the profile of the Company.

During the year the Company issued 485,000 ordinary shares at a premium to net asset value (2014 – Nil). No shares were bought back during the year.

### Performance

At each Board meeting, the Directors consider a number of performance measures to assess the Company's success in achieving its objectives.

#### Key Performance Indicators

The key performance indicators (KPIs) used to measure the progress and performance of the Company over time are established industry measures and are as follows:

- dividend per share;
- earnings per share;
- the movement in net asset value per ordinary share (after deducting debentures at fair value) compared to the benchmark;
- the movement in the share price;
- the premium/discount (after deducting debentures at fair value); and
- ongoing charges.

The one, five and ten year records of the KPIs are shown on pages 4, 5 and 19.

In addition to the above, the Board considers peer group comparative performance.

### Principal Risks

As explained on pages 25 and 26 there is an ongoing process for identifying, evaluating and managing the risks faced by the Company. The principal risks associated with the Company are as follows:

**Financial Risk** – the Company's assets consist mainly of listed securities and its principal risks are therefore market related and include market risk (comprising currency risk, interest rate risk and other price risk), liquidity risk and credit risk. An explanation of those risks and how they are managed is contained in note 17 to the Financial Statements on pages 45 to 49. To mitigate this risk at each Board meeting the Manager provides an investment policy paper which includes a detailed explanation of significant stock selection decisions and the overall rationale for holding the current portfolio. Consideration is given to portfolio movements and the top and bottom contributors to performance. The investment approach is considered in detail at the annual Strategy Meeting.

**Regulatory Risk** – failure to comply with applicable legal and regulatory requirements such as the tax rules for investment companies, the UKLA Listing Rules and the Companies Act could lead to suspension of the Company's Stock Exchange Listing, financial penalties, a qualified audit report or the Company being subject to tax on capital gains. To mitigate this risk, Baillie Gifford's Business Risk, Internal Audit and Compliance Departments provide regular reports to the Audit Committee on Baillie Gifford's monitoring programmes. Major regulatory change could impose disproportionate compliance burdens on the Company. In such circumstances representation is made to ensure that the special circumstances of investment trusts are recognised. Shareholder documents and announcements, including the Company's published Interim and Annual Report and Financial Statements, are subject to stringent review processes, and procedures are in place to ensure adherence to the Transparency Directive with reference to inside information.

**Custody and Depositary Risk** – safe custody of the Company's assets may be compromised through control failures by the Depositary, including cyber hacking. To mitigate this risk, the Board receives six monthly reports from the Depositary confirming safe custody of the Company's assets. Cash and portfolio holdings are independently reconciled to the Custodian's records by the Managers. The Custodian's audited internal controls reports are reviewed by Baillie Gifford's Internal Audit Department and a summary of the key points is reported to the Audit Committee and any concerns investigated. In addition, the existence of assets is subject to annual external audit.

**Operational Risk** – failure of Baillie Gifford's accounting systems or those of other third party service providers could lead to an inability to provide accurate reporting and monitoring or a misappropriation of assets. To mitigate this risk, Baillie Gifford has a comprehensive business continuity plan which facilitates continued operation of the business in the event of a service disruption or major disaster. The Board reviews Baillie Gifford's Report on Internal Controls and the reports by other key third party providers are reviewed by Baillie Gifford on behalf of the Board.

**Premium/Discount Volatility** – the premium/discount at which the Company's shares trade can change. To mitigate this risk, the Board monitors the level of premium/discount and the Company has authority to issue new shares and to buy back its existing shares when deemed by the Board to be in the best interests of the Company and its shareholders.

**Leverage Risk** – the Company may borrow money for investment purposes. If the investments fall in value, any borrowings will magnify the extent of this loss. If borrowing facilities are not renewed, the Company may have to sell investments to repay borrowings. The Company can also make use of derivative contracts. To mitigate this risk, all borrowings require the prior approval of the Board and leverage levels are discussed by the Board and Managers at every meeting. The majority of the Company's investments are in quoted securities that are readily realisable. Further information on leverage can be found in Note 18 on page 49 and the Glossary of Terms on page 58.

**Political Risk** – the Board is aware that the proposed UK Referendum on its membership of the European Union introduces elements of political uncertainty which may have practical consequences for the Company and its Managers. Developments will be closely monitored and considered by the Board and the Managers.

### Viability Statement

In accordance with provision C2.2 of the UK Corporate Governance Code, published by the Financial Reporting Council in September 2014, the Directors have assessed the prospects of the Company over a minimum period of five years. The Directors believe this to be appropriate as it reflects the longer term investment strategy of the Company in terms of both investment horizon and income growth, and to be a period during which, in the absence of any adverse change to the regulatory environment and to the tax treatment afforded to UK investment trusts, they do not expect there to be any significant change to the current principal risks facing SAINTS nor to the controls in place to effectively mitigate those risks. Moreover, the Directors do not reasonably envisage any change in strategy or any events which would prevent the Company from operating over a minimum period of five years.

In considering the viability of the Company, the Directors have conducted a robust assessment of each of the principal risks and uncertainties detailed on pages 7 and 8 and in particular the impact of market risk where a significant fall in global equities markets would adversely impact the value of the investment portfolio. The Directors have also considered the Company's leverage comprising a fixed term Debenture which has a nominal value of £80m and is redeemable at par in 2022, its income and expenses and dividend policy having undertaken a review of revenue projections over a five year period and its liquidity in the context of the majority of its investments being listed equities which are readily realisable and so capable of being sold to provide funding if required. In addition, all of the key operations required by the Company are outsourced to third party service providers and it is reasonably considered that alternative providers could be engaged at relatively short notice.

Based on the Company's processes for monitoring revenue projections, share price discount/premium, the Managers' compliance with the investment objective, asset allocation, the portfolio risk profile, leverage, counterparty exposure, liquidity risk and financial controls, the Directors have concluded that there is a reasonable expectation that the Company will be able to continue in operation and meet its liabilities as they fall due over the next five years as a minimum.

### Employees, Human Rights and Community Issues

The Board recognises the requirement to provide information about employees, human rights and community issues. As the Company has no employees, all its Directors are non-executive and all its functions are outsourced, these requirements do not apply to the Company.

### Gender Representation

The Board comprises five Directors, four male and one female. The Company has no employees. The Board's policy on diversity is set out on page 24.

### Environmental, Social and Governance Policy

Details of the Company's policy on socially responsible investment can be found under Corporate Governance and Stewardship on page 26.

### Future Developments of the Company

The outlook for the Company for the next 12 months is set out in the Chairman's Statement on pages 2 and 3 and the Managers' Review on pages 9 to 11.

## Managers' Review

### Overview

The investment result in 2015 was pleasing with the NAV per share rising by 1.6% to 247.5p from 243.7p on the fair value measure. The total return, which includes both capital movements and income receipts, was 5.9%. Total income for the year was £18.6m leading to earnings per share of 10.47p, which compare to £18.8m and 10.51p for 2014 respectively.

The portfolio was fully invested through the year with the major part being invested in shares of companies listed on world stockmarkets. The revenue contribution from equities fell modestly as compared to 2014 primarily as a result of a lower contribution from special dividends. Rental income rose thanks to net additions to the directly-held property portfolio, while the revenue contribution from bonds fell with a net reduction to the asset class exposure. Both the equity and property portfolios contributed positively to the strong total return result recorded for the year, modestly offset by poor performance from the bond portfolio.

Whilst being largely driven by the performance of the Company's assets, SAINTS' fair value NAV is also affected by any changes in the market value of its debenture borrowings. In 2015 this fell, leading to a positive impact of 0.9% on the Company's NAV. The fall in the value of the debenture reflects the rise in UK interest rate expectations as the Bank of England's commentary suggested that the beginning of a normalisation of rates is drawing closer. The debenture borrowings effectively fund the property portfolio and various bond investments which generated a modestly positive return in aggregate. Full detail on the performance of the portfolio is provided below.

SAINTS aims to provide an above-average, dependable and growing income stream to shareholders. We believe that the Company's strategy of allocating the majority of its assets to global equity markets, with a strong emphasis on investment in companies with growing and dependable cash flows and dividend streams, will generate a resilient and growing income stream for shareholders over the long term alongside attractive capital growth.

### Equities

Over the year an average of 81.5% of the portfolio was invested in equities. Expressed as a percentage of shareholders' funds the figure was 101.0%. Total revenue from the equity portfolio was £13.7m.

The modest positive total return from global equity markets in aggregate for 2015 belies both the divergent performances experienced across different regions and industry groups, and some periods of significant volatility. For example, while consumer sectors experienced double digit gains on optimism for sustained developed market demand, continued weakness in the oil price led to the global oil and gas sector falling by over 15% as profits fell, balance sheets became challenged and capital expenditure programmes were curtailed. The regional dispersion of returns was on a similar scale, with increased quantitative easing driving Japanese equities to post a return of over 17%, while emerging markets fell by nearly 10% on a combination of the deceleration in the Chinese economy, and the sustained strength of the US dollar; in particular the potential impact of the latter on Emerging Market sovereign debt servicing requirements. Chinese equities in

particular experienced a roller-coaster ride, as concerns of a property bubble early in the year were superseded by the government's stockmarket support, before fear of the impact of falling economic growth rates took control of investor sentiment in the latter part of the year.

Despite this challenging backdrop the equity portfolio achieved a strong positive return of 7.0%, as the portfolio's investee companies generally reported strong operating and financial updates. For example WPP, the leading global media agency and one of the portfolio's largest holdings, posted strong results despite a slow backdrop for some of their big customers. These results, and the company's strong balance sheet and cash flow characteristics led the board to increase the interim dividend by over 30%. Amongst our European holdings the Spanish bank Bankinter reported significant improvements in their lending margins, credit costs, fee income and capital base, and as a result tripled its dividend compared to that of 2014. In Mexico Kimberly Clark de Mexico has experienced volume growth despite putting through some notable price increases across its portfolio of consumer hygiene products. This sales and margin growth alongside their cost savings programme running ahead of plan led to earnings growth of over 20%. In China sportswear company Anta Sports continued to gain share in its marketplace and grew its earnings and dividends by 20% running counter to more general concerns over Chinese growth. In the technology sector tech heavyweights Microsoft and SAP have been able to grow earnings and dividends at a double digit rate primarily thanks to strength in their cloud businesses.

We look to invest in companies with attractive cash flow growth characteristics that will see them grow their ordinary dividends strongly and sustainably into the future. When companies accumulate excess cash on the balance sheet it is often preferable to return it to shareholders in the form of a special dividend rather than to raise the ordinary dividend to an unsustainable level. This was the case for a number of SAINTS' equity holdings in 2015 when special dividends from, for example, Hiscox, Atlas Copco, Admiral, Amlin, Anta Sports, AVI and Svenska Handelsbanken, contributed notably to the revenue account. The largest contribution was from insurer Hiscox which experienced a very strong year in its Lloyds and reinsurance franchises, as well as continued growth in its international operations. This led to the payment of a special dividend in addition to 7% growth in the ordinary dividend. It should be noted however that the overall contribution of special dividends to the portfolio was lower than the exceptional levels of last year.

Of course while some companies like to return excess cash to shareholders in the form of special dividends, others look to spend it on acquisitions. SAINTS' equity portfolio was on the receiving end of a number of such cash allocations during the year, with the announced acquisitions of Amlin, BG Group, Rexam, and the non-beer assets of China Resources Enterprise supporting the portfolio's capital return.

The equity portfolio total return exceeded that of the comparative index by over 3%, driven by stock selection, with a broadly neutral impact from asset allocation whether considering the returns from a geographic or industrial sector allocation perspective. In particular the Company's holdings in the UK and North America strongly outperformed the broader local indices. Looking at the

sectors and industries in which the portfolio was invested, non-bank financial holdings were an area of particular strength against an effectively flat global financial sector.

At the stock level the range of returns across the equity portfolio was unsurprisingly broad. The strongest contributors to relative performance were Amlin, Hiscox and Anta Sports as their share prices responded to the positive developments noted above. Reynolds American, the tobacco company, and Deutsche Börse, the financial exchanges operator, were also top contributors to relative performance. Conversely Want Want China Holdings and Rio Tinto detracted most from returns. Want Want China, despite growing gross margins, reported disappointing sales of its beverages after a cooler than normal summer, and as a result operating margins fell, the dividend was cut, and the share price fell sharply. Rio Tinto was a casualty of price weakness in the hard commodities sector on falling Chinese demand, although it did nonetheless continue to contribute strongly to the revenue account.

In the 2014 Annual Report I discussed the evolution of the equity portfolio into a form that is designed to support more directly SAINTS' intention to deliver dependable real dividend growth over time. In 2015 we continued this transition; increasing the portfolio's exposure to stocks which offer the powerful combination of a dependable income stream, an attractive yield and solid growth prospects while de-emphasizing high-yielding but lower growth stocks, and placing greater demands, in terms of growth and capital return potential, on stocks which offer a lower income stream to the portfolio. Notwithstanding these changes, equity portfolio turnover in 2015 was around 21%, only slightly above our long-term expectation for average annual turnover of around 20% and thus at a level which is broadly consistent with our investment horizon of at least five years.

Perhaps the most notable transactions for the equity portfolio in 2015 were in the banking sector where we initiated positions in UOB in Singapore, Bankinter in Spain, and Mitsui Sumitomo Trust Holdings in Japan. We believe that each of these banks have solid balance sheets and that, aided by their strong local market positions, each has the potential for loan book growth and margin expansion. These purchases were funded from the complete sales of HSBC and a small position in Itau Unibanco, the Brazilian bank, and we believe that the growth and income dependability of the portfolio's banking exposure has been significantly improved as a result of these transactions.

Elsewhere in financials we bought shares in two UK-listed companies: Admiral and Prudential. We admire Admiral's capital-light business model and resulting cash generation, and are optimistic for growth in its European and US business, while Prudential has an exciting long-term opportunity to be a leading participant in the growth in Asian savings and investment products.

In the consumer sector we purchased Kimberly-Clark de Mexico, the dominant Mexican supplier of nappies, tissues and other paper-based personal hygiene products which offers a high yield and exciting long-term growth prospects. We also purchased shares in Procter and Gamble on the expectation that their return to a focus on efficiency and consumer-driven product development will sustainably reinvigorate earnings growth at the firm.

In the North American industrials sector we added CH Robinson and Fastenal to the portfolio. CH Robinson is a capital-light freight transportation broker which continues to gain market share despite its leading position in offering services to its wide range of customers. Fastenal is a distributor of low cost, but essential, fastenings to an array of manufacturing businesses across the US and we believe that recent investments in sales force and technology will drive sales growth acceleration which will flow through to earnings, cash flow and dividends.

Other sectors where we made notable changes were basic materials and telecommunications. In basic materials we sold the positions in Norsk Hydro and China Shenhua Energy in recognition of the significant impact the Chinese slowdown will have on their businesses despite their leading industry positions. In telecommunications we took a small holding in MTN, a pan-African telecoms company with its attractive Mobile Money platform which has the potential to become the continent's de facto payments system over time. Total Access Communications in Thailand and Vodafone were sold to fund this purchase. Frustratingly, the Nigerian government imposed a large fine on MTN shortly after we bought shares in the company. The fine was for failing to comply with mobile phone SIM card registration requirements, and we await the outcome of the company's response and negotiations with government. We believe this should be a one-off issue, and that MTN's long-term growth prospects remain exciting. However, these events do illustrate the political and regulatory risks that some companies face. When we think the opportunities are exceptional, we are willing to accept these risks as part of a well-diversified portfolio such as that of SAINTS.

The portfolio ended 2015 with a slightly lower number of equity holdings compared to the end of 2014. The modest concentration of the equity portfolio reflects in part the ongoing reduction in exposure to lower-yielding stocks that no longer meet our requirements, such as Amazon, Nintendo, Quanta Services, IHS, Samsung Electronics, Novozymes and Herbalife. It also reflects deliberate increases in the position sizes of stocks that offer our target combination of an above average yield, a dependable income stream and strong cash flow and dividend growth prospects. While the allocation to different industrial sectors and geographic regions is driven entirely from the bottom up by allocating the appropriate amount of capital to the shares of companies which best serve SAINTS' objective, changes in our exposure may be of interest. In 2015 the most notable changes in allocation to industrial sectors were the reductions to the basic materials and telecommunications sectors in favour of industrials and consumer goods. Regionally the allocations to North America and Developed Asia increased modestly while exposure to emerging markets was reduced. The current equity portfolio is diversified across a broad range of industries and countries, and remains appropriately diversified for current market conditions.

### Bonds

The total return result from our small allocation to bonds was disappointing, posting a decline of 16%. The income contribution was £0.9m. We made one new investment for the bond portfolio by taking a small position in bonds of Enquest, the North Sea oil operator, following the company's bonds' response to the fall in the oil price. While the fall in the oil price does present challenges

to the company we believe the board and management team are making the appropriate operational and financing decisions in the prevailing environment, and remain confident in the bonds' covenants. In addition to the Enquest position, at the end of the year the portfolio consisted two other holdings, both of which were reduced over the course of the year: the Athena Debt Opportunities Fund, a portfolio of structured debt instruments managed by investment firm Prytania; and an index-linked bond issued by the government of Brazil. The sterling value of the latter was impacted negatively during the year by both concerns over the health of the Brazilian economy, and by the fall in the Brazilian real. During the year the Semper Finance floating rate note matured and was redeemed at par. As a result of market movements and these transactions the allocation to bonds fell to 3.9% of total assets from 5.8% at the end of 2014.

### Direct Property

The direct property investments are managed by OLIM Property Limited, a specialist property manager. The portfolio consists of 21 commercial properties in a variety of locations across the United Kingdom. The total return was 10.8%.

Rental income from the property portfolio was £4.0m which was an increase on the amount received in 2014 as a result of both portfolio additions and rental income growth. Seven properties were purchased during the year, and four sold. These transactions, along with market valuation movements, took the capital value of the property portfolio to £56.0m at the year end, representing 12.9% of the total portfolio.

Over 50% of the rental income is RPI-linked and the average unexpired lease length is now over 17 years, up from 15.5 years as at the end of 2014. The average yield on the properties that SAINTS owns is 6.9%. We expect rental income to grow broadly in line with inflation over the medium to long-term and believe that the portfolio's valuation is attractive given the quality of the portfolio and a supportive market environment.

### Outlook

Looking forward there are good reasons for optimism across many markets, but also significant risks that have the potential to derail the outlook for global growth. We do however expect an ongoing decoupling of the trajectory of developed market economies versus those of emerging markets, as while the US has deleveraged the most following the 2007–2009 crisis, China has not yet begun the process. While developed markets' economic data remain broadly positive, the momentum has fallen away of late, and there has been a further sharp downturn in emerging market economies and world trade over the last 6 months.

Clearly the primary concern is for the orderly management of the Chinese slowdown and the importance of avoiding an all-out recession or a financial crisis. While not a given, the administration is showing signs of a commitment to avoiding these scenarios, and therefore our central case is a reasonably controlled slowdown rather than economic collapse. Somewhat counter-intuitively we do fear the implications of the US economy posting growth significantly above current expectations. While the accompanying demand would benefit global trade growth, more rapid rate rises and dollar strength would exacerbate the already significant challenges for emerging markets. The implications for

developed market-listed corporates with emerging markets exposure could present a challenge to broad stockmarket progression.

Such concerns continue to be reflected in downgrades to earnings expectations around the world. Similarly, divergent stockmarket performance has now at least partially discounted the decoupling of developed and emerging market economies with a significant spread between, for example, the US and emerging markets valuation ratios. Should the developed world be unable to avoid the impact of emerging economies' weakness we may see broad developed market stock indices come under pressure as a result of this valuation discrepancy.

SAINTS however does not own broad stock market indices. The portfolio is actively managed and very different from conventional equity benchmarks. We cannot control the future of the global economy, but we can ensure that we invest in companies the fortunes of which depend far more on features such as competitive advantage, product cycles, market share gains and pricing power than they do on the macroeconomic outlook. Further, our dividend-oriented focus on sustainable growth in cash flow generation guides us towards companies which should fare relatively well, in both strong growth environments and, perhaps more importantly, through more challenging economic times.

Turning finally to the outlook for income, the long-term income story for equities is attractive relative to other asset classes. We therefore believe SAINTS, with its focus on investment in dividend-paying equities with dependable and sustainable growth opportunities, is well placed to capitalise on this long-term income opportunity.

Dominic Neary  
Baillie Gifford & Co  
17 February 2016

## Performance Attribution for the year to 31 December 2015

Portfolio breakdown	Average allocation SAINTS %	Average allocation benchmark %	Total return SAINTS %	Total return benchmark %
Global Equities	101.0	100.0	7.0	4.1
Bonds	6.0		(16.0)	
Direct Property	15.4		10.8	
Deposits	1.5		–	
Debenture at book value	(23.9)		6.8	
<b>Portfolio Total Return (debenture at book value)</b>			<b>6.0</b>	<b>4.1</b>
Other items*			(1.0)	
<b>Fund Total Return (debenture at book value)</b>			<b>5.0</b>	<b>4.1</b>
Adjustment for change in fair value of debenture			0.9	
<b>Fund Total Return (debenture at fair value)</b>			<b>5.9</b>	<b>4.1</b>

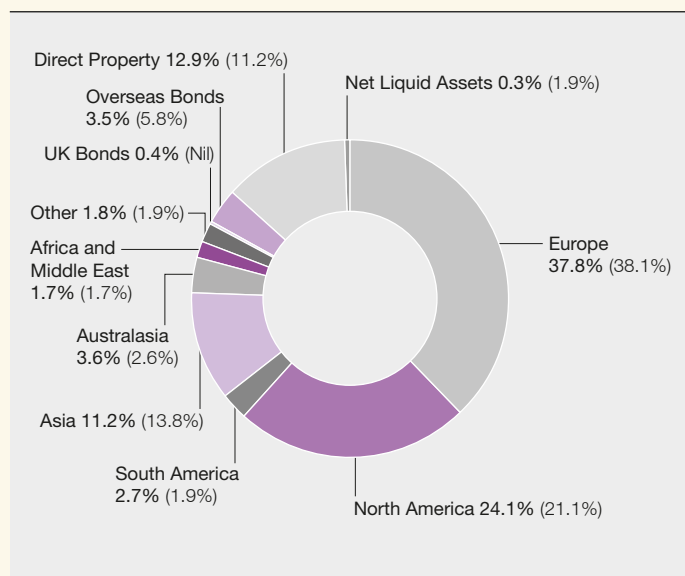
The above returns are calculated on a total return basis with net income reinvested. Past performance is not a guide to future performance.

Source: Baillie Gifford.

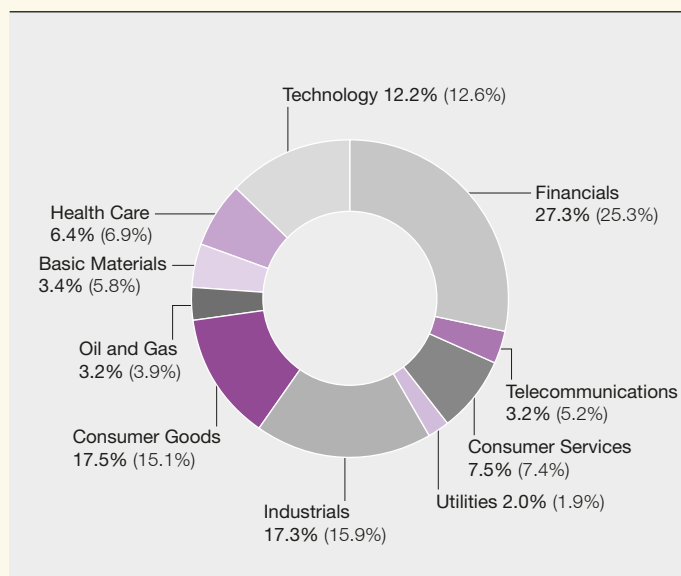
\* Includes Baillie Gifford and OLIM management fees.

## Distribution of Portfolio

Geographical as at 31 December 2015 (2014)



Equities by Sector as at 31 December 2015 (2014)



## Thirty Largest Equity Holdings

Name	Business	2015 Value £'000	2015 % of total assets	2014 Value £'000
WPP	Advertising agency	9,914	2.3	3,812
Hiscox	Property and casualty insurance	9,645	2.2	7,423
Coca Cola	Beverage manufacturer	8,761	2.0	7,126
Deutsche Börse	Securities exchange owner/operator	8,218	1.9	6,275
Taiwan Semiconductor Manufacturing	Semiconductor manufacturer	7,806	1.8	8,010
Kimberly-Clarke de México	Paper-based household products	7,288	1.7	154
Analog Devices	Integrated circuits	6,945	1.6	6,588
Reynolds American	Cigarette manufacturer	6,817	1.6	4,390
Pepsico	Snack and beverage manufacturer	6,774	1.6	6,062
Japan Residential Investment Company	Japanese residential property fund	6,750	1.6	5,016
McDonald's	Fast food restaurants	6,742	1.6	5,055
Partners Group	Asset management	6,680	1.6	5,089
Capita	Business process outsourcing	6,652	1.5	5,041
Fastenal	Distribution and sales of industrial supplies	6,614	1.5	-
Admiral	Car insurance	6,591	1.5	-
Total	Integrated oil company	6,521	1.5	7,885
Linear Technology	Integrated circuits	6,491	1.5	4,913
Procter & Gamble	Household product manufacturer	6,483	1.5	-
Roche Holdings	Pharmaceuticals	6,376	1.5	6,781
Microsoft	Computer software	6,185	1.4	4,051
Johnson and Johnson	Pharmaceuticals and healthcare products	5,919	1.4	5,698
Provident Financial	Loans and credit cards	5,827	1.3	5,825
New York Community Bankcorp	Banking	5,822	1.3	4,659
Rio Tinto	Mining	5,818	1.3	8,817
United Parcel Service	Courier services	5,755	1.3	5,357
Aviva	Investment and life assurance	5,712	1.3	5,363
Sonic Healthcare	Laboratory testing	5,693	1.3	3,661
Aberforth Geared Income Trust	UK small-cap equities fund	5,621	1.3	4,427
Want Want	Snacks and milk-based products	5,566	1.3	5,583
Anta Sports Products	Sportswear manufacturer and retailer	5,513	1.3	3,088
		<b>201,499</b>	<b>46.5</b>	<b>146,149</b>

## Investment Changes

	Valuation at 31 December 2014 £'000	Net acquisitions/ (disposals) £'000	Appreciation/ (depreciation) £'000	Valuation at 31 December 2015 £'000
United Kingdom Equities	88,669	(1,338)	7,707	95,038
Overseas Equities	259,399	946	3,831	264,176
Total Equities	348,068	(392)	11,538	359,214
Direct Property	47,925	6,431	1,644	56,000
Bonds	25,044	(3,889)	(4,501)	16,654
<b>Total Investments</b>	<b>421,037</b>	<b>2,150</b>	<b>8,681</b>	<b>431,868</b>
Net Liquid Assets	8,130	(6,638)	(151)	1,341
<b>Total Assets</b>	<b>429,167</b>	<b>(4,488)</b>	<b>8,530</b>	<b>433,209</b>

The figures above for total assets are made up of total net assets before deduction of the debenture.

## Classification of Investments

Classification	UK %	Overseas %	2015 Total %	2014 Total %
<b>Equities:</b>				
Oil and gas producers	0.9	1.5	2.4	2.6
Oil equipment, services and distribution	–	0.3	0.3	0.5
<b>Oil and Gas</b>	<b>0.9</b>	<b>1.8</b>	<b>2.7</b>	<b>3.1</b>
Chemicals	–	0.9	0.9	–
Industrial metals and mining	–	–	–	0.8
Mining	1.8	–	1.8	3.9
<b>Basic Materials</b>	<b>1.8</b>	<b>0.9</b>	<b>2.7</b>	<b>4.7</b>
Construction and materials	–	–	–	0.6
Electronic and electrical equipment	–	–	–	0.2
General Industrials	0.9	1.6	2.5	3.3
Industrial engineering	–	2.4	2.4	1.6
Industrial transportation	–	2.3	2.3	1.3
Support services	3.7	3.5	7.2	6.0
<b>Industrials</b>	<b>4.6</b>	<b>9.8</b>	<b>14.4</b>	<b>13.0</b>
Automobiles and parts	–	0.7	0.7	1.0
Food producers	–	7.0	7.0	7.8
Household goods and home construction	–	3.2	3.2	0.1
Leisure goods	–	–	–	0.7
Tobacco	0.9	2.8	3.7	2.6
<b>Consumer Goods</b>	<b>0.9</b>	<b>13.7</b>	<b>14.6</b>	<b>12.2</b>
Health care equipment and services	–	2.5	2.5	1.5
Pharmaceuticals and biotechnology	–	2.8	2.8	4.1
<b>Health Care</b>	<b>–</b>	<b>5.3</b>	<b>5.3</b>	<b>5.6</b>
Food and drug retailers	–	1.6	1.6	1.9
General retailers	–	2.3	2.3	2.1
Media	2.3	–	2.3	2.0
<b>Consumer Services</b>	<b>2.3</b>	<b>3.9</b>	<b>6.2</b>	<b>6.0</b>
Mobile telecommunications	–	2.7	2.7	4.2
<b>Telecommunications</b>	<b>–</b>	<b>2.7</b>	<b>2.7</b>	<b>4.2</b>
Electricity	1.2	0.5	1.7	1.6
<b>Utilities</b>	<b>1.2</b>	<b>0.5</b>	<b>1.7</b>	<b>1.6</b>
Banks	–	5.7	5.7	4.4
Non-life insurance	3.7	–	3.7	3.8
Life insurance	2.2	–	2.2	1.3
Real estate	0.2	1.7	1.9	3.0
Financial services	1.3	4.6	5.9	5.3
Equity investment instruments	2.8	–	2.8	2.6
Real estate investment and services	–	0.3	0.3	–
<b>Financials</b>	<b>10.2</b>	<b>12.3</b>	<b>22.5</b>	<b>20.4</b>
Software and computer services	–	6.0	6.0	5.7
Technology hardware and equipment	–	4.1	4.1	4.6
<b>Technology</b>	<b>–</b>	<b>10.1</b>	<b>10.1</b>	<b>10.3</b>
<b>Total Equities</b>	<b>21.9</b>	<b>61.0</b>	<b>82.9</b>	
Total Equities – 2014	20.7	60.4		<b>81.1</b>
<b>Direct Property</b>	<b>12.9</b>	<b>–</b>	<b>12.9</b>	<b>11.2</b>
<b>Bonds</b>	<b>0.4</b>	<b>3.5</b>	<b>3.9</b>	<b>5.8</b>
<b>Net Liquid Assets</b>	<b>2.1</b>	<b>(1.8)</b>	<b>0.3</b>	<b>1.9</b>
<b>Total Assets</b>	<b>37.3</b>	<b>62.7</b>	<b>100.0</b>	
Total Assets – 2014				<b>100.0</b>
<b>Debenture</b>	<b>(19.6)</b>	<b>–</b>	<b>(19.6)</b>	<b>(19.9)</b>
<b>Equity Shareholders' Funds</b>	<b>17.7</b>	<b>62.7</b>	<b>80.4</b>	
Equity Shareholders' Funds – 2014	13.7	66.4		<b>80.1</b>
<b>Number of equity investments</b>	<b>20</b>	<b>56</b>	<b>76</b>	<b>89</b>



## List of Investments at 31 December 2015

Classification	Name	Fair value £'000	% of total assets
<b>United Kingdom Equities</b>			
Oil and gas producers	BG Group	3,821	0.9
Mining	BHP Billiton	2,167	
	Rio Tinto	5,818	
		<b>7,985</b>	<b>1.8</b>
General industrials	Rexam	3,924	0.9
Support services	Capita	6,652	
	Experian	4,888	
	Hays	4,255	
		<b>15,795</b>	<b>3.7</b>
Tobacco	British American Tobacco	3,842	0.9
Media	WPP	9,914	2.3
Electricity	Scottish & Southern Energy	5,274	1.2
Non-life insurance	Admiral	6,591	
	Hiscox	9,645	
		<b>16,236</b>	<b>3.7</b>
Life insurance	Aviva	5,712	
	Prudential	3,748	
		<b>9,460</b>	<b>2.2</b>
Real estate	Terra Catalyst Fund	1,029	0.2
Financial services	Provident Financial	5,827	1.3
Equity investment instruments	Aberforth Geared Income Trust	5,621	
	Doric Nimrod Air Two	4,191	
	International Oil and Gas Technology Fund†	311	
	Level E Maya Fund*	1,808	
		<b>11,931</b>	<b>2.8</b>
<b>Total United Kingdom Equities</b>		<b>95,038</b>	<b>21.9</b>

\* Unquoted.

† Delisted.

Classification	Name	Fair value £'000	% of total assets
<b>Overseas Equities</b>			
Oil and gas producers	Total	<b>6,521</b>	<b>1.5</b>
Oil equipment, services and distribution	Aker Solutions	<b>1,099</b>	<b>0.3</b>
Chemicals	Syngenta	<b>4,031</b>	<b>0.9</b>
General industrials	Konecranes	2,250	
	Sumitomo	4,796	
		<b>7,046</b>	<b>1.6</b>
Industrial Engineering	Atlas Copco	4,453	
	GEA Group	3,348	
	Sandvik	2,724	
		<b>10,525</b>	<b>2.4</b>
Industrial transportation	CH Robinson	4,175	
	United Parcel Service	5,755	
		<b>9,930</b>	<b>2.3</b>
Support services	Brambles	4,874	
	Edenred	3,588	
	Fastenal	6,614	
		<b>15,076</b>	<b>3.5</b>
Automobiles and parts	Harley-Davidson	<b>3,105</b>	<b>0.7</b>
Food Producers	AVI	5,148	
	Coca Cola	8,761	
	Nestlé	3,846	
	Pepsico	6,774	
	Want Want	5,566	
		<b>30,095</b>	<b>7.0</b>
Household goods and home construction	Kimberly-Clarke de México	7,288	
	Procter & Gamble	6,483	
		<b>13,771</b>	<b>3.2</b>
Tobacco	Phillip Morris International	5,090	
	Reynolds American	6,817	
		<b>11,907</b>	<b>2.8</b>
Health care equipment and services	Cochlear	5,062	
	Sonic Healthcare	5,693	
		<b>10,755</b>	<b>2.5</b>
Pharmaceuticals and biotechnology	Johnson and Johnson	5,919	
	Roche Holdings	6,376	
		<b>12,295</b>	<b>2.8</b>
Food and drug retailers	McDonald's	<b>6,742</b>	<b>1.6</b>
General retailers	Anta Sports Products	5,513	
	Dia	4,618	
		<b>10,131</b>	<b>2.3</b>
Mobile telecommunications	China Mobile	5,382	
	MTN Group	2,016	
	SK Telecom	4,256	
		<b>11,654</b>	<b>2.7</b>
Electricity	AES Tiete	<b>2,030</b>	<b>0.5</b>

Classification	Name	Fair value £'000	% of total assets
<b>Overseas Equities</b>			
Banks	Bankinter	4,268	
	BOC Hong Kong	3,926	
	New York Community Bankcorp	5,822	
	Sumitomo Mitsui Trust Holdings	3,939	
	Svenska Handelsbanken	3,278	
	United Overseas Bank	3,583	
		<b>24,816</b>	<b>5.7</b>
Real estate	Cambium Global Timberland	633	
	Japan Residential Investment Company#	6,750	
		<b>7,383</b>	<b>1.7</b>
Financial services	BM&F Bovespa	2,361	
	Deutsche Börse	8,218	
	Hong Kong Exchanges and Clearing	2,868	
	Partners Group	6,680	
		<b>20,127</b>	<b>4.6</b>
Real Estate Investment & Services	Zillow Group Class A and C	<b>1,283</b>	<b>0.3</b>
Software and computer services	Alphabet Class A and C (formerly Google)	5,469	
	Dolby Laboratories	2,584	
	Microsoft	6,185	
	SAP	3,868	
	Taiwan Semiconductor Manufacturing	7,806	
		<b>25,912</b>	<b>6.0</b>
Technology hardware and equipment	Analog Devices	6,945	
	Apple	3,336	
	Asustek Computer	1,170	
	Linear Technology	6,491	
		<b>17,942</b>	<b>4.1</b>
<b>Total Overseas Equities</b>		<b>264,176</b>	<b>61.0</b>
<b>Total Equities</b>		<b>359,214</b>	<b>82.9</b>
<b>Direct Property</b>			
Direct Property	See table on page 18.	<b>56,000</b>	<b>12.9</b>
<b>Bonds</b>			
Sterling denominated	Enquest 5.5% 2022	<b>1,735</b>	<b>0.4</b>
US dollar denominated	Athena Debt Opportunities Fund	<b>8,583</b>	<b>2.0</b>
Brazilian real denominated	Brazil CPI Linked 15/05/2045	<b>6,336</b>	<b>1.5</b>
<b>Total Bonds</b>		<b>16,654</b>	<b>3.9</b>
<b>Total Investments</b>		<b>431,868</b>	<b>99.7</b>
Net Liquid Assets		1,341	0.3
<b>Total Assets</b> (before deduction of debenture)		<b>433,209</b>	<b>100.0</b>

#Suspended.

## Property Portfolio

Location	Type	Tenant	2015 Value £'000	2015 % of total assets	2014 Value £'000
Basingstoke‡	Warehouse	G4S Cash Solutions (UK) Limited	3,100	0.7	–
Beccles‡	Restaurant	Prezzo Limited	1,200	0.3	–
Biggleswade	Warehouse	Quest Automotive Products UK Limited	4,300	1.0	4,250
Bishops Stortford‡	Restaurant	Prezzo Limited	1,400	0.3	–
Blandford Forum‡	Restaurant	Prezzo Limited	1,000	0.2	–
Cleethorpes‡	Public House	Barley Pub Company Limited	750	0.2	–
Dundee	Public House	J D Wetherspoon Plc	1,250	0.3	1,150
Dunfermline¶	Shop	W H Smith Retail Holdings Ltd	–	–	1,550
Earley	Public House	Spirit Pub Company (Managed) Limited	2,900	0.7	2,750
Inverness	Warehouse	Brake Brothers	2,750	0.6	2,650
Kenilworth	Nursing Home	Care UK Community Partnership Limited	6,900	1.6	6,400
Leicester	Car Showroom	Syntner Group Limited	3,750	0.9	3,600
Luton‡	Public House	Stonegate Pub Company Limited	2,450	0.6	–
New Romney	Holiday Village	Park Resorts Ltd	9,500	2.2	9,100
Newport Pagnell	Car Showroom	Reg Vardy (Property Management) Limited	4,150	1.0	3,850
Oban¶	Shop	W H Smith Retail Holdings Ltd	–	–	1,150
Oxford	Public House	Spirit Pub Company (Managed) Limited	1,950	0.4	1,900
Perth¶	Bank	Bank of Scotland	–	–	1,750
Portsmouth	Public House	J D Wetherspoon Plc	2,400	0.6	2,200
Prestatyn‡	Public House	Stonegate Pub Company Limited	1,400	0.3	–
Reading¶	Restaurant	Bella Italia Restaurants Ltd	–	–	950
Redditch	Warehouse	Metalrax plc	1,500	0.3	1,400
Sale	Public House	Stonegate Pub Company Limited	650	0.1	675
Torquay	Public House	Mitchells & Butler Retail Ltd	1,350	0.3	1,300
Winchester	Public House	Fuller Smith & Turner Plc	1,350	0.3	1,300
			<b>56,000</b>	<b>12.9</b>	<b>47,925</b>

‡Properties purchased during the year.

¶Properties sold during the year.

The Strategic Report which includes pages 2 to 19 was approved by the Board on 17 February 2016.

Sir Brian Ivory  
Chairman

## Ten Year Record

### Revenue

Year to 31 December	Gross revenue £'000	Available for ordinary shareholders £'000	Earnings per ordinary share * p	Dividend per ordinary share (net) p	Ongoing charges † %	Equity gearing # %	Potential gearing ‡ %
2005	13,986	9,000	6.80	6.53	0.80	10	27
2006	15,326	10,002	7.55	7.40	0.78	5	24
2007	17,751	11,345	8.56	8.25	0.80	5	24
2008	20,901	13,905	10.50	8.80	0.84	0	44
2009	17,194	11,989	9.05	9.05	1.02	(3)	32
2010	16,379	11,271	8.51	9.25	0.90	(4)	26
2011	17,316	12,346	9.32	9.45	0.89	(1)	30
2012	18,556	13,564	10.22	9.80	0.94	(2)	27
2013	18,421	13,541	10.21	10.20	0.90	4	25
2014	18,782	13,940	10.51	10.50	0.90	1	25
<b>2015</b>	<b>18,626</b>	<b>13,913</b>	<b>10.47</b>	<b>10.70</b>	<b>0.93</b>	<b>2</b>	<b>24</b>

\* The calculation of earnings per ordinary share is based on the revenue column of the return on ordinary activities after taxation in the Income Statement and the weighted average number of ordinary shares in issue.

† Calculated as total operating costs divided by average net asset value (with debt at fair value) in accordance with AIC guidelines.

# Total assets (including all debt used for investment purposes) less cash, bonds (ex convertibles) and property divided by shareholders' funds.

‡ Total assets (including all debt used for investment purposes) divided by shareholders' funds.

### Gearing Ratios

### Capital

At 31 December	Total assets £'000	Debenture stocks and loans £'000	Shareholders' funds £'000	Net asset value per share (book) ¶ p	Net asset value per share (fair) ¶ p	Share price p	Premium/ (discount) § (book) %	Premium/ (discount) § (fair) %
2005	426,021	89,430	336,591	254.1	241.2	218.8	(13.9)	(9.3)
2006	462,673	89,079	373,594	282.0	272.6	241.3	(14.4)	(11.5)
2007	460,094	88,708	371,386	280.3	272.7	240.0	(14.4)	(12.0)
2008	289,087	88,312	200,775	151.5	145.3	130.5	(13.9)	(10.2)
2009	365,067	87,892	277,175	209.2	206.0	181.0	(13.5)	(12.1)
2010	418,269	87,446	330,823	249.7	242.5	245.5	(1.7)	1.2
2011	381,166	86,972	294,194	221.7	205.3	208.5	(6.0)	1.6
2012	401,780	86,467	315,313	237.7	220.5	225.5	(5.1)	2.3
2013	428,313	85,931	342,382	258.1	247.0	256.3	(0.7)	3.8
2014	429,167	85,361	343,806	259.1	243.7	249.6	(3.7)	2.4
<b>2015</b>	<b>433,209</b>	<b>84,756</b>	<b>348,453</b>	<b>261.7</b>	<b>247.5</b>	<b>261.5</b>	<b>(0.1)</b>	<b>5.7</b>

¶ Net asset value per ordinary share has been calculated after deducting the debenture at either book value or fair value.

§ Premium/(discount) is the difference between SAINTS' quoted share price and its underlying net asset value at either book value or fair value.

### Cumulative Performance (taking 2005 as 100)

At 31 December	Net asset value per share	Net asset value total return	Share price	Share price total return	Benchmark	Benchmark total return	Earnings per ordinary share	Dividends per ordinary share (net)	Retail price index	Consumer price index
2005	100	100	100	100	100	100	100	100	100	100
2006	111	113	110	114	109	113	111	113	104	103
2007	110	116	110	117	119	121	126	126	109	105
2008	60	65	60	67	121	89	154	135	110	108
2009	82	95	83	98	101	103	133	139	112	111
2010	98	118	112	139	114	119	125	142	118	116
2011	87	109	95	123	130	113	137	145	123	120
2012	94	122	103	139	135	127	150	150	127	124
2013	102	138	117	165	134	153	150	156	131	126
2014	102	144	114	167	146	171	155	161	133	127
<b>2015</b>	<b>103</b>	<b>152</b>	<b>120</b>	<b>183</b>	<b>148</b>	<b>178</b>	<b>154</b>	<b>164</b>	<b>134</b>	<b>127</b>

### Compound annual returns

5 year	0.9%	5.2%	1.3%	5.7%	5.4%	8.3%	4.3%	2.9%	2.6%	1.8%
10 year	0.3%	4.3%	1.8%	6.2%	4.0%	5.9%	4.4%	5.1%	3.0%	2.4%

On 1 January 2004 the Company changed its benchmark from 65% FTSE All-Share Index and 35% FTSE World Ex UK Index to 70% FTSE All-Share Index and 30% FTSE World Ex UK Index and with effect from 1 January 2009, the Company's benchmark became 50% FTSE All-Share Index and 50% FTSE All-World ex UK Index. With effect from 1 January 2014, the Company's benchmark became the 100% FTSE All-World Index. For the purposes of the above tables the returns on these benchmarks for their respective periods have been linked to form a single benchmark.

Past performance is not a guide to future performance.

## Directors and Management

Members of the Board come from a broad variety of backgrounds. The Board can draw on an extensive pool of knowledge and experience.

### Directors

#### **Sir Brian Ivory, CBE, CA**

**Sir Brian joined the Board in 2000 and was appointed Chairman in 2001.** He is also the Chairman of the Nomination Committee. He is a director of Insight Investment Management Ltd and is chairman of Marathon Asset Management (Services) Ltd and Arcus European Infrastructure Fund GP LLP. He was formerly chairman of Highland Distillers Plc and of the Trustees of the National Galleries of Scotland and a director of HBOS Plc.

#### **Bronwyn Curtis, OBE**

**Ms Curtis joined the Board in 2014.** An economist, she was Head of Global Research and Senior Adviser to the Head of Global Banking and Markets at HSBC Bank plc. Her previous positions included Head of European Broadcast at Bloomberg LP, Chief Economist for Nomura International and Global Head of Foreign Exchange and Fixed Income Strategy at Deutsche Bank. She is a director of JP Morgan Asian Investment Trust plc.

#### **Eric Hagman, CBE, CA**

**Mr Hagman joined the Board in 2005 and became the Chairman of the Audit Committee in 2009.** He joined Arthur Andersen in 1971 and became the managing partner in Scotland in 1982. He spent the last five years until 2002 in London as a managing partner on the UK Leadership Team. He is a director of WA Baxter & Sons Limited. He was formerly a trustee of the National Galleries of Scotland and a director of British Polythene Industries plc, Glen Group plc, Scottish Financial Enterprise and Scottish Enterprise.

#### **Lord Kerr of Kinlochard, GCMG**

**Lord Kerr joined the Board in 2002 and was appointed senior independent director in 2012.** He was Ambassador to the US and the EU, and Foreign Office Permanent Under-Secretary. He is currently Deputy Chairman of Scottish Power, and Chairman of the Centre for European Reform. He was formerly Deputy Chairman of Royal Dutch Shell plc, a director of Rio Tinto plc, Chairman of Imperial College London and a Trustee of the National Gallery.

#### **Peter Moon**

**Mr Moon joined the Board in 2005.** He was chief investment officer of the Universities Superannuation Scheme Limited fund. He is chairman of Bell Potter (UK) Limited and Arden Partners plc and is a director of First Property plc and Gresham House plc. He is a former director of MBNA Europe and a former Member of the National Association of Pension Funds Investment Committee.

All Directors are members of the Nomination and Audit Committees.



From left to right: Sir Brian Ivory, Eric Hagman, Bronwyn Curtis, Lord Kerr of Kinlochard, Peter Moon.

### Managers and Secretaries

The Company has appointed Baillie Gifford & Co Limited, a wholly owned subsidiary of Baillie Gifford & Co, as its Alternative Investment Fund Manager and Company Secretary. Baillie Gifford & Co Limited has delegated portfolio management services to Baillie Gifford & Co. Baillie Gifford & Co is an investment management firm formed in 1927 out of the legal firm Baillie & Gifford, WS, which had been involved in investment management since 1908.

Baillie Gifford is one of the largest investment trust managers in the UK and currently manages seven investment trusts. Baillie Gifford also manage unit trusts and open ended investment companies, together with investment portfolios on behalf of pension funds, charities and other institutional clients, both in the UK and overseas. Funds under the management or advice of Baillie Gifford total around £107 billion. Based in Edinburgh, it is one of the leading privately owned investment management firms in the UK, with 40 partners and a staff of around 900.

The manager of SAINTS is Dominic Neary. Dominic is Head of the Global Income Growth Team and is responsible for SAINTS' equity investments. He works closely with the other specialist equity, bond and multi-asset class investors at Baillie Gifford. The property investments are managed separately by OLIM Property Limited, a specialist property manager.

Baillie Gifford & Co and Baillie Gifford & Co Limited are both authorised and regulated by the Financial Conduct Authority.

## Directors' Report

The Directors present their Report together with the financial statements of the Company for the year to 31 December 2015.

### Corporate Governance

The Corporate Governance Report is set out on pages 24 to 26 and forms part of this Report.

### Manager and Company Secretaries

In order to comply with the Alternative Investment Fund Managers Directive ('AIFMD'), the Company has appointed Baillie Gifford & Co Limited, a wholly owned subsidiary of Baillie Gifford & Co, as its Alternative Investment Fund Manager ('AIFM') and Company Secretary. Baillie Gifford & Co Limited has delegated investment management services to Baillie Gifford & Co. The management of the property portfolio has been delegated to OLIM Property Limited.

The Investment Management Agreement between the AIFM and the Company sets out the matters over which the Managers have authority in accordance with the policies and directions of, and subject to restrictions imposed by, the Board. The Investment Management Agreement is terminable on not less than six months' notice. Compensation fees would only be payable in respect of the notice period if termination were to occur sooner. The annual management fee is 0.45% of total assets less current liabilities, excluding the property portfolio, calculated on a quarterly basis. The Board is of the view that calculating the fee with reference to performance would be unlikely to exert a positive influence on performance.

The Property Management Agreement sets out the matters over which OLIM Property Limited has discretion and those matters which require Board approval. The Property Management Agreement is terminable on three months' notice. The annual fee is 0.5% of the value of the property portfolio subject to a minimum quarterly fee of £6,250.

The Board considers the Company's investment management and secretarial arrangements on a continuing basis and a formal review is conducted annually. The Board considered the following topics amongst others in its review:

- investment process;
- investment performance;
- dividend growth;
- the quality of the personnel assigned to handle the Company's affairs;
- developments at the Managers, including staff turnover;
- the administrative services provided by the Secretaries;
- the property management service provided by OLIM;
- share price and discount; and
- charges and fees.

Following the most recent review it is the opinion of the Directors that the continuing appointment of Baillie Gifford & Co Limited as AIFM, the delegation of investment management services to Baillie Gifford & Co and the delegation of the management of the property portfolio to OLIM Property Limited, on the terms agreed, is in the interests of the Company and shareholders as a whole.

### Depositary

In accordance with the AIFMD, BNY Mellon Trust & Depositary (UK) Limited has been appointed as Depositary to the Company.

The Depositary's responsibilities include cash monitoring, safe keeping of the Company's financial instruments, verifying ownership and maintaining a record of other assets and monitoring the Company's compliance with investment limits and leverage requirements. The Depositary has delegated the custody function to The Bank of New York Mellon SA/NV ('the Custodian').

### Directors

Information about the Directors, including their relevant experience, can be found on page 20.

All Directors will retire at the Annual General Meeting and, with the exception of Sir Brian Ivory who will stand down after the conclusion of the Annual General Meeting, offer themselves for re-election. Following formal performance evaluation, the Directors confirmed their performance continues to be effective and each remains committed to the Company.

### Director Indemnification and Insurance

The Company has entered into deeds of indemnity in favour of each of its Directors. The deeds cover any liabilities that may arise to a third party, other than the Company, for negligence, default or breach of trust or duty. The Directors are not indemnified in respect of liabilities to the Company, any regulatory or criminal fines, any costs incurred in connection with criminal proceedings in which the Director is convicted or civil proceedings brought by the Company in which judgement is given against him/her. In addition, the indemnity does not apply to any liability to the extent that it is recovered from another person.

The Company maintains Directors' and Officers' Liability Insurance.

### Conflicts of Interest

Each Director submits a list of potential conflicts of interest to the Nomination Committee on an annual basis. The Committee considers these carefully, taking into account the circumstances surrounding them and makes a recommendation to the Board on whether or not the potential conflicts should be authorised. Board authorisation is for a period of one year. Having considered the lists of potential conflicts there were no situations which gave rise to a direct or indirect interest of a Director which conflicted with the interests of the Company.

### Dividends

The Board recommends a final dividend of 2.70p per ordinary share which, together with the interim dividends already paid, makes a total of 10.70p for the year. If approved, the recommended final dividend on the ordinary shares will be paid on 5 April 2016 to shareholders on the register at the close of business on 4 March 2016. The ex-dividend date is 3 March 2016. The Company's Registrar offers a Dividend Reinvestment Plan (see page 54) and the final date for the receipt of elections for reinvestment of this dividend is 11 March 2016.

## Share Capital

### Capital Structure

The Company's capital structure consists of 133,160,943 ordinary shares of 25p each (2014 – 132,675,943 ordinary shares). There are no restrictions concerning the holding or transfer of the Company's ordinary shares and there are no special rights attaching to any of the shares.

### Dividends

The ordinary shares carry a right to receive dividends. Interim dividends are determined by the Directors, whereas the proposed final dividend is subject to shareholder approval.

### Capital Entitlement

On a winding up, after meeting the liabilities of the Company, the surplus assets will be paid to ordinary shareholders in proportion to their shareholdings.

### Voting

Each ordinary shareholder present in person or by proxy is entitled to one vote on a show of hands and, on a poll, to one vote for every share held.

Information on the deadlines for proxy appointments can be found on page 56.

### Major Interests in the Company's Shares

Name	No. of ordinary 25p shares held at 31 December 2015	% of issue
Brewin Dolphin Limited	6,623,973	5.0
DC Thomson & Co Ltd	4,100,000	3.1

There have been no changes to the major interests in the Company's shares intimated up to 16 February 2016.

## Annual General Meeting

### Share Issuance Authority

Resolution 10 in the Notice of Annual General Meeting seeks to renew the Directors' general authority to issue shares up to an aggregate nominal amount of £11,096,745. This amount represents 33.33% of the Company's total ordinary share capital currently in issue and meets institutional guidelines. No issue of ordinary shares will be made pursuant to the authorisation in Resolution 10 which would effectively alter the control of the Company without the prior approval of shareholders in general meeting.

Resolution 11, which is proposed as a special resolution, seeks to renew the Directors' authority to issue shares or sell shares held in treasury on a non-pre-emptive basis for cash (i.e. without first offering such shares to existing shareholders pro-rata to their existing holdings) up to an aggregate nominal amount of £3,329,023 (representing 10% of the issued ordinary share capital of the Company as at 16 February 2016). The authorities sought in Resolutions 10 and 11 will continue until the conclusion of the Annual General Meeting to be held in 2017 or on the expiry of 15 months from the passing of this resolution, if earlier.

Such authorities will only be used to issue shares or sell shares from treasury at, or at a premium to, net asset value and only when the Directors believe that it would be in the best interests of the Company to do so.

See further in this regard under the heading 'Authority to Issue Shares at a Discount to Net Asset Value (with Borrowings Valued at Book)' below.

During the year to 31 December 2015, the Company issued 485,000 shares at a premium to net asset value on five separate occasions at an average price of 268.5p per share raising proceeds of £1,298,000. No shares were held in treasury as at 16 February 2016.

### Authority to Issue Shares at a Discount to Net Asset Value (with Borrowings Valued at Book)

As noted in the Chairman's Statement, the Board believes that issuing shares to meet unsatisfied demand in the marketplace is generally in the best interests of the Company. Shareholders are asked on an annual basis to grant the Directors customary share allotment and issuance authorities (see 'Share Issuance Authorities' above) in order to facilitate non pre-emptive share issuance, either of new ordinary shares or of any shares which are held by the Company in treasury. Even where such authorities are in place, however, the Listing Rules prohibit the issue of shares, whether new or from treasury, for cash at a price below the net asset value per share (NAV) of the shares which are then in issue, unless the new shares are first offered to existing Shareholders pro rata to their existing holdings.

The Board considers NAV (assets less liabilities) on the basis of the Company's borrowings valued at their book value to be the prudent measure when determining the price at which to issue shares. It is the Directors' firm intention only to issue shares at, or at a premium to, NAV calculated on this measure. In order, though, to guard against a technical breach of the Listing Rules prohibition mentioned above, by virtue of an inadvertent share issuance at a discount to NAV with borrowings at book (due, for example, to challenges in estimating intra-day market movements), the Board is proposing an additional annual resolution which, paradoxically, seeks to authorise the Directors to issue shares at a discount to NAV at book.

Resolution 12 is being proposed, therefore, solely for this technical purpose and specifically in the context of the Directors' continued intention only to issue shares on a basis which protects or enhances shareholder value.

### Market Purchase of Own Shares

The Company's buy-back authority was last renewed at the AGM on 2 April 2015 in respect of 19,888,123 shares of 25p each (equivalent to 14.99% of its then issued share capital). No shares were bought back during the year under review and no shares are held in treasury.

The principal reasons for share buy-backs are:

- to enhance the net asset value for continuing shareholders by purchasing shares at a discount to the prevailing net asset value; and
- to address any imbalance between the supply of and demand for SAINTS' shares that results in a discount of the quoted market price to the published net asset value per share.



The Directors are seeking shareholders' approval at the Annual General Meeting to renew the authority to make market purchases of up to 19,960,825 ordinary shares representing approximately 14.99% of the Company's ordinary shares in issue at the date of passing of the resolution, such authority to expire at the Annual General Meeting of the Company to be held in 2017. Such purchases will only be made through the market for cash at prices below the most recently calculated net asset value per ordinary share, which will result in an increase in value of the remaining ordinary shares. Any such shares purchased shall either be cancelled or held in treasury. In accordance with the Listing Rules of the UK Listing Authority, the maximum price (excluding expenses) that may be paid on the exercise of the authority must not exceed the higher of:

- (i) 5 per cent above the average closing price on the London Stock Exchange of an ordinary share over the five business days immediately preceding the date of purchase; and
- (ii) the higher of the price of the last independent trade and the highest current independent bid on the London Stock Exchange.

The minimum price (exclusive of expenses) that may be paid will be 25p per share. Purchases of shares will be made within guidelines established, from time to time, by the Board. The Company does not have any warrants or options in issue. Your attention is drawn to Resolution 13 in the Notice of Annual General Meeting.

#### Articles of Association

The Company's Articles of Association set out the limits for the remuneration of Directors, in General Meeting. The current limits which were approved by shareholders at the 2011 Annual General Meeting, provide that Directors' remuneration shall not exceed £25,000 per annum per Director, with an additional remuneration of £25,000 per annum for the Chairman. Whilst the Board is not proposing an increase in fees for 2016, it is proposed to create scope for increases in future years. Accordingly, shareholders' approval is being sought at the forthcoming Annual General Meeting to increase the remuneration limits to £30,000 per annum per Director, with an additional £25,000 per annum for the Chairman of the Board to allow flexibility in this regard. Your attention is drawn to resolution 14 in the Notice of the Annual General Meeting on page 56.

#### Disclosure of Information to Auditors

The Directors confirm that so far as each of the Directors is aware there is no relevant audit information of which the Company's auditors are unaware and the Directors have taken all the steps that they ought to have taken as Directors in order to make themselves aware of any relevant audit information and to establish that the Company's Auditor is aware of that information.

#### Independent Auditor

The Auditor, KPMG LLP, is willing to continue in office and in accordance with section 489 and section 491(1) of the Companies Act 2006, resolutions concerning their reappointment and remuneration will be submitted to the Annual General Meeting.

#### Post Balance Sheets Events

The Directors confirm that there have been no post Balance Sheet events up to 16 February 2016.

#### Recommendation

The Board unanimously recommends you to vote in favour of the resolutions to be proposed at the Annual General Meeting as, in its opinion, they are in the best interests of the shareholders as a whole.

#### Greenhouse Gas Emissions

All of the Company's activities are outsourced to third parties. The Company therefore has no greenhouse gas emissions to report from its operations, nor does it have responsibility for any other emissions producing sources under the Companies Act 2006 (Strategic Report and Directors' Reports) Regulations 2013.

#### Bribery Act

The Company has a zero tolerance policy towards bribery and is committed to carrying out business fairly, honestly and openly. The Managers also adopt a zero tolerance approach and have policies and procedures in place to prevent bribery.

By order of the Board  
Sir Brian Ivory  
17 February 2016

## Corporate Governance Report

The Board is committed to achieving and demonstrating high standards of Corporate Governance. This statement outlines how the principles of the 2014 UK Corporate Governance Code (the 'Code'), which can be found at [www.frc.org.uk](http://www.frc.org.uk) and the principles of the Association of Investment Companies (AIC) Code of Corporate Governance were applied throughout the financial year. The AIC Code provides a framework of best practice for investment companies and can be found at [www.theaic.co.uk](http://www.theaic.co.uk).

### Compliance

The Board confirms that the Company has complied throughout the year under review with the relevant provisions of the Code and the recommendations of the AIC Code.

### The Board

The Board has overall responsibility for the Company's affairs. It has a number of matters formally reserved for its approval including strategy, investment policy, currency hedging, gearing, treasury matters, dividend and corporate governance policy. A separate meeting devoted to strategy is held each year. The Board also reviews the financial statements, investment transactions, revenue budgets and investment performance. Full and timely information is provided to the Board to enable the Board to function effectively and to allow Directors to discharge their responsibilities.

The Board currently comprises five Directors all of whom are non-executive. The Chairman is responsible for organising the business of the Board, ensuring its effectiveness and setting its agenda. The executive responsibility for investment management has been delegated to the Company's Alternative Investment Fund Manager ('AIFM'), Baillie Gifford & Co Limited, and, in the context of a Board comprising entirely non-executive Directors, there is no chief executive officer. The senior independent director is Lord Kerr of Kinlochard.

The Directors believe that the Board has a balance of skills and experience which enables it to provide effective strategic leadership and proper governance of the Company. Information about the Directors, including their relevant experience, can be found on page 20.

There is an agreed procedure for Directors to seek independent professional advice if necessary at the Company's expense.

### Appointments

The terms and conditions of Directors' appointments are set out in formal letters of appointment which are available for inspection on request.

Under the provisions of the Company's Articles of Association, a Director appointed during the year is required to retire and seek election by shareholders at the next Annual General Meeting. The Board has agreed that all the Directors will retire at each Annual General Meeting and, if appropriate, offer themselves for re-election.

### Independence of Directors

All Directors are considered by the Board to be independent of the Managers and free of any business or other relationship which could interfere with the exercise of their independent judgement.

Sir Brian Ivory, Lord Kerr of Kinlochard, Mr Hagman and Mr Moon have served on the Board for more than nine years. The Directors

recognise the importance of succession planning for company boards and review the Board composition annually. The Board is of the view that length of service will not necessarily compromise the independence or contribution of Directors of an investment trust company, where continuity and experience can be a benefit to the Board. The Board concurs with the view expressed in the AIC Code that long serving Directors should not be prevented from being considered independent. Following a formal performance evaluation, the Board has concluded that, notwithstanding their length of service, Sir Brian Ivory, Lord Kerr of Kinlochard, Mr Hagman and Mr Moon remain independent. Their actions and decisions have confirmed their independence and the Directors believe their length of service has been a benefit to the Board.

### Meetings

There is an annual cycle of Board meetings which is designed to address, in a systematic way, overall strategy, review of investment policy, investment performance, marketing, revenue budgets, dividend policy and communication with shareholders. The Board considers that it meets sufficiently regularly to discharge its duties effectively. The following table shows the attendance record for the Board and Committee meetings held during the year. The Annual General Meeting was attended by all Directors serving at that date.

#### Directors' Attendance at Meetings

	Board	Audit Committee	Nomination Committee
<b>Number of meetings</b>	<b>6</b>	<b>2</b>	<b>1</b>
Sir Brian Ivory	6	2	1
Bronwyn Curtis	6	2	1
Eric Hagman	6	2	1
Lord Kerr of Kinlochard	6	2	1
Peter Moon	6	2	1

### Nomination Committee

The Nomination Committee consists of the whole Board and the Chairman of the Board is Chairman of the Committee. The Committee meets on an annual basis and at such other times as may be required. The Committee has written terms of reference which include reviewing the Board composition, Board appraisal, succession planning, training and identifying and nominating new candidates for appointment to the Board. The Committee also considers whether Directors should be recommended for re-election by shareholders. The Committee is responsible for considering Directors' potential conflicts of interest and for making recommendations to the Board on whether or not the potential conflicts should be authorised. Appointments to the Board are made on merit with due regard for the benefits of diversity including gender. The priority in appointing new Directors is to identify the candidate with the best range of skills and experience to complement existing Directors. The Board therefore does not consider it appropriate to set diversity targets.

Sir Brian Ivory will retire from the Board at the conclusion of this year's Annual General Meeting. Following consideration the Committee recommended to the Board that Peter Moon should become Chairman upon Sir Brian Ivory's retirement from the Board. The Committee propose to appoint a new Director in due course.

The Committee's terms of reference are available on request from the Company and from SAINTS' page on the Managers' website: [www.saints-it.com](http://www.saints-it.com).

### Performance Evaluation

An appraisal of the Chairman, each Director and a performance evaluation and review of the Board as a whole and its Committees was carried out during the year. The Chairman and each Director completed a performance evaluation questionnaire and each Director had an interview with the Chairman. The appraisal of the Chairman was led by Lord Kerr of Kinlochard. The appraisals and evaluations considered, amongst other criteria, the balance of skills of the Board, training and development requirements, the contribution of individual Directors and the overall effectiveness of the Board and its Committees. Following this process it was concluded that there was a diverse range of skills within the Board, and the performance of each Director, the Chairman, the Board and its Committees continues to be effective and the Directors remain committed to the Company. A review of the Chairman's and other Directors' commitments was carried out and the Nomination Committee is satisfied that they are capable of devoting sufficient time to the Company. There were no significant changes to the Chairman's other commitments during the year.

### Induction and Training

New Directors are provided with an induction programme which is tailored to the particular circumstances of the appointee. Briefings were provided during the year on regulatory matters. Directors receive other relevant training as necessary.

### Remuneration

As all the Directors are non-executive, there is no requirement for a separate Remuneration Committee. Directors' fees are considered by the Board as a whole within the limits approved by shareholders. The Company's policy on remuneration is set out in the Directors' Remuneration Report on pages 29 and 30.

### Audit Committee

The report of the Audit Committee is set out on pages 27 and 28.

### Internal Controls and Risk Management

The Directors acknowledge their responsibility for the Company's risk management and internal controls systems and for reviewing their effectiveness. The systems are designed to manage rather than eliminate the risk of failure to achieve business objectives and can only provide reasonable but not absolute assurance against material misstatement or loss.

The Board confirms that there is an ongoing process for identifying, evaluating and managing the significant risks faced by the Company in accordance with the guidance 'Guidance on Risk Management, Internal Controls and Related Financial and Business Reporting'.

The practical measures in relation to the design, implementation and maintenance of control policies and procedures to safeguard the Company's assets and to manage its affairs properly, including the maintenance of effective operational and compliance controls have been delegated to the Managers and Secretaries.

The Board oversees the functions delegated to the Managers and Secretaries and the controls managed by the AIFM in accordance with the Alternative Investment Fund Managers

Directive (as detailed below). Baillie Gifford & Co's Internal Audit and Compliance Departments and the AIFM's permanent risk management function provide the Audit Committee with regular reports on their monitoring programmes. The reporting procedures for these departments are defined and formalised within a service level agreement. Baillie Gifford & Co conducts an annual review of its system of internal controls which is documented within an internal controls report which complies with ISAE 3402 and Technical Release AAF 01/06 – Assurance Reports on Internal Controls of Service Organisations made available to Third Parties. This report is independently reviewed by Baillie Gifford & Co's Auditor and a copy is submitted to the Audit Committee.

A report identifying the material risks faced by the Company and the key controls employed to manage these risks is reviewed by the Audit Committee.

These procedures ensure that consideration is given regularly to the nature and extent of risks facing the Company and that they are being actively monitored. Where changes in risk have been identified during the year they also provide a mechanism to assess whether further action is required to manage these risks.

The Directors confirm that they have reviewed the effectiveness of the Company's risk management and internal controls systems and they have procedures in place to review their effectiveness on a regular basis. No significant weaknesses were identified in the year under review and up to the date of this Report.

The Board confirms that these procedures have been in place throughout the Company's financial year and continue to be in place up to the date of approval of this Report.

To comply with the Alternative Investment Fund Managers Directive, BNY Mellon Trust & Depository (UK) Limited acts as the Company's Depository and Baillie Gifford & Co Limited as AIFM.

The Depository's responsibilities include cash monitoring, safe keeping of the Company's financial instruments, verifying ownership and maintaining a record of other assets and monitoring the Company's compliance with investment limits and leverage requirements. The Depository is liable for the loss of financial instruments held in custody. The Depository will ensure that any delegate segregates the assets of the Company. The Depository has delegated the custody function to The Bank of New York Mellon SA/NV London Branch. The Custodian prepares a report on its key controls and safeguards which is independently reviewed by KPMG LLP.

The Depository provides the Audit Committee with a report on its monitoring activities.

The AIFM has established a permanent risk management function to ensure that effective risk management policies and procedures are in place and to monitor compliance with risk limits. The AIFM has a risk management policy which covers the risks associated with the management of the portfolio, and the adequacy and effectiveness of this policy is reviewed and approved at least annually. This review includes the risk management processes and systems and limits for each risk area.

The risk limits, which are set by the AIFM and approved by the Board, take into account the objectives, strategy and risk profile of the portfolio. These limits, including leverage (see note 18 on page 49), are monitored and the sensitivity of the portfolio to key risks is undertaken periodically as appropriate to ascertain the

impact of changes in key variables in the portfolio. Exceptions from limits monitoring and stress testing undertaken by Baillie Gifford's Business Risk Department are escalated to the AIFM and reported to the Board along with remedial measures being taken.

### Going Concern

In accordance with The Financial Reporting Council's guidance on going concern and liquidity risk, the Directors have undertaken a rigorous review of the Company's ability to continue as a going concern. The Company's principal risks are market related and include market risk, liquidity risk and credit risk. An explanation of these risks and how they are managed is contained in note 17 to the Financial Statements. The Company's assets, the majority of which are investments in quoted securities which are readily realisable, exceed its liabilities significantly. All borrowings require the prior approval of the Board. Gearing levels and compliance with borrowing covenants are reviewed by the Board on a regular basis. The Company has no short term borrowings and the redemption date for the Company's debenture is April 2022. Accordingly, the Financial Statements have been prepared on the going concern basis as it is the Directors' opinion that the Company will continue in operational existence for the foreseeable future.

### Relations with Shareholders

The Board places great importance on communication with shareholders. The Managers meet regularly with shareholders and their representatives and report shareholders' views to the Board. The Chairman is available to meet with shareholders as appropriate. Shareholders wishing to communicate with any members of the Board may do so by writing to them at the Company's registered office or through the Company's broker Winterflood (see contact details on the back cover).

The Company's Annual General Meeting provides a forum for communication with all shareholders. The level of proxies lodged for each resolution is announced at the meeting and published at [www.saints-it.com](http://www.saints-it.com). The notice period for the Annual General Meeting is at least twenty working days. Shareholders and potential investors may obtain up-to-date information on the Company at [www.saints-it.com](http://www.saints-it.com).

### Corporate Governance and Stewardship

The Company has given discretionary voting powers to Baillie Gifford & Co. The Managers vote against resolutions they consider may damage shareholders' rights or economic interests.

The Company believes that it is in the shareholders' interests to consider environmental, social and governance (ESG) factors when selecting and retaining investments and have asked the Managers to take these issues into account as long as the investment objectives are not compromised. The Managers do not exclude companies from their investment universe purely on the grounds of ESG factors but adopt a positive engagement approach whereby matters are discussed with management with the aim of improving the relevant policies and management systems and enabling the Managers to consider how ESG factors could impact long term investment returns. The Managers' statement of compliance with the UK Stewardship Code can be found on the Managers' website at [www.bailliegifford.com](http://www.bailliegifford.com). The Managers' policy has been reviewed and endorsed by the Board.

The Managers are signatories to the United Nations Principles for Responsible Investment and the Carbon Disclosure Project.

By order of the Board  
Sir Brian Ivory  
17 February 2016

## Audit Committee Report

The Audit Committee consists of all independent Directors. The members of the Committee consider that they have the requisite financial skills and experience to fulfil the responsibilities of the Committee. Mr E Hagman, Chairman of the Committee, is a Chartered Accountant. The Committee's authority and duties are clearly defined within its written terms of reference which are available at [www.saints-it.com](http://www.saints-it.com). The terms of reference are reviewed annually.

The Committee's effectiveness is reviewed on an annual basis as part of the Board's performance evaluation process.

At least once a year the Committee meets with the external Auditor without any representative of the Manager being present.

### Main Activities of the Committee

The Committee met twice during the year and KPMG LLP, the external Auditor, attended both meetings. Baillie Gifford & Co's Internal Audit and Compliance Departments and the AIFM's permanent risk function provided reports on their monitoring programmes for these meetings.

The matters considered, monitored and reviewed by the Committee during the course of the year included the following:

- The preliminary results announcement and the annual and interim reports;
- The Company's accounting policies and practices;
- The regulatory changes impacting the Company;
- The fairness, balance and understandability of the Annual Report and Financial Statements and whether it provided the information necessary for shareholders to assess the Company's performance, business model and strategy;
- The effectiveness of the Company's internal control environment;
- Re-appointment, remuneration and engagement letter of the external Auditor;
- Whether the audit services contract should be put out to tender;
- The policy on the engagement of the external Auditor to supply non-audit services;
- The independence, objectivity and effectiveness of the external Auditor;
- The need for the Company to have its own internal audit function;
- Internal controls reports received from the Managers and other service providers; and
- The arrangements in place within Baillie Gifford & Co whereby their staff may, in confidence, raise concerns about possible improprieties in matters of financial reporting or other matters.

### Internal Audit

The Committee continues to believe that the compliance and internal controls systems and the internal audit function in place within the Investment Managers provide sufficient assurance that a sound system of internal control which safeguards shareholders' investment and the Company's assets is maintained. An internal audit function, specific to the Company is therefore considered unnecessary.

### Financial Reporting

The Committee considers that the most significant issue likely to affect the Financial Statements is the existence and valuation of investments and property as they represent 99.7% of total assets.

The majority of the investments are in quoted securities and market prices are readily available from independent external pricing sources. The Committee reviewed the Managers' Report on Internal Controls which details the controls in place regarding recording and pricing of investments and accurate recording of investment income.

The properties are valued on an open market basis by Savills. Savills were appointed during the year to replace Jones Lang LaSalle. The Committee approve the Valuation Report provided by Savills and review the property valuations twice a year.

The Auditor confirmed to the Committee that the investments had been valued in accordance with the stated accounting policies and that the value of all the investments had been agreed to external price sources and the portfolio holdings agreed to confirmations from the Company's custodian.

The Auditor also confirmed that title to properties had been agreed to confirmations from the Company's solicitors and valuations to the report provided by Savills.

The Managers and Auditor confirmed to the Committee that they were not aware of any material misstatements in the context of the Financial Statements as a whole.

### Internal Controls and Risk Management

The Committee reviewed the effectiveness of the Company's risk management and internal controls systems as described on pages 25 and 26. No significant weaknesses were identified in the year under review.

### External Auditor

To fulfil its responsibility regarding the independence of the external Auditor, the Committee reviewed:

- A report from the Auditor describing their arrangements to manage auditor independence and received confirmation of their independence; and
- The extent of non-audit services provided by the external Auditor. Non-audit fees for the year to 31 December 2015 were £950 and related to the certification of financial information for the debenture trustee. The Committee does not believe that this has impaired the Auditor's independence.

To assess the effectiveness of the external Auditor, the Committee reviewed and considered:

- The Auditor's fulfilment of the agreed audit plan;
- Responses to the ICAS Annual Audit Assessment questionnaire;
- Feedback from the Secretaries on the performance of the audit team;
- The Audit Quality Inspection Report from the FRC; and
- Detailed discussion with audit personnel to challenge audit processes and deliverables.

## Governance Report

To fulfil its responsibility for the oversight of the external audit process the Committee considered and reviewed:

- The Auditor's engagement letter;
- The Auditor's proposed audit strategy;
- The audit fee; and
- A report from the Auditor on the conclusion of the audit.

Although KPMG LLP has been Auditor for 11 years, the audit partners responsible for the audit are rotated at least every five years in accordance with professional and regulatory standards in order to protect independence and objectivity and to provide fresh challenge to the business. Ms Burnet, the current partner, was appointed over three years' ago and will continue as partner until the conclusion of the 2016 audit.

KPMG have confirmed that they believe they are independent within the meaning of regulatory and professional requirements and that the objectivity of the audit partner and staff is not impaired. KPMG also act as Auditor to the Manager and Ms Burnet took on the lead relationship partner role with Baillie Gifford during 2013. A separate audit director is responsible for the Baillie Gifford audit and KPMG have outlined the procedures that would be put in place in the unlikely event that a conflict of interest should arise. The Committee is satisfied with the Auditor's independence.

Having carried out the review described above, the Committee is satisfied that the Auditor remains independent and effective and as such, has not considered it necessary to conduct a tender process at this stage.

The Committee intends, however, to undertake a tender process during the year to 31 December 2016 to coincide with the five year rotation cycle of the current partner Ms Burnet.

There are no contractual obligations restricting the Committee's choice of external Auditor.

### Accountability and Audit

The respective responsibilities of the Directors and the Auditor in connection with the Financial Statements are set out on pages 31 to 33.

By order of the Board  
Eric Hagman  
Audit Committee Chairman  
17 February 2016

## Directors' Remuneration Report

This report has been prepared in accordance with the requirements of the Companies Act 2006.

### Statement by the Chairman

The Directors' Remuneration Policy is subject to shareholder approval every three years or sooner if an alteration to the policy is proposed. The Remuneration Policy which is set out below was approved at the Annual General Meeting in April 2015 and no policy changes are proposed.

The Board reviewed the level of fees during the year and it was agreed that there would be no change to fees. The fees were last increased on 1 January 2013.

### Remuneration Policy

The Board is composed wholly of non-executive Directors, none of whom has a service contract with the Company. There is no separate remuneration committee and the Board as a whole considers changes to Directors' fees from time to time.

The Board's policy is that the remuneration of Directors should be set at a reasonable level that is commensurate with the duties and responsibilities of the role and consistent with the requirement to attract and retain Directors of the appropriate quality and experience. The Board believes that the fees paid to the Directors should reflect the experience of the Board as a whole, be fair and should take account of the level of fees paid by comparable investment trusts. Baillie Gifford & Co Limited, the Company Secretaries, provides comparative information when the Board considers the level of Directors' fees. Any views expressed by shareholders on the fees being paid to Directors will be taken into consideration by the Board when reviewing the Board's policy on remuneration. Directors are not eligible for any other remuneration or benefits apart from the reimbursement of allowable expenses. There are no performance conditions relating to Directors' fees and there are no long-term incentive schemes or pension schemes. No compensation is payable on loss of office.

### Directors' Remuneration for the Year (audited)

The Directors who served during the year received the following remuneration in the form of fees. This represents the entire remuneration paid to the Directors.

Name	2015 Fees £	2015 Taxable benefits* £	2015 Total £	2014 Fees £	2014 Taxable benefits* £	2014 Total £
Sir Brian Ivory (Chairman)	35,000	761	<b>35,761</b>	35,000	1,782	<b>36,782</b>
Bronwyn Curtis (appointed 17 November 2014)	20,000	3,707	<b>23,707</b>	2,436	–	<b>2,436</b>
Eric Hagman	23,000	3,193	<b>26,193</b>	23,000	3,696	<b>26,696</b>
Lord Kerr of Kinlochard	20,000	6,137	<b>26,137</b>	20,000	5,985	<b>25,985</b>
Peter Moon	20,000	4,424	<b>24,424</b>	20,000	3,192	<b>23,192</b>
Rachel Lomax (retired 3 April 2014)	–	–	–	5,231	926	<b>6,157</b>
The Rt Hon Sir Menzies Campbell (retired 3 April 2014)	–	–	–	5,231	997	<b>6,228</b>
	<b>118,000</b>	<b>18,222</b>	<b>136,222</b>	<b>110,898</b>	<b>16,578</b>	<b>127,476</b>

\* Comprises travel and subsistence expenses incurred by or on behalf of Directors in the course of travel to attend Board and Committee meetings held at the Company's registered office in Edinburgh. These amounts have been grossed up for income tax and, if applicable, National Insurance contributions.

### Limits on Directors' Remuneration

The fees for the Directors are payable quarterly in arrears and are determined within the limits set out in the Company's Articles of Association. Any change to these limits requires shareholder approval. Currently, Directors' remuneration shall not exceed £25,000 per annum per Director with a maximum additional remuneration of £25,000 per annum for the Chairman. Shareholders' approval to increase the remuneration limit per Director to £30,000 per annum is being sought at the Annual General Meeting (see Resolution 14 on page 56) although the additional remuneration limit of £25,000 per annum for the Chairman will remain unchanged.

The basic and additional fees payable to Directors in respect of the year ended 31 December 2015 and the fees payable in respect of the year ending 31 December 2016 are set out in the table below. The fees payable to the Directors in the subsequent financial periods will be determined following an annual review of the Directors' fees.

	Expected fees for year ending 31 Dec 2016 £	Fees for year ending 31 Dec 2015 £
Non-executive Director fee	20,000	20,000
Additional fee for Chairman	15,000	15,000
Additional fee for Chairman of the Audit Committee	3,000	3,000

### Annual Report on Remuneration

An ordinary resolution for the approval of this report will be put to the members at the forthcoming Annual General Meeting.

The law requires the Company's Auditor to audit certain of the disclosures provided in this report. Where disclosures have been audited, they are indicated as such. The Auditor's opinion is included in their report on pages 32 and 33.

### Sums Paid to Third Parties (audited)

A sum of £7,625 (2014 – £30,500) was paid to Enitar Ltd in respect of Sir Brian Ivory's Director's fees. These payments were for making his services available as a Director of the Company.

### Directors' Interests (audited)

Name	Nature of interest	Ordinary 25p shares held at 31 December 2015	Ordinary 25p shares held at 31 December 2014
Sir Brian Ivory	Beneficial	23,000	31,000
Bronwyn Curtis	Beneficial	3,000	–
Eric Hagman	Beneficial	2,000	2,000
Lord Kerr of Kinlochard	Beneficial	133,696	125,571
Peter Moon	Beneficial	10,000	10,000

Under the Articles of Association, each Directors is required to hold 2,000 shares in the Company.

The Directors at the year end, and their interests in the Company at 31 December, were as shown above. There have been no other changes intimated in the Directors' interests up to 16 February 2016.

### Statement of Voting at Annual General Meeting

At the last Annual General Meeting, of the proxy votes received in respect of the Directors' Remuneration Report, 97.3% were in favour, 2.2% were against and votes withheld were 0.5%.

### Relative Importance of Spend on Pay

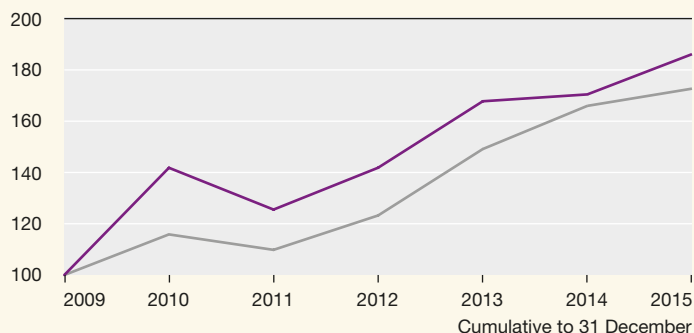
As the Company has no employees, the Directors do not consider it appropriate to present a table comparing remuneration paid to employees with distributions to shareholders.

### Company Performance

The graph below compares the total return (assuming all dividends are reinvested) to ordinary shareholders compared to the total shareholder return on a notional investment made up of shares in the component parts of the benchmark index. This index was chosen for comparison purposes, as it is the index against which the Company has measured its performance over the period covered by the graph.

### Performance Graph

(figures rebased to 100 at 31 December 2009)



Source: Thomson Reuters Datastream/Baillie Gifford.

— SAINTS share price  
— Benchmark\*

All figures are total return (assuming net dividends reinvested).

\* With effect from 1 January 2014, the portfolio benchmark against which performance has been measured is FTSE All-World Index (in sterling terms). For earlier years covered by the above graph, the Company's benchmark was 50% FTSE All-Share Index and 50% FTSE All-World Ex UK Index (in sterling terms). For the purposes of the above graph the returns on both benchmarks for their respective periods have been linked to form a single benchmark.

Past performance is not a guide to future performance.

### Approval

The Directors' Remuneration Report on pages 29 and 30 was approved by the Board of Directors and signed on its behalf on 17 February 2016.

Sir Brian Ivory  
Chairman



## Statement of Directors' Responsibilities in Respect of the Annual Report and the Financial Statements

The Directors are responsible for preparing the Annual Report, the Directors' Remuneration Report and the Financial Statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare Financial Statements for each financial year. Under that law they have elected to prepare the Financial Statements in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice). Under company law the Directors must not approve the Financial Statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that year. In preparing these Financial Statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the Financial Statements; and
- prepare the Financial Statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the Financial Statements and the Directors' Remuneration Report comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. Under applicable law and regulations, the Directors are also responsible for preparing a Strategic Report, Directors' Report, Directors' Remuneration Report and Corporate Governance Statement that complies with that law and those regulations.

The Directors have delegated responsibility to the Managers for the maintenance and integrity of the Company's page on the Managers' website. Legislation in the United Kingdom governing the preparation and dissemination of Financial Statements may differ from legislation in other jurisdictions.

Each of the Directors, whose names and functions are listed within the Directors and Management section, confirm that, to the best of their knowledge:

- the Financial Statements, which have been prepared in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice), give a true and fair view of the assets, liabilities, financial position and net return of the Company;
- the Annual Report and Financial Statements taken as a whole, is fair, balanced and understandable and provides the information necessary for shareholders to assess the Company's performance, business model and strategy; and
- the Strategic Report includes a fair review of the development and performance of the business and the position of the Company, together with a description of the principal risks and uncertainties that it faces.

By order of the Board

Sir Brian Ivory

17 February 2016

### Notes

The following notes relate to financial statements published on a website and are not included in the printed version of the Annual Report and Financial Statements:

- The maintenance and integrity of the Baillie Gifford & Co website is the responsibility of Baillie Gifford & Co; the work carried out by the auditor does not involve consideration of these matters and accordingly, the auditor accepts no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the website.
- Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

## Independent Auditor's Report

### to the members of The Scottish American Investment Company P.L.C. ('the Company') only

#### Opinions and conclusions arising from our audit

##### Our opinion on the financial statements is unmodified

We have audited the financial statements of The Scottish American Investment Company P.L.C. for the year ended 31 December 2015 set out on pages 34 to 49. In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2015 and of its net return for the year then ended;
- have been properly prepared in accordance with UK Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

##### Our assessment of risks of material misstatement

In arriving at our audit opinion above on the financial statements the risks of material misstatement that had the greatest effect on our audit were as follows:

##### Carrying amount of listed equity and fund investments (£359.2m)

Refer to page 27 (Audit Committee Report), page 38 (accounting policies) and pages 41 to 42 (financial disclosures).

- **The risk:** The Company's portfolio of listed equity and fund investments makes up 80.9% of the Company's total assets (by value) and is considered to be the key driver of operations and performance results. We do not consider these investments to be at high risk of significant misstatement, or to be subject to a significant level of judgement because they comprise liquid, quoted investments. However, due to their materiality in the context of the financial statements as a whole, they are considered to be one of the areas which had the greatest effect on our overall audit strategy and allocation of resources in planning and completing our audit.
- **Our response:** Our procedures over the completeness, valuation and existence of the Company's quoted investment portfolio included, but were not limited to:
  - documenting and assessing the processes in place to record investment transactions and to value the portfolio;
  - agreeing the valuation of 100 per cent of investments in the portfolio to externally quoted prices; and
  - agreeing 100 per cent of investment holdings in the portfolio to independently received third party confirmations.

##### Valuation of Property Investments (£56.0m)

Refer to page 27 (Audit Committee Report), page 38 (accounting policy) and pages 41 to 42 (financial disclosures).

- **The risk:** The Company's property investments make up 12.9% of total assets (by value). Due to the uncertainty prevalent within the property market and the subjective nature of property valuations, we consider the valuation of properties to be at risk of significant misstatement.

- **Our response:** We performed the following procedures, among others, over the valuation of the Company's property investment portfolio:
  - We agreed the value of each property to the valuation report prepared for the Company by an independent firm of property specialists;
  - Confirmed that the valuers were appropriately qualified;
  - Agreed the inputs into the valuations performed by the third party valuers.

With the assistance of our own valuation specialist, we:

- checked whether the valuation was stated as having been performed in accordance with the RICS Professional Standards;
- considered the general portfolio value changes over the year against the IPD Index of capital growth to benchmark valuation movements; and
- for a sample of valuations, based on our experience of the property market, we assessed the reasonableness of the valuations by gaining an understanding of the nature of the property and how tenancy and income changes over the year may have affected the valuation.

We assessed the adequacy of the Company's disclosures in relation to the valuation of property investments by reference to the requirements of relevant accounting standards.

##### Our application of materiality and an overview of the scope of our audit

The materiality for the financial statements as a whole was set at £4.36m (2014 – £6.48m), determined with reference to a benchmark of total assets, of which it represents 1% reflecting industry consensus levels (2014 – 1.5%).

In addition, we applied materiality of £0.9m (2014 – £0.7m) to income from investments and rental income for which we believe misstatements of lesser amounts than materiality for the financial statements as a whole could be reasonably expected to influence the Company's members' assessment of the financial performance of the Company.

We report to the Audit Committee any corrected and uncorrected identified misstatements exceeding £0.2m (2014 – £0.3m), in addition to other identified misstatements that warranted reporting on qualitative grounds.

Our audit of the Company was undertaken to the materiality level specified above and was all performed at the Baillie Gifford & Co head office in Edinburgh.

### Our opinion on other matters prescribed by the Companies Act 2006 is unmodified

In our opinion:

- the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006.
- the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.
- the information given in the Corporate Governance Statement set out on pages 24 to 26 in the Corporate Governance Report with respect to internal control and risk management systems in relation to financial reporting processes and about share capital structures is consistent with the financial statements.

### We have nothing to report on the disclosures of principal risks

Based on the knowledge we acquired during our audit, we have nothing material to add or draw attention to in relation to:

- the Directors' statement of viability on page 8, concerning the principal risks, their management, and, based on that, the directors' assessment and expectations of the Company's continuing in operation over the 5 years to 2021; or
- the disclosures in note 1 of the financial statements concerning the use of the going concern basis of accounting.

### We have nothing to report in respect of the matters on which we are required to report by exception

Under ISAs (UK and Ireland) we are required to report to you if, based on the knowledge we acquired during our audit, we have identified other information in the annual report that contains a material inconsistency with either that knowledge or the financial statements, a material misstatement of fact, or that is otherwise misleading.

In particular, we are required to report to you if:

- we have identified material inconsistencies between the knowledge we acquired during our audit and the Directors' statement that they consider that the annual report and financial statements taken as a whole is fair, balanced and understandable and provides the information necessary for shareholders to assess the Company's performance, business model and strategy; or
- the Audit Committee Report does not appropriately address matters communicated by us to the Audit Committee.

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements and the part of the Directors' Remuneration Report to be audited are not in agreement with the accounting records and returns; or
- certain disclosures of Directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- a Corporate Governance Statement has not been prepared by the Company.

Under the Listing Rules we are required to review:

- the Directors' statements, set out on pages 26 and 8, in relation to going concern and longer term viability; and
- the part of the Corporate Governance Statement on pages 24 to 26 relating to the Company's compliance with the eleven provisions of the 2014 UK Corporate Governance Code specified for our review.

We have nothing to report in respect of the above responsibilities.

### Scope and responsibilities

As explained more fully in the Directors' Responsibilities Statement set out on page 31, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at [www.frc.org.uk/auditscopeukprivate](http://www.frc.org.uk/auditscopeukprivate).

This report is made solely to the Company's members as a body and is subject to important explanations and disclaimers regarding our responsibilities, published on our website at [www.kpmg.com/uk/auditscopeukco2014a](http://www.kpmg.com/uk/auditscopeukco2014a), which are incorporated into this report as if set out in full and should be read to provide an understanding of the purpose of this report, the work we have undertaken and the basis of our opinions.

Catherine Burnet (Senior Statutory Auditor)  
for and on behalf of KPMG LLP, Statutory Auditor  
Chartered Accountants  
Saltire Court  
20 Castle Terrace  
Edinburgh  
EH1 2EG  
17 February 2016

## Income Statement

For the year ended 31 December

	Notes	2015 Revenue £'000	2015 Capital £'000	2015 Total £'000	2014 Revenue £'000	2014 Capital * £'000	2014 Total * £'000
Net gains on investments – securities	9	–	7,038	<b>7,038</b>	–	3,806	<b>3,806</b>
Net gains on investments – property	9	–	1,643	<b>1,643</b>	–	2,293	<b>2,293</b>
Currency (losses)/gains	14	–	(272)	<b>(272)</b>	–	17	<b>17</b>
Income	2	18,626	–	<b>18,626</b>	18,782	–	<b>18,782</b>
Management fees	3	(690)	(1,282)	<b>(1,972)</b>	(680)	(1,262)	<b>(1,942)</b>
Other administrative expenses	4	(1,137)	–	<b>(1,137)</b>	(949)	–	<b>(949)</b>
<b>Net return before finance costs and taxation</b>		<b>16,799</b>	<b>7,127</b>	<b>23,926</b>	<b>17,153</b>	<b>4,854</b>	<b>22,007</b>
Finance costs of borrowings	5	(2,028)	(3,767)	<b>(5,795)</b>	(2,041)	(3,790)	<b>(5,831)</b>
<b>Net return on ordinary activities before taxation</b>		<b>14,771</b>	<b>3,360</b>	<b>18,131</b>	<b>15,112</b>	<b>1,064</b>	<b>16,176</b>
Tax on ordinary activities	6	(858)	226	<b>(632)</b>	(1,172)	286	<b>(886)</b>
<b>Net return on ordinary activities after taxation</b>		<b>13,913</b>	<b>3,586</b>	<b>17,499</b>	<b>13,940</b>	<b>1,350</b>	<b>15,290</b>
<b>Net return per ordinary share</b>	7	<b>10.47p</b>	<b>2.70p</b>	<b>13.17p</b>	<b>10.51p</b>	<b>1.02p</b>	<b>11.53p</b>

A final dividend for the year of 2.70p is proposed (2014 – 2.65p), making a total dividend for the year of 10.70p (2014 – 10.50p). More information on dividend distributions can be found in note 8 on page 41.

\* See Note 1 on page 38 and note 16 on page 44.

The total column of the Income Statement is the profit and loss account of the Company.

All revenue and capital items in these statements derive from continuing operations.

The accompanying notes on pages 38 to 49 are an integral part of this statement.

## Balance Sheet

### As at 31 December

	Notes	2015 £'000	2015 £'000	2014 £'000	2014 £'000
<b>Fixed assets</b>					
Investments – securities	9	375,868		373,112	
Investments – property	9	56,000		47,925	
			431,868		421,037
<b>Current assets</b>					
Debtors	10	1,115		1,063	
Cash and deposits	17	3,399		9,977	
			4,514		11,040
<b>Creditors</b>					
Amounts falling due within one year	11	(3,173)		(2,910)	
<b>Net current assets</b>			1,341		8,130
<b>Total assets less current liabilities</b>			433,209		429,167
<b>Creditors</b>					
Amounts falling due after more than one year	12		(84,756)		(85,361)
<b>Net assets</b>			<b>348,453</b>		<b>343,806</b>
<b>Capital and reserves</b>					
Called up share capital	13		33,290		33,169
Share premium	14		1,534		357
Capital redemption reserve	14		22,781		22,781
Capital reserve	14		274,038		270,452
Revenue reserve	14		16,810		17,047
<b>Shareholders' funds</b>			<b>348,453</b>		<b>343,806</b>
<b>Net asset value per ordinary share</b> (Debenture at fair value)	15		<b>247.5p</b>		<b>243.7p</b>
<b>Net asset value per ordinary share</b> (Debenture at book value)	15		<b>261.7p</b>		<b>259.1p</b>

The Financial Statements of The Scottish American Investment Company P.L.C. (company registration number SC000489) were approved and authorised for issue by the Board and were signed on 17 February 2016.

Sir Brian Ivory  
Chairman

The accompanying notes on pages 38 to 49 are an integral part of this statement.

## Statement of Changes in Equity

### For the year ended 31 December 2015

	Notes	Share capital £'000	Share premium £'000	Capital redemption reserve £'000	Capital reserve £'000	Revenue reserve £'000	Shareholders' funds £'000
Shareholders' funds at 1 January 2015		33,169	357	22,781	270,452	17,047	<b>343,806</b>
Shares issued	13	121	1,177	–	–	–	<b>1,298</b>
Net return on ordinary activities after taxation	7	–	–	–	3,586	13,913	<b>17,499</b>
Dividends paid in the year	8	–	–	–	–	(14,150)	<b>(14,150)</b>
<b>Shareholders' funds at 31 December 2015</b>		<b>33,290</b>	<b>1,534</b>	<b>22,781</b>	<b>274,038</b>	<b>16,810</b>	<b>348,453</b>

### For the year ended 31 December 2014

	Notes	Share capital £'000	Share premium £'000	Capital redemption reserve £'000	Capital reserve £'000	Revenue reserve £'000	Shareholders' funds £'000
Shareholders' funds at 1 January 2014		33,169	357	22,781	269,102	16,973	<b>342,382</b>
Net return on ordinary activities after taxation		–	–	–	1,350	13,940	<b>15,290</b>
Dividends paid in the year	8	–	–	–	–	(13,866)	<b>(13,866)</b>
<b>Shareholders' funds at 31 December 2014</b>		<b>33,169</b>	<b>357</b>	<b>22,781</b>	<b>270,452</b>	<b>17,047</b>	<b>343,806</b>

The accompanying notes on pages 38 to 49 are an integral part of this statement.

## Cash Flow Statement

For the year ended 31 December

	Notes	2015 £'000	2015 £'000	2014 £'000	2014 £'000
<b>Cash flows from operating activities</b>					
Net return on ordinary activities before taxation		18,131		16,176	
Net gains on investments – securities		(7,038)		(3,806)	
Net gains on investments – property		(1,643)		(2,293)	
Currency losses/(gains)		272		(17)	
Finance costs of borrowings		5,795		5,831	
Overseas withholding tax		(651)		(857)	
(Increase)/decrease in accrued income and prepaid expenses		(57)		107	
Increase in other debtors		(85)		(70)	
Increase in creditors and prepaid income		63		61	
Other non-cash changes		(93)		(32)	
<b>Cash from operations</b>			14,694		15,100
Interest paid			(6,400)		(6,400)
<b>Net cash inflow from operating activities</b>			8,294		8,700
<b>Cash flows from investing activities</b>					
Acquisitions of investments		(106,814)		(108,090)	
Disposals of investments		104,757		119,232	
Forward currency contracts		188		14	
<b>Net cash (outflow)/inflow from investing activities</b>			(1,869)		11,156
Equity dividends paid	8	(14,150)		(13,866)	
Shares issued	13	1,298		–	
<b>Net cash outflow from financing activities</b>			(12,852)		(13,866)
(Decrease)/increase in cash and cash equivalents			<b>(6,427)</b>		<b>5,990</b>
Exchange movements			(151)		31
Cash and cash equivalents at start of period			9,977		3,956
<b>Cash and cash equivalents at end of period*</b>			<b>3,399</b>		<b>9,977</b>

\* Cash and cash equivalents represent cash at bank and short term money market deposits repayable on demand.

The accompanying notes on pages 38 to 49 are an integral part of this statement.

## Notes to the Financial Statements

### 1 Principal Accounting Policies

The Financial Statements for the year to 31 December 2015 have been prepared on the basis of the accounting policies set out below. Financial Reporting Standard 102. The Financial Reporting Standard applicable in the UK and Republic of Ireland ('FRS 102') has been introduced which the Company must adopt for the financial year to 31 December 2015. FRS 102 has required a change in the treatment of property. The fair value of investment property and gains and losses on disposal of investment property are recognised as capital items in the Income Statement. Previously these were recognised through the Statement of Total Recognised Gains and Losses. This change in treatment has no impact on net assets.

#### (a) Basis of Accounting

All of the Company's operations are of a continuing nature and the Financial Statements are prepared on a going concern basis under the historical cost convention, modified to include the revaluation of fixed asset investments, and on the assumption that approval as an investment trust under section 1158 of the Corporation Tax Act 2010 will be retained.

The Financial Statements have been prepared in accordance with the Companies Act, applicable UK accounting standards and with the AIC's Statement of Recommended Practice 'Financial Statements of Investment Trust Companies and Venture Capital Trusts' issued in November 2014. In order to reflect better the activities of the Company and in accordance with guidance issued by the AIC, supplementary information which analyses the profit and loss account between items of a revenue and capital nature has been presented in the Income Statement.

The Directors consider the Company's functional currency to be sterling as the Company's shareholders are predominantly based in the UK and the Company and its investment manager, who are subject to the UK's regulatory environment, are also UK based.

Financial assets and financial liabilities are recognised in the Company's Balance Sheet when it becomes a party to the contractual provisions of the instrument.

#### (b) Investments

Purchases and sales of investments in securities are accounted for on a trade date basis. Purchases and sales of investments in property are accounted for on a completion date basis.

Investments in equity securities are held at fair value through profit or loss upon initial recognition. Investments in bonds are designated as fair value through profit or loss upon initial recognition. The fair value of listed security investments traded on an active market is bid value or, in the case of FTSE 100 constituents or holdings on certain recognised overseas exchanges, last traded prices. The fair value of other listed security investments and unlisted security investments uses valuation techniques, determined by the Directors, based upon latest dealing prices, stockbroker valuations, net asset values and other information, as appropriate. Changes in the fair value of investments in securities and gains and losses on disposal are recognised as capital items in the Income Statement.

Investments in property are valued at fair value and changes in fair value and gains and losses on disposal are recognised as capital items in the Income Statement. The valuation of property held at the year end has been estimated by professional valuers in accordance with the RICS appraisal and valuation manual.

#### (c) Cash

Cash includes cash in hand and deposits repayable on demand. Deposits are repayable on demand if they can be withdrawn at any time without notice and without penalty or if they have a maturity or period of notice of not more than one working day.

#### (d) Income

(i) Income from equity investments is brought into account on the date on which the investments are quoted ex-dividend or, where no ex-dividend date is quoted, when the Company's right to receive payment is established.

- (ii) Income from debt securities is recognised on an effective interest rate basis. Where income returns are for a non-fixed amount, the impact of these returns on the effective interest rate is recognised once such returns are known. If it is not probable that a return will be received, its recognition is deferred until that doubt is removed.
- (iii) Franked income is stated net of tax credits.
- (iv) Unfranked investment income includes the taxes deducted at source.
- (v) Interest receivable on deposits is recognised on an accruals basis.
- (vi) If scrip is taken in lieu of dividends in cash, the net amount of the cash dividend declared is credited to the revenue account. Any excess in the value of the shares received over the amount of the cash dividend foregone is recognised as capital.
- (vii) Rental income is recognised on an accruals basis.

#### (e) Expenses

All expenses are accounted for on an accruals basis. Expenses are charged through the revenue account except as follows: (i) where they relate directly to the acquisition or disposal of an investment, in which case they are recognised as capital; and (ii) where they are connected with the maintenance or enhancement of the value of investments. In this respect investment and property management fees are allocated 35% to revenue and 65% to capital, in line with the Board's expectation of returns from the Company's investments over the long term in the form of revenue and capital respectively.

#### (f) Long Term Borrowings and Finance Costs

Long term borrowings are carried in the balance sheet at amortised cost, representing the cumulative amount of net proceeds on issue plus accrued finance costs. The finance costs of such borrowings are allocated 35% to revenue and 65% to capital, in line with the Board's expectation of returns from the Company's investments over the long term in the form of revenue and capital respectively. Finance costs include the difference between the repayable value on maturity and the proceeds received on issue which are written off on an effective interest rate basis over the life of the borrowings. Gains and losses on the repurchase or early settlement of debt is wholly charged to capital.

#### (g) Taxation

The tax effect of different items of income and expenditure is allocated between revenue and capital on the same basis as the particular item to which it relates, under the marginal method, using the Company's effective tax rate for the accounting period. Deferred taxation is provided on all timing differences, calculated at the current tax rate relevant to the benefit or liability. Deferred tax assets are recognised only to the extent that it will be more likely than not that there will be taxable profits from which underlying timing differences can be deducted.

#### (h) Foreign Currencies

Transactions involving foreign currencies are converted at the rate ruling at the time of the transaction. Monetary assets and liabilities and fixed asset investment in foreign currencies are translated at the closing rates of exchange at the balance sheet date. Forward foreign exchange contracts are valued at the forward rate ruling at the Balance Sheet date. Any gain or loss arising from a change in exchange rate subsequent to the date of the transaction is included as an exchange gain or loss in the Income Statement as capital or revenue as appropriate.

#### (i) Capital Reserve

Gains and losses on disposal of investments, changes in fair value of investments held, exchange differences of a capital nature and the amounts by which other financial assets and liabilities valued at fair value differ from their book value are dealt with in this reserve. Purchases of the Company's own shares and issuance proceeds are both recognised in this reserve. 65% of management fees and finance costs are allocated to the capital reserve in accordance with the Company's objective of combining capital and income growth.



## 2 Income

	2015 £'000	2014 £'000
<b>Income from investments</b>		
Franked investment income	3,666	3,295
UK unfranked investment income	238	4
Overseas dividends	10,017	10,627
Overseas interest	660	1,089
	<b>14,581</b>	<b>15,015</b>
<b>Other income</b>		
Deposit interest	17	17
Rental income	4,004	3,713
Other income	24	37
	<b>4,045</b>	<b>3,767</b>
<b>Total income</b>	<b>18,626</b>	<b>18,782</b>
<b>Total income comprises</b>		
Dividends from financial assets designated at fair value through profit or loss	13,683	13,922
Interest from financial assets designated at fair value through profit or loss	898	1,093
Interest from financial assets not at fair value through profit or loss	17	17
Other income not from financial assets	4,028	3,750
	<b>18,626</b>	<b>18,782</b>

## 3 Management Fees

	2015 Revenue £'000	2015 Capital £'000	2015 Total £'000	2014 Revenue £'000	2014 Capital £'000	2014 Total £'000
Investment management fee	592	1,099	<b>1,691</b>	596	1,107	<b>1,703</b>
Property management fee	98	183	<b>281</b>	84	155	<b>239</b>
	<b>690</b>	<b>1,282</b>	<b>1,972</b>	<b>680</b>	<b>1,262</b>	<b>1,942</b>

Details of the Investment Management Agreement and Property Management Agreement are disclosed on page 21. Baillie Gifford & Co Limited's annual management fee is 0.45% of total assets less current liabilities, excluding the property portfolio, calculated on a quarterly basis. No secretarial fee is payable. OLIM Property Limited receives an annual fee of 0.5% of the value of the property portfolio, subject to a minimum quarterly fee of £6,250.

## 4 Other Administrative Expenses – all charged to revenue

	2015 £'000	2014 £'000
General administrative expenses	864	716
Custodian/depositary fees	136	103
Auditor's remuneration for audit services	18	18
Auditor's remuneration for non-audit services – reporting on debenture covenants	1	1
Directors' fees (see Directors' Remuneration Report on page 29)	118	111
	<b>1,137</b>	<b>949</b>

## 5 Finance Costs of Borrowings

	2015 Revenue £'000	2015 Capital £'000	2015 Total £'000	2014 Revenue £'000	2014 Capital £'000	2014 Total £'000
<b>Financial liabilities not at fair value through profit or loss</b>						
Debenture interest	<b>2,028</b>	<b>3,767</b>	<b>5,795</b>	<b>2,041</b>	<b>3,790</b>	<b>5,831</b>

## 6 Tax on Ordinary Activities

	2015 Revenue £'000	2015 Capital £'000	2015 Total £'000	2014 Revenue £'000	2014 Capital £'000	2014 Total £'000
UK corporation tax	251	(251)	–	333	(333)	–
Overseas taxation	632	–	<b>632</b>	886	–	<b>886</b>
Double taxation relief	(25)	25	–	(47)	47	–
	<b>858</b>	<b>(226)</b>	<b>632</b>	<b>1,172</b>	<b>(286)</b>	<b>886</b>

	2015 £'000	2014 £'000
The tax charge for the year is lower than the standard rate of corporation tax in the UK of 20.25% (2014 – 21.49%)		
The differences are explained below:		
Net return on ordinary activities before taxation	18,131	16,176
Net return on ordinary activities before taxation multiplied by the standard rate of corporation tax in the UK of 20.25% (2014 – 21.49%)	3,672	3,476
Capital returns not taxable	(1,703)	(1,314)
Income not taxable	(2,740)	(2,912)
Taxable loss not utilised	771	750
Overseas tax	632	886
Total tax charge for the year	<b>632</b>	<b>886</b>

At 31 December 2015 the Company had a potential deferred tax asset of £3,630,000 (2014 – £2,996,000) in respect of taxable losses which are available to be carried forward and offset against future taxable profits. A deferred tax asset has not been provided on these losses as it is considered unlikely that the Company will make suitable taxable revenue profits in excess of deductible expenses in future periods. The potential deferred tax asset has been calculated using a corporation tax rate of 20% (2014 – 21%).

## 7 Net Return per Ordinary Share

	2015 Revenue	2015 Capital	2015 Total	2014 Revenue	2014 Capital	2014 Total
Net return per ordinary share	<b>10.47p</b>	<b>2.70p</b>	<b>13.17p</b>	<b>10.51p</b>	<b>1.02p</b>	<b>11.53p</b>

Revenue return per ordinary share is based on the net revenue on ordinary activities after taxation of £13,913,000 (2014 – £13,940,000) and on 132,864,655 (2014 – 132,675,943) ordinary shares of 25p, being the weighted average number of ordinary shares in issue during the year.

Capital return per ordinary share is based on the net capital gain for the financial year of £3,586,000 (2014 – net capital gain of £1,350,000), and on 132,864,655 (2014 – 132,675,943) ordinary shares, being the weighted average number of ordinary shares in issue during the year.

There are no dilutive or potentially dilutive shares in issue.

## 8 Ordinary Dividends

	2015	2014	2015 £'000	2014 £'000
<b>Amounts recognised as distributions in the year:</b>				
Previous year's final (paid 10 April 2015)	2.65p	2.60p	3,516	3,450
First interim (paid 26 June 2015)	2.65p	2.60p	3,516	3,450
Second interim (paid 25 September 2015)	2.675p	2.625p	3,559	3,483
Third interim (paid 18 December 2015)	2.675p	2.625p	3,559	3,483
	<b>10.65p</b>	<b>10.45p</b>	<b>14,150</b>	<b>13,866</b>

We also set out below the total dividends paid and proposed in respect of the financial year, which is the basis on which the requirements of section 1159 of the Corporation Tax Act 2010 are considered. The revenue available for distribution out of current year profits by way of dividend for the year is £13,913,000 (2014 – £13,940,000).

	2015	2014	2015 £'000	2014 £'000
<b>Dividends paid and payable in respect of the year:</b>				
First interim (paid 26 June 2015)	2.65p	2.60p	3,516	3,450
Second interim (paid 25 September 2015)	2.675p	2.625p	3,559	3,483
Third interim (paid 18 December 2015)	2.675p	2.625p	3,559	3,483
Current year's proposed final dividend (payable 5 April 2016)	2.70p	2.65p	3,595	3,516
	<b>10.70p</b>	<b>10.50p</b>	<b>14,229</b>	<b>13,932</b>

## 9 Investments

As at 31 December 2015	Level A £'000	Level B £'000	Level C(i) £'000	Level C(ii) £'000	Total £'000
<b>Securities</b>					
Listed equities/funds	350,346	1,808	–	–	<b>352,154</b>
Other equities	–	–	6,750*	311†	<b>7,061</b>
Bonds	1,735	6,335	–	8,583	<b>16,653</b>
Total financial asset investments	<b>352,081</b>	<b>8,143</b>	<b>6,750</b>	<b>8,894</b>	<b>375,868</b>
<b>Property</b>					
Freehold					56,000
					<b>56,000</b>
Total investments					<b>431,868</b>

\* Suspended.

† Delisted.

As at 31 December 2014	Level A £'000	Level B £'000	Level C(i) £'000	Level C(ii) £'000	Total £'000
<b>Securities</b>					
Listed equities/funds	346,224	1,844	–	–	<b>348,068</b>
Bonds	–	10,185	–	14,859	<b>25,044</b>
Total financial asset investments	<b>346,224</b>	<b>12,029</b>	<b>–</b>	<b>14,859</b>	<b>373,112</b>
<b>Property</b>					
Freehold					47,925
					<b>47,925</b>
Total investments					<b>421,037</b>

## 9 Investments (continued)

Investments in securities are financial assets designated at fair value through profit or loss on initial recognition. In accordance with FRS 102 the tables on page 41 provide an analysis of these investments based on the fair value hierarchy described below which reflects the reliability and significance of the information used to measure their fair value. Property investments are not financial assets and therefore the fair value hierarchy does not apply to these assets.

### Fair Value Hierarchy

The fair value hierarchy used to analyse the fair values of financial assets is described below. The levels are determined by the lowest (that is the least reliable or least independently observable) level of input that is significant to the fair value measurement for the individual investment in its entirety as follows:

**Level A** – Quoted prices for identical assets in active markets;

**Level B** – Prices of a recent transaction for identical instruments; and

**Level C** – Valuation techniques that use:

- (i) observable market data; or
- (ii) non-observable market data

	Equities * £'000	Bonds £'000	Property £'000	Total £'000
Cost of investments at 31 December 2014	313,872	16,658	35,849	<b>366,379</b>
Investment holding gains at 31 December 2014	34,196	8,386	12,076	<b>54,658</b>
Value of investments at 31 December 2014	348,068	25,044	47,925	<b>421,037</b>
Movements in year:				
Purchases	91,129	2,522	13,163	<b>106,814</b>
Sales – proceeds	(91,521)	(6,505)	(6,731)	<b>(104,757)</b>
– gains on sales/(losses)	9,958	1,398	(1,703)	<b>9,653</b>
Amortisation of fixed income book cost	–	93	–	<b>93</b>
Changes in investment holding gains	1,580	(5,898)	3,346	<b>(972)</b>
Value of investments at 31 December 2015	<b>359,214</b>	<b>16,654</b>	<b>56,000</b>	<b>431,868</b>
Cost of investments at 31 December 2015	323,438	14,166	40,578	<b>378,182</b>
Investment holding gains at 31 December 2015	35,776	2,488	15,422	<b>53,686</b>
Value of investments at 31 December 2015	<b>359,214</b>	<b>16,654</b>	<b>56,000</b>	<b>431,868</b>

\* Includes funds.

The purchases and sales proceeds figures above include transaction costs of £819,000 (2014 – £442,000) and £208,000 (2014 – £114,000) respectively. Of the gains on sales during the year of £9,653,000 (2014 – gains of £20,380,000) a net gain of £7,047,000 (2014 – gain of £20,895,000) was included in investment holding gains at the previous year end.

The property was valued on an open market basis by Savills as at 31 December 2015.

	2015 £'000	2014 £'000
<b>Net gains/(losses) on investments</b>		
<b>Securities:</b>		
Gains on sales	11,356	20,814
Changes in investment holding gains	(4,318)	(17,008)
	<b>7,038</b>	<b>3,806</b>
<b>Property:</b>		
Losses on sales	(1,703)	(434)
Changes in investment holding gains	3,346	2,727
	<b>1,643</b>	<b>2,293</b>
	<b>8,681</b>	<b>6,099</b>

## 10 Debtors

	2015 £'000	2014 £'000
<b>Amounts falling due within one year:</b>		
Accrued income and prepaid expenses	837	760
Taxation recoverable	278	194
Gains on forward currency contracts	–	109
	<b>1,115</b>	<b>1,063</b>

## 11 Creditors – amounts falling due within one year

	2015 £'000	2014 £'000
Interest payable	1,438	1,438
Rental income prepaid	668	588
Loss on forward currency contracts	200	–
Other creditors and accruals	867	884
	<b>3,173</b>	<b>2,910</b>

Included in other creditors is £424,000 (2014 – £429,000) in respect of the management fees.

## 12 Creditors – amounts falling due after more than one year

The 8% Debenture Stock 2022 is redeemable at par value on 10 April 2022. It is secured by a floating charge over the property of the Company. Under the terms of the Debenture Agreement, total borrowings should not exceed net assets and the Company cannot undertake share buy-backs if this would result in total borrowings exceeding 66.67%.

The carrying value of the 8% Debenture Stock, which is measured at amortised cost (see note 1(f) on page 38), has been calculated as follows:

	2015 £'000	2014 £'000
Nominal value of 8% Debenture Stock	80,000	80,000
Premium less issue expenses	11,009	11,009
	<b>91,009</b>	<b>91,009</b>
Net amortisation in prior years	(5,648)	(5,078)
Net amortisation during the year	(605)	(570)
Carrying value of 8% Debenture Stock at end of year	<b>84,756</b>	<b>85,361</b>

## 13 Called Up Share Capital

	2015 Number	2015 £'000	2014 Number	2014 £'000
Allotted, called up and fully paid ordinary shares of 25p each	<b>133,160,943</b>	<b>33,290</b>	<b>132,675,943</b>	<b>33,169</b>

During the year, 485,000 (2014 – Nil) shares were issued at a premium to net asset value raising proceeds of £1,298,000 (2014 – Nil). At 31 December 2015 the Company had authority to buy back 19,888,123 ordinary shares and to allot 12,782,594 ordinary shares without application of pre-emption rights in accordance with the authorities granted at the AGM in April 2015. No shares were bought back during the year.

## 14 Capital and Reserves

	Share capital £'000	Share premium £'000	Capital redemption reserve £'000	Capital reserve £'000	Revenue reserve £'000	Shareholders' funds £'000
At 1 January 2015	33,169	357	22,781	270,452	17,047	<b>343,806</b>
Gains on investments – securities	–	–	–	7,038	–	<b>7,038</b>
Gains on investments – property	–	–	–	1,643	–	<b>1,643</b>
Shares issued	121	1,177	–	–	–	<b>1,298</b>
Management fees charged to capital	–	–	–	(1,282)	–	<b>(1,282)</b>
Finance costs charged to capital	–	–	–	(3,767)	–	<b>(3,767)</b>
Taxation credit to capital	–	–	–	226	–	<b>226</b>
Currency losses on forward currency contracts	–	–	–	(121)	–	<b>(121)</b>
Other currency losses	–	–	–	(151)	–	<b>(151)</b>
Revenue return on ordinary activities after taxation	–	–	–	–	13,913	<b>13,913</b>
Dividends paid in the year	–	–	–	–	(14,150)	<b>(14,150)</b>
At 31 December 2015	<b>33,290</b>	<b>1,534</b>	<b>22,781</b>	<b>274,038</b>	<b>16,810</b>	<b>348,453</b>

The Capital Reserve includes investment holding gains of £53,686,000 (2014 – gains of £54,658,000) as detailed in note 9.

## 15 Net Asset Value per Ordinary Share

The net asset value per ordinary share and the net asset value attributable to the ordinary shareholders at the year end were as follows:

	2015	2014	2015 £'000	2014 £'000
Ordinary shares of 25p	<b>261.7p</b>	<b>259.1p</b>	<b>348,453</b>	<b>343,806</b>

Net asset value per ordinary share is based on the net assets as shown above and on 133,160,943 (2014 – 132,675,943) ordinary shares, being the number of ordinary shares in issue at the year end.

Deducting borrowings at fair value would have the effect of reducing net asset value per ordinary share from 261.7p to 247.5p. Taking the market price of the ordinary shares at 31 December 2015 of 261.5p, this would have given a premium to net asset value of 5.7% as against a discount of 0.1% on a traditional basis. At 31 December 2014 the effect would have been to reduce net asset value per ordinary share from 259.1p to 243.7p. Taking the market price of the ordinary shares at 31 December 2014 of 249.6p, this would have given a premium to net asset value of 2.4% as against a discount of 3.7% on a traditional basis.

## 16 Restatement of Income Statement at 31 December 2014

	Income £'000	Capital £'000	Total £'000
Net return on ordinary activities	13,940	(943)	12,997
Net gains on investments – property	–	2,293	2,293
Revised net return on ordinary activities	<b>13,940</b>	<b>1,350</b>	<b>15,290</b>

The adoption of FRS 102 for the financial year to 31 December 2015 has required a change to treatment of property. The fair value of investment property and gains and losses on disposal of investment property are now recognised as capital items in the Income Statement. Previously these were recognised through the Statement of Total Recognised Gains and Losses. This change in treatment has no impact on net assets.

## 17 Financial Instruments

As an investment trust, the Company invests in equities and makes other investments so as to secure its investment objective of increasing capital and growing income in order to deliver real dividend growth. The Company borrows money when the Board and Managers have sufficient conviction that the assets funded by borrowed monies will generate a return in excess of the cost of borrowing. In pursuing its investment objective, the Company is exposed to a variety of risks that cause short term variation in the Company's net assets and could result in either a reduction in the Company's net assets or a reduction in the profits available for dividend.

These risks are categorised here as market risk (comprising currency risk, interest rate risk and other price risk), liquidity risk and credit risk. The Board monitors closely the Company's exposures to these risks but does so in order to reduce the likelihood of a permanent reduction in the Company's net assets or its profits available for dividend rather than to minimise the short term volatility.

The risk management policies and procedures outlined in this note have not changed substantially from the previous accounting period.

### Market Risk

The fair value or future cash flows of a financial instrument or other investment held by the Company may fluctuate because of changes in market prices. This market risk comprises three elements – currency risk, interest rate risk and other price risk. The Board reviews and agrees policies for managing these risks and the Company's Investment Manager both assesses the exposure to market risk when making individual investment decisions and monitors the overall level of market risk across the investment portfolio on an ongoing basis.

Details of the Company's investment portfolio are shown in note 9. Details of derivative financial instruments outstanding at the balance sheet date are shown on page 49.

### Currency Risk

Certain of the Company's assets, liabilities and income are denominated in currencies other than sterling (the Company's functional currency and that in which it reports its results). Consequently, movements in exchange rates may affect the sterling value of those items.

The Investment Manager monitors the Company's exposure to foreign currencies and reports to the Board on a regular basis. The Investment Manager assesses the risk to the Company of the foreign currency exposure by considering the effect on the Company's net asset value and income of a movement in the rates of exchange to which the Company's assets, liabilities, income and expenses are exposed. However, the country in which a company is listed is not necessarily where it earns its profits. The movement in exchange rates on overseas earnings may have a more significant impact upon a company's valuation than a simple translation of the currency in which the company is quoted.

Forward currency contracts are used periodically to limit the Company's exposure to anticipated future changes in exchange rates which might otherwise adversely affect the value of the portfolio of investments. Where appropriate, they are used also to achieve the portfolio characteristics that assist the Company in meeting its investment objectives. Cash amounts received in foreign currencies are converted to sterling on a regular basis.

Exposure to currency risk through asset allocation, which is calculated by reference to the currency in which the asset or liability is quoted, is shown below.

At 31 December 2015	Investments £'000	Cash and deposits £'000	Forward currency contracts £'000	Debentures £'000	Other debtors and creditors <sup>*</sup> £'000	Net exposure £'000
US dollar	120,737	25	(8,141)	–	167	<b>112,788</b>
Euro	36,679	–	(708)	–	375	<b>36,346</b>
Hong Kong dollar	23,255	101	–	–	–	<b>23,356</b>
Swiss franc	20,934	–	–	–	–	<b>20,934</b>
Other overseas currencies	70,107	–	–	–	286	<b>70,393</b>
Total exposure to currency risk	<b>271,712</b>	<b>126</b>	<b>(8,849)</b>	<b>–</b>	<b>828</b>	<b>263,817</b>
Sterling	160,156	3,273	8,649	(84,756)	(2,686)	<b>84,636</b>
	<b>431,868</b>	<b>3,399</b>	<b>(200)</b>	<b>(84,756)</b>	<b>(1,858)</b>	<b>348,453</b>

\* Includes net non-monetary assets of £27,000.

## 17 Financial Instruments (continued)

## Currency Risk (continued)

At 31 December 2014	Investments £'000	Cash and deposits £'000	Forward currency contracts £'000	Debentures £'000	Other debtors and creditors * £'000	Net exposure £'000
US dollar	127,689	–	(10,262)	–	168	<b>117,595</b>
Euro	39,925	65	(4,813)	–	365	<b>35,542</b>
Hong Kong dollar	26,037	–	–	–	–	<b>26,037</b>
Swiss franc	15,451	–	–	–	–	<b>15,451</b>
Other overseas currencies	67,045	–	–	–	165	<b>67,210</b>
Total exposure to currency risk	<b>276,147</b>	<b>65</b>	<b>(15,075)</b>	<b>–</b>	<b>698</b>	<b>261,835</b>
Sterling	144,890	9,912	15,184	(85,361)	(2,654)	<b>81,971</b>
	<b>421,037</b>	<b>9,977</b>	<b>109</b>	<b>(85,361)</b>	<b>(1,956)</b>	<b>343,806</b>

\* Includes net non-monetary assets of £26,000.

## Currency Risk Sensitivity

At 31 December 2015, if sterling had strengthened by 5% in relation to all currencies, with all other variables held constant, total net assets and total return on ordinary activities would have decreased by the amounts shown below. A 5% weakening of sterling against all currencies, with all other variables held constant, would have had a similar but opposite effect on the financial statement amounts. The analysis is performed on the same basis for 2014.

	2015 £'000	2014 £'000
US dollar	5,639	5,880
Euro	1,817	1,777
Hong Kong dollar	1,168	1,302
Swiss franc	1,047	773
Other overseas currencies	3,520	3,360
	<b>13,191</b>	<b>13,092</b>

## Interest Rate Risk

Interest rate movements may affect directly:

- the fair value of the investments in fixed interest rate securities;
- the level of income receivable on cash deposits;
- the fair value of the Company's fixed-rate borrowings; and
- the interest payable on any variable rate borrowings which the Company may take out.

Interest rate movements may also impact upon the market value of the Company's investments other than its fixed income securities.

The effect of interest rate movements upon the earnings of a company may have a significant impact upon the valuation of that company's equity.

The possible effects on fair value and cash flows that could arise as a result of changes in interest rates are taken into account when making investment decisions and when entering borrowing agreements.

The Board reviews on a regular basis the amount of investments in cash and fixed income securities and the income receivable on cash deposits, floating rate notes and other similar investments.

The Company finances part of its activities through borrowings at approved levels. The amount of such borrowings and the approved levels are monitored and reviewed regularly by the Board.

Movements in interest rates, to the extent that they affect the fair value of the Company's fixed rate borrowings, may also affect the amount by which the Company's share price is at a discount or a premium to the net asset value.



## 17 Financial Instruments (continued)

### Interest Rate Risk (continued)

The interest rate risk profile of the Company's financial assets and liabilities at 31 December is shown below.

#### Financial Assets

	2015 Fair value £'000	2015 Weighted average interest rate	2015 Weighted average fixed rate period	2014 Fair value £'000	2014 Weighted average interest rate	2014 Weighted average fixed rate period
<b>Fixed rate:</b>						
UK bonds	1,735	23.8%	n/a	–	–	–
<b>Floating rate:</b>						
Brazilian bonds (interest rate linked to Brazilian CPI)	6,336	11.8%	n/a	10,184	10.7%	n/a
Euro bonds (interest rate linked to Euribor)	–	–	–	3,198	6.0%	n/a
<b>Fixed Interest Collective</b>						
<b>Investment Funds:</b>						
US dollar denominated fund	8,583	1.0%	n/a	11,661	0.5%	n/a

#### Financial Liabilities

	2015 £'000	2014 £'000
The interest rate risk profile of the Company's financial liabilities at 31 December was:		
Fixed rate – sterling	<b>84,756</b>	<b>85,361</b>
The maturity profile of the Company's financial liabilities at 31 December was:		
In more than five years – 7 years (2014 – 8 years)	<b>84,756</b>	<b>85,361</b>

### Interest Rate Risk Sensitivity

An increase of 100 basis points in bond yields as at 31 December 2015 would have decreased total net assets and total return on ordinary activities by £829,000 (2014 – £1,354,000) and would have increased the net asset value per share (with debenture at fair value) by 3.3p (2014 – 3.6p). A decrease of 100 basis points would have had an equal but opposite effect.

### Other Price Risk

Changes in market prices other than those arising from interest rate risk or currency risk may also affect the value of the Company's net assets.

The Board manages the market price risks inherent in the investment portfolio by ensuring full and timely access to relevant information from the Investment Manager. The Board meets regularly and at each meeting reviews investment performance, the investment portfolio and the rationale for the current investment positioning to ensure consistency with the Company's objectives and investment policies.

### Other Price Risk Sensitivity

A full list of the Company's investments is shown on pages 15 to 18. In addition, a list of the 30 largest equity holdings together with various analyses of the portfolio by asset class and industrial sector are contained in the Strategic Report.

101.0% of the Company's net assets are invested in quoted equities. A 5% increase in quoted equity valuations at 31 December 2015 would have increased total assets and total return on ordinary activities by £17,855,000 (2014 – £17,306,000). A decrease of 5% would have had an equal but opposite effect.

### Liquidity Risk

This is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities.

Liquidity risk is not significant as the majority of the Company's assets are investments in quoted securities that are readily realisable. The Company's holdings in direct property and unlisted investments, which are not considered to be readily realisable, amount to 15.0% of total assets at 31 December 2015 (2014 – 12.3%). The Company has the power to take out borrowings, which give it access to additional funding when required.

The Board gives guidance to the Investment Managers as to the maximum amount of the Company's resources that should be invested in any one holding and to the maximum aggregate exposure to any one entity (see investment policy on page 6). The Board also sets parameters for the degree to which the Company's net assets are invested in quoted equities.

## 17 Financial Instruments (continued)

### Credit Risk

This is the risk that a failure of a counterparty to a transaction to discharge its obligations under that transaction could result in the Company suffering a loss. This risk is managed as follows:

- where the Investment Manager makes an investment in a bond or other security with credit risk, that credit risk is assessed and then compared to the prospective investment return of the security in question;
- the Board regularly receives information from the Investment Manager on the credit ratings of those bonds and other securities in which the Company has invested;
- the Depositary is liable for the loss of financial instruments held in custody. The Depositary will ensure that any delegate segregates the assets of the Company. The Depositary has delegated the custody function to Bank of New York Mellon SA/NV London Branch. Bankruptcy or insolvency of the custodian may cause the Company's rights with respect to securities held by the custodian to be delayed. The Investment Manager monitors the Company's risk by reviewing the custodian's internal control reports and reporting its findings to the Board;
- investment transactions are carried out with a large number of brokers whose creditworthiness is reviewed by the Investment Manager. Transactions are ordinarily undertaken on a delivery versus payment basis whereby the Company's custodian bank ensures that the counterparty to any transaction entered into by the Company has delivered on its obligations before any transfer of cash or securities away from the Company is completed;
- transactions involving derivatives, structured notes and other arrangements wherein the creditworthiness of the entity acting as broker or counterparty to the transaction is likely to be of sustained interest are subject to rigorous assessment by the Investment Manager of the creditworthiness of that counterparty. The Company's aggregate exposure to each such counterparty is monitored regularly by the Board; and
- cash is only held at banks that are regularly reviewed by the Managers.

### Credit Risk Exposure

The exposure to credit risk at 31 December was:

	2015 £'000	2014 £'000
Bonds	16,654	25,044
Cash and short term deposits	3,399	9,977
Debtors and prepayments	1,115	1,063
	<b>21,168</b>	<b>36,084</b>

None of the Company's financial assets are past due or impaired.

## 17 Financial Instruments (continued)

### Fair Value of Financial Assets and Financial Liabilities

The Directors are of the opinion that the financial assets and liabilities of the Company are stated at fair value in the Balance Sheet with the exception of the long term borrowings which are stated at amortised cost. The fair value (determined as the asking price as traded on an active market) of the debenture stock is shown below.

	2015 Nominal £'000	2015 Book £'000	2015 Fair £'000	2014 Nominal £'000	2014 Book £'000	2014 Fair £'000
8% debenture stock 2022	80,000	84,756	103,600	80,000	85,361	105,888

### Gains and Losses on Hedges

The following forward currency contracts were open at 31 December:

At 31 December 2015 Currency sold	Currency amount sold	Currency bought	Currency amount bought	Settlement date	Fair value £'000
US dollar	\$12,000,000	Sterling	£8,141,373	13/1/16	181
Euro	€960,000	Sterling	£707,738	13/1/16	19
					<b>200</b>

At 31 December 2014 Currency sold	Currency amount sold	Currency bought	Currency amount bought	Settlement date	Fair value £'000
US dollar	\$16,000,000	Sterling	£10,262,187	14/01/15	82
Euro	€6,200,000	Sterling	£4,812,612	14/01/15	27
					<b>109</b>

Realised currency gains/(losses) are taken to the capital reserve and are not reflected in the revenue account unless they are of a revenue nature.

### Capital Management

The Company does not have any externally imposed capital requirements. The capital of the Company is the ordinary share capital (see note 13) which is managed in accordance with its investment policy in pursuit of its investment objective, both of which are detailed on page 6. Shares may be issued and/or repurchased as explained on pages 22 and 23.

## 18 Alternative Investment Fund Managers (AIFM) Directive

In accordance with the AIFM Directive, information in relation to the Company's leverage and the remuneration of the Company's AIFM, Baillie Gifford & Co Limited, is required to be made available to investors. In accordance with the Directive, the AIFM remuneration policy is available from Baillie Gifford & Co Limited on request (see contact details on the back cover) and the numerical remuneration disclosures in respect of the AIFM's first relevant reporting period (year ended 31 March 2016) will be made available in due course.

The Company's maximum and actual leverage levels (see Glossary of Terms on page 58) at 31 December 2015 are shown below:

### Leverage

	Gross method	Commitment method
Maximum limit	3.00:1	2.00:1
Actual	1.26:1	1.25:1

## Cost-effective Ways to Buy and Hold Shares in SAINTS



The Share Plan and ISA brochure available at [www.saints-it.com](http://www.saints-it.com)



Press advertisement for the Baillie Gifford Children's Savings Plan

Baillie Gifford Savings Management Ltd offers a number of plans that enable you to buy and hold shares of SAINTS cost-efficiently. Purchases and sales are normally subject to a dealing price spread and Government stamp duty of 0.5% is payable on purchases.

### The Baillie Gifford Investment Trust Share Plan

- No initial charge
- No annual wrapper charge
- Normally cheaper than dealing through a stockbroker
- Invest a lump sum from £250 or monthly from just £30
- No maximum investment limits
- Stop and start saving at any time with no charge
- Twice weekly dealing (usually Tuesday and Friday)
- A withdrawal charge of just £22

### The Baillie Gifford Investment Trust ISA

- Tax-efficient investment
- No set-up charge
- Flat rate annual management charge of £32.50 + VAT
- Lump sum investment from £2,000 up to a maximum of £15,240 each year
- Save monthly from £100
- A withdrawal charge of just £22

### ISA Transfers

- Transfer existing ISAs from other plan managers into the Baillie Gifford ISA
- Consolidate your plans into a managed global investment
- Minimum transfer value £2,000

### The Baillie Gifford Children's Savings Plan

- An excellent way for parents, grandparents or other adults to invest for a child
- No initial charge
- No annual wrapper charge
- The option of a designated account or a bare trust in favour of the child
- Flexible investment options: lump sum from £100 or monthly saving from just £25
- A withdrawal charge of just £22

### Online Management Service

You can also open and manage your Share Plan/Children's Savings Plan\* and/or ISA online through our secure Online Management Service (OMS) which can be accessed through the Baillie Gifford website at [www.bailliegifford.com/oms](http://www.bailliegifford.com/oms). As well as being able to view the details of your plan online, the service also allows you to:

- obtain current valuations;
- make lump sum investments, except where there is more than one holder;
- switch between investment trusts, except where there is more than one holder;
- sell part or all of your holdings, except where there is more than one holder; and
- update certain personal details e.g. address and telephone number.

\*Please note that a bare trust cannot be opened via OMS. A bare trust application form must be completed. Certain restrictions apply for accounts where there is more than one holder.

### Further information

If you would like more information on any of the plans described above, please contact the Baillie Gifford Client Relations Team (see contact details on page 52).

## Risks

- Past performance is not a guide to future performance.
- SAINTS is a listed UK Company. The value of its shares and any income from them can fall as well as rise and investors may not get back the amount invested.
- SAINTS has borrowed money to make further investments (sometimes known as gearing). The risk is that when this money is repaid by the Company, the value of these investments may not be enough to cover the borrowing and interest costs, and the Company will make a loss. If the Company's investments fall in value, any gearing will increase the amount of this loss.
- SAINTS can buy back its own shares. The risks from borrowing, referred to above, are increased when a company buys back its own shares.
- SAINTS invests in overseas securities. Changes in the rates of exchange may also cause the value of your investment (and any income it may pay) to go down or up.
- SAINTS invests in emerging markets where difficulties in dealing, settlement and custody could arise, resulting in a negative impact on the value of your investment.
- SAINTS invests in corporate bonds which are generally perceived to carry a greater possibility of capital loss than investment in, for example, higher rated UK government bonds. Bonds issued by companies and governments may be adversely affected by changes in interest rates and expectations of inflation.
- Market values for securities which have become difficult to trade may not be readily available, and there can be no assurance that any value assigned to such securities will accurately reflect the price that SAINTS might receive upon their sale.
- SAINTS can make use of derivatives. The use of derivatives may impact upon performance.
- SAINTS has some direct property investments which may be difficult to sell. Valuations of property are only estimates based on the valuer's opinion. These estimates may not be achieved when the property is sold.
- SAINTS charges 65% of its investment management fee, borrowing costs and property management fee to capital, which reduces the capital value. Also, where income is low, the remaining expenses may be greater than the total income received, meaning the Company may not pay a dividend and the capital value could be further reduced.

You should note that tax rates and reliefs may change at any time and their value depends on your circumstances.

The favourable tax treatment of ISAs may change.

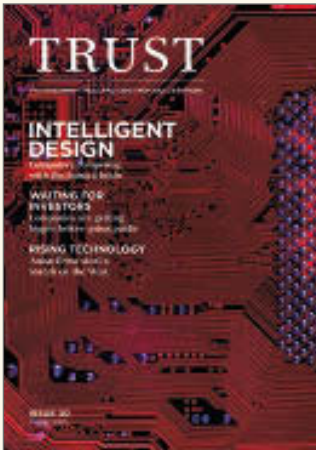
The Company is listed on the London Stock Exchange and is not authorised or regulated by the Financial Conduct Authority.

Details of other risks that apply to investment in these savings vehicles are contained in the product brochures.

Further details of the risks associated with investing in the Company, including how charges are applied, can be found at [www.saints-it.com](http://www.saints-it.com), or by calling Baillie Gifford on 0800 917 2112.

The information and opinions expressed within this Annual Report and Financial Statements are subject to change without notice. This information has been issued and approved by Baillie Gifford & Co Limited, the Managers and Secretaries, and does not in any way constitute investment advice.

## Communicating with Shareholders



Trust Magazine

### Promoting SAINTS

Baillie Gifford carries out extensive marketing activity to promote SAINTS to institutional, intermediary and direct investors. The Board warmly supports the promotion of the plans described on page 50 in order to bring the merits of SAINTS to as wide an audience as possible.

### Trust Magazine

*Trust* is the Baillie Gifford investment trust magazine which is published three times a year. It provides an insight to our investment approach by including interviews with our fund managers, as well as containing investment trust news, investment features and articles about the trusts managed by Baillie Gifford, including SAINTS. *Trust* plays an important role in helping to explain our products so that readers can really understand them. For a copy of *Trust*, please contact the Baillie Gifford Client Relations Team.

An online version of *Trust* can be found at [www.bgtrustonline.com](http://www.bgtrustonline.com).

### SAINTS on the Web

Up-to-date information about SAINTS, including a monthly commentary, recent portfolio information and performance figures can be found on SAINTS' page of the Managers' website at [www.saints-it.com](http://www.saints-it.com).

You can also find a brief history of SAINTS, an explanation of the effects of gearing and a flexible performance reporting tool.

If you are interested in investing directly in SAINTS, you can do so online. There are a number of companies offering real time online dealing services – find out more on the Platforms section of the Managers' website: [www.bailliegifford.com](http://www.bailliegifford.com).



A SAINTS web page at [www.saints-it.com](http://www.saints-it.com)

### Suggestions and Questions

Any suggestions on how communications with shareholders can be improved are welcomed, so please contact the Baillie Gifford Client Relations Team (see contact details below) and give them your suggestions. They will also be very happy to answer questions that you may have, either about SAINTS or the plans described on page 50.

### Literature in Alternative Formats

It is possible to provide copies of the literature in alternative formats, such as large print or on audio tape. Please contact the Baillie Gifford Client Relations Team for more information.

### Client Relations Team Contact Details

**Telephone:** 0800 917 2112

Your call may be recorded for training or monitoring purposes.

**Email:** [trustenquiries@bailliegifford.com](mailto:trustenquiries@bailliegifford.com)

**Website:** [www.bailliegifford.com](http://www.bailliegifford.com)

**Fax:** 0131 275 3955

### Client Relations Team

Baillie Gifford Savings Management Limited  
Calton Square  
1 Greenside Row  
Edinburgh EH1 3AN

### SAINTS specific queries

Please use the following contact details:

**Email:** [saints@bailliegifford.com](mailto:saints@bailliegifford.com)

**Website:** [www.saints-it.com](http://www.saints-it.com)

Please note that Baillie Gifford is not permitted to give financial advice. If you would like advice or if you have any questions about the suitability of any of these plans for you, please ask an authorised intermediary.

## Further Shareholder Information

### How to Invest

The Company's shares are traded on the London Stock Exchange. They can be bought by placing an order with a stockbroker, by asking a professional adviser to do so, or through the Baillie Gifford savings vehicles (see page 50). If you are interested in investing directly in SAINTS you can do so online. There are a number of companies offering real time online dealing services – find out more by visiting the investment trust pages at [www.bailliegifford.com](http://www.bailliegifford.com).

### Sources of Further Information on the Company

The price of shares is quoted daily in the Financial Times and can also be found on SAINTS' page of the Baillie Gifford website at [www.saints-it.com](http://www.saints-it.com), Trustnet at [www.trustnet.co.uk](http://www.trustnet.co.uk) and on other financial websites. Company factsheets are also available on the Baillie Gifford website and are updated monthly. These are available from Baillie Gifford on request.

### SAINTS Share Identifiers

ISIN GB0007873697

Sedol 0787369

Ticker SCAM

### AIC

The Company is a member of the Association of Investment Companies.

### Dividend Dates

The table below gives the actual and anticipated quarterly dividend dates.

The ex-dividend date is the date on which entitlement to receive the net dividend is established. The record date is the date on which shares must be registered following purchase to receive the dividend direct. Otherwise you will have to claim it from the agent through whom you purchased your shares. The DRIP election date is the final date for electing to participate in the Dividend Reinvestment Plan (see page 54 for more details) for that dividend.

### Dividend Dates for 2016

	Final 2015	First interim*	Second interim*	Third interim*
Dividend announced	12/2/16	19/5/16	28/7/16	16/11/16
Ex-dividend date	3/3/16	26/5/16	18/8/16	24/11/16
Record date	4/3/16	27/5/16	19/8/16	25/11/16
DRIP election date	11/3/16	3/6/16	2/9/16	2/12/16
Dividend paid	5/4/16	24/6/16	23/9/16	16/12/16

\* Anticipated dates.

### Interest

Interest is paid on the 8% Debenture Stock in April and October.

### Announcement of Results and Reports

SAINTS' results for the half year to 30 June will be announced in July and the results for the year to 31 December will be announced in mid February. The Interim Report will be posted to shareholders in August and the Annual Report in early March. The 2016 AGM is being held on 4 April 2016.

### How You are Taxed

— **Capital** As an investment trust, SAINTS pays no capital gains tax. This means that, while assets remain invested in SAINTS, they are managed free of such tax. However, should you decide to sell your SAINTS' shares, you may be subject to capital gains tax.

If you held SAINTS' shares on or before 31 March 1982 the market value of the ordinary shares (adjusted for present capital) on that date of 33.125p will be required for your capital gains tax computation.

— **Income** The dividends you receive from your SAINTS' shares are taxed as income. If you pay tax at the basic (20%) rate you will have no further liability to tax. If you pay tax at a higher rate, you will be liable to a further amount of tax. Dividends received, including the relevant tax credits, should be declared on your Tax Return. You should be aware that with effect from 6 April 2016 there will be a change to the taxation of dividend income.

Shareholders are recommended to consult their professional adviser as to their tax position.

### Share Register Enquiries

Computershare Investor Services PLC maintains the share register on behalf of the Company. In the event of queries regarding shares registered in your own name, please contact the Registrars on 0370 707 1282. This helpline also offers an automated self-service functionality (available 24 hours a day, 7 days a week) which allows you to:

- hear the latest share price;
- confirm your current share holding balance;
- confirm your payment history; and
- order Change of Address, Dividend Bank Mandate and Stock Transfer forms.

By quoting the reference number on your share certificate you can check your holding on the Registrar's website at [www.investorcentre.co.uk](http://www.investorcentre.co.uk).

They also offer a free, secure share management website service which allows you to:

- view your share portfolio and see the latest market price of your shares;
- calculate the total market price of each shareholding;
- view price histories and trading graphs;
- register to receive communications from the Company, including the Annual Report, in electronic format;
- update bank mandates and change address details;
- use online dealing services; and
- pay dividends directly into your overseas bank account in your chosen local currency.

To take advantage of this service, please log in at [www.investorcentre.co.uk](http://www.investorcentre.co.uk) and enter your Shareholder Reference Number and Company Code (this information can be found on the last dividend voucher or your share certificate).

### Dividend Reinvestment Plan

Computershare operate a Dividend Reinvestment Plan which can be used to buy additional shares instead of receiving your dividend via cheque or into your bank account. For further information log in to [www.investorcentre.co.uk](http://www.investorcentre.co.uk) and follow the instructions or telephone 0370 707 1694.

### Electronic Proxy Voting

If you hold stock in your own name you can choose to vote by returning proxies electronically at [www.eproxyappointment.com](http://www.eproxyappointment.com).

If you have any questions about this service please contact Computershare on 0370 707 1282.

### CREST Proxy Voting

If you are a user of the CREST system (including a CREST Personal Member), you may appoint one or more proxies or give an instruction to a proxy by having an appropriate CREST message transmitted. For further information please refer to the CREST Manual.

### SAINTS is an investment trust. Investment trusts offer investors the following:

- participation in a diversified portfolio of shares;
- constant supervision by experienced professional managers; and
- the Company is free from capital gains tax on capital profits realised within its portfolio.

### Analysis of Shareholders at 31 December

	2015		2014	
	Number of shares held	2015 %	Number of shares held	2014 %
Institutions	19,380,065	14.6	19,760,345	14.9
Intermediaries	68,830,329	51.7	67,209,877	50.7
Individuals	17,433,453	13.1	19,626,002	14.8
Baillie Gifford Share Plan/ISA	27,102,392	20.3	25,622,457	19.3
Marketmakers	414,704	0.3	457,262	0.3
	<b>133,160,943</b>	<b>100.0</b>	<b>132,675,943</b>	<b>100.0</b>

### The Common Reporting Standard

As of 1 January 2016 a new piece of tax legislation, The OECD Common Reporting Standard for Automatic Exchange of Financial Account Information ('The Common Reporting Standard'), comes into effect.

The legislation will require investment trust companies to provide personal information to HMRC on certain investors who purchase shares in investment trusts. As an affected company, The Scottish American Investment Company P.L.C. will have to provide information annually to the local tax authority on the tax residencies of a number of non-UK based certificated shareholders and corporate entities.

All new shareholders, excluding those whose shares are held in CREST, who come on to the share register with effect from 1 January 2016 will be sent a certification form for the purposes of collecting this information.

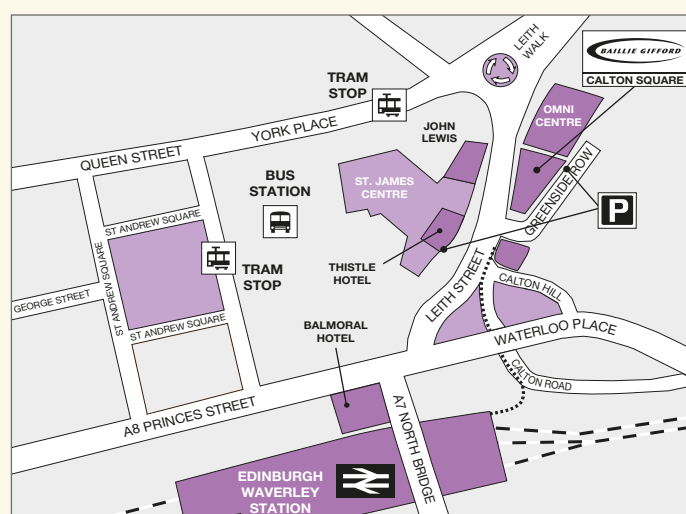
For further information, please see HMRC's Quick Guide: Automatic Exchange of Information – information for account holders <https://www.gov.uk/government/publications/exchange-of-information-account-holders>.

The Financial Statements have been approved by the Directors of The Scottish American Investment Company P.L.C.

Baillie Gifford Savings Management Limited (BGSM) is the ISA Manager of the Baillie Gifford Investment Trust ISA and the Manager of the Baillie Gifford Investment Trust Share Plan and Children's Savings Plan. BGSM is wholly owned by Baillie Gifford & Co. Both are authorised and regulated by the Financial Conduct Authority. Baillie Gifford only provides information about its products and does not provide investment advice. The staff of Baillie Gifford and SAINTS' Directors may hold shares in SAINTS and may buy or sell such shares from time to time.



## Notice of Annual General Meeting



The Annual General Meeting of the Company will be held at the offices of Baillie Gifford & Co, Calton Square, 1 Greenside Row, Edinburgh EH1 3AN, on Monday, 4 April 2016 at 11am.

If you have any queries as to how to vote or how to attend the meeting, please call us on 0800 917 2112.

Baillie Gifford may record your call.



### By Rail:

Edinburgh Waverley – approximately a 5 minute walk away



### By Bus:

Lothian Buses local services include:  
1, 5, 7, 8, 10, 12, 14, 15, 15A, 16, 22, 25, 34



### By Tram:

Stops at St Andrew Square and York Place

..... Access to Waverley Train Station on foot

Notice is hereby given that the one hundred and forty third Annual General Meeting of The Scottish American Investment Company P.L.C. will be held within the Registered Office of the Company, Calton Square, 1 Greenside Row, Edinburgh EH1 3AN on Monday, 4 April 2016 at 11am. Coffee will be available after the meeting and the Portfolio Manager responsible for SAINTS will give a short presentation on the investment outlook. The following resolutions will be proposed at the AGM:

### Ordinary Business

To consider, and, if thought fit, to pass the following resolutions as ordinary resolutions:

1. To receive and adopt the Financial Statements of the Company for the year to 31 December 2015 with the Reports of the Directors and of the Independent Auditor thereon.
2. To approve the Directors' Annual Report on Remuneration for the year to 31 December 2015.
3. To declare a final dividend.
4. To re-elect Eric Hagman as a Director.
5. To re-elect Lord Kerr of Kinlochard as a Director.
6. To re-elect Peter Moon as a Director.
7. To re-elect Bronwyn Curtis as a Director.
8. To appoint KPMG LLP as Independent Auditor of the Company to hold office until the conclusion of the next Annual General Meeting at which the Financial Statements are laid before the Company.
9. To authorise the Directors to determine the remuneration of the Independent Auditor of the Company.
10. That, in substitution for any existing authority, but without prejudice to the exercise of any such authority prior to the date hereof, the Directors of the Company be and they are hereby generally and unconditionally authorised in accordance with Section 551 of the Companies Act 2006 (the 'Act') to exercise all the powers of the Company to allot shares in the Company and to grant rights to subscribe for or to convert any security into shares in the Company ('Securities') provided that such authority shall be limited to the allotment of shares

and the grant of rights in respect of shares with an aggregate nominal value of up to £11,096,745, such authority to expire at the conclusion of the next Annual General Meeting of the Company after the passing of this resolution or on the expiry of 15 months from the passing of this resolution, whichever is the earlier, unless previously revoked, varied or extended by the Company in a general meeting, save that the Company may at any time prior to the expiry of this authority make an offer or enter into an agreement which would or might require Securities to be allotted or granted after the expiry of such authority and the Directors shall be entitled to allot or grant Securities in pursuance of such an offer or agreement as if such authority had not expired.

To consider and, if thought fit, to pass resolution 11 as a special resolution:

11. That, subject to the passing of resolution 10 above, and in substitution for any existing power but without prejudice to the exercise of any such power prior to the date hereof, the Directors of the Company be and they are hereby generally empowered, pursuant to Sections 570 and 573 of the Companies Act 2006 (the 'Act'), to allot equity securities (within the meaning of Section 560(1) of the Act), for cash pursuant to the authority given by resolution 10 above and by the sale of treasury shares as if Section 561(1) of the Act did not apply to any such allotment of equity securities, provided that this power:
  - (a) expires at the conclusion of the next Annual General Meeting of the Company after the passing of this resolution or on the expiry of 15 months from the passing of this resolution, whichever is the earlier, save that the Company may, before such expiry, make an offer or agreement which would or might require equity securities to be allotted after such expiry and the Directors may allot equity securities in pursuance of any such offer or agreement as if the power conferred hereby had not expired; and
  - (b) shall be limited to the allotment of equity securities up to an aggregate nominal value of £3,329,023 being approximately 10% of the nominal value of the issued share capital of the Company, as at 16 February 2016.

## Shareholder Information

To consider and, if thought fit, to pass resolution 12 as an ordinary resolution:

12. That the Directors be authorised, for the purposes of LR 15.4.11 of the Listing Rules of the UK Listing Authority, to issue further ordinary shares (including selling treasury shares) for cash at a price below the net asset value per share of those shares (with borrowings valued at book) without first offering those shares pro rata to existing shareholders.

To consider and, if thought fit, to pass resolution 13 as a special resolution:

13. That, in substitution for any existing authority but without prejudice to the exercise of any such authority prior to the date hereof, the Company be and is hereby generally and unconditionally authorised, pursuant to and in accordance with Section 701 of the Companies Act 2006 (the 'Act') to make market purchases (within the meaning of Section 693(4) of the Act) of fully paid ordinary shares of 25 pence each in the capital of the Company ('ordinary shares') (either for retention as treasury shares or for cancellation), provided that:
- (a) the maximum aggregate number of ordinary shares hereby authorised to be purchased is 19,960,825, or, if less, the number representing approximately 14.99% of the issued ordinary share capital of the Company as at the date of the passing of this resolution;
  - (b) the minimum price (excluding expenses) which may be paid for each ordinary share is 25 pence;
  - (c) the maximum price (excluding expenses) which may be paid for each ordinary share shall not be more than the higher of:
    - (i) 5 per cent above the average closing price on the London Stock Exchange of an ordinary share over the five business days immediately preceding the date of purchase; and
    - (ii) the higher of the last independent trade and the highest current independent bid on the London Stock Exchange; and
  - (d) unless previously varied, revoked or renewed by the Company in a general meeting, the authority hereby conferred shall expire at the conclusion of the Company's Annual General Meeting to be held in respect of the financial year ending 31 December 2016, save that the Company may, prior to such expiry, enter into a contract to purchase ordinary shares under such authority which will or might be completed or executed wholly or partly after the expiration of such authority and may make a purchase of ordinary shares pursuant to any such contract.

### Special Business

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

14. That, for the purposes of, and in accordance with, Article 104 of the Company's Articles of Association, the fees per annum per Director (not including any additional remuneration for the Chairman of the Board), shall not exceed £30,000 per annum.

By order of the Board

Baillie Gifford & Co Limited  
Company Secretary  
1 March 2016

## Notes

1. As a member you are entitled to appoint a proxy or proxies to exercise all or any of your rights to attend, speak and vote at the AGM. A proxy need not be a member of the Company but must attend the AGM to represent you. You may appoint more than one proxy provided each proxy is appointed to exercise rights attached to different shares. You can only appoint a proxy using the procedure set out in these notes and the notes to the proxy form. You may not use any electronic address provided either in this notice or any related documents (including the Financial Statements and proxy form) to communicate with the Company for any purpose other than those expressly stated.
2. To be valid any proxy form or other instrument appointing a proxy, together with any power of attorney or other authority under which it is signed or a certified copy thereof, must be received by post or (during normal business hours only) by hand at the Registrars of the Company at Computershare Investor Services PLC, PO Box 82, The Pavilions, Bridgwater Road, Bristol, BS99 6ZY or [www.eproxyappointment.com](http://www.eproxyappointment.com) no later than 2 days (excluding non-working days) before the time of the meeting or any adjourned meeting.
3. CREST members who wish to appoint a proxy or proxies through the CREST electronic proxy appointment service may do so by using the procedures described in the CREST Manual and/or by logging on to the website [www.euroclear.com/CREST](http://www.euroclear.com/CREST). CREST personal members or other CREST sponsored members, and those CREST members who have appointed a voting service provider(s), should refer to their CREST sponsor or voting service provider(s), who will be able to take the appropriate action on their behalf.
4. In order for a proxy appointment or instruction made using the CREST service to be valid, the appropriate CREST message (a 'CREST Proxy Instruction') must be properly authenticated in accordance with Euroclear UK & Ireland Limited's specifications, and must contain the information required for such instruction, as described in the CREST Manual. The message, regardless of whether it constitutes the appointment of a proxy or is an amendment to the instruction given to a previously appointed proxy must, in order to be valid, be transmitted so as to be received by the Company's registrar (ID 3RA50) no later than 2 days (excluding non-working days) before the time of the meeting or any adjournment. For this purpose, the time of receipt will be taken to be the time (as determined by the timestamp applied to the message by the CREST Application Host) from which the Company's registrar is able to retrieve the message by enquiry to CREST in the manner prescribed by CREST. After this time any change of instructions to proxies appointed through CREST should be communicated to the appointee through other means.

5. CREST members and, where applicable, their CREST sponsors, or voting service providers should note that Euroclear UK & Ireland Limited does not make available special procedures in CREST for any particular message. Normal system timings and limitations will, therefore, apply in relation to the input of CREST Proxy Instructions. It is the responsibility of the CREST member concerned to take (or, if the CREST member is a CREST personal member, or sponsored member, or has appointed a voting service provider(s), to procure that his CREST sponsor or voting service provider(s) take(s)) such action as shall be necessary to ensure that a message is transmitted by means of the CREST service by any particular time. In this connection, CREST members and, where applicable, their CREST sponsors or voting service providers are referred, in particular, to those sections of the CREST Manual concerning practical limitations of the CREST system and timings.
6. The Company may treat as invalid a CREST Proxy Instruction in the circumstances set out in Regulation 35(5)(a) of the Uncertificated Securities Regulations 2001.
7. The return of a completed proxy form or other instrument of proxy will not prevent you attending the AGM and voting in person if you wish.
8. Shareholders participating in the Baillie Gifford Investment Trust Share Plan, Children's Savings Plan or the Baillie Gifford Investment Trust ISA who wish to vote and/or attend the meeting must complete and return the enclosed reply-paid Form of Direction.
9. Pursuant to Regulation 41 of the Uncertificated Securities Regulations 2001 and Section 311 of the Companies Act 2006 the Company specifies that to be entitled to attend and vote at the Annual General Meeting (and for the purpose of the determination by the Company of the votes they may cast), shareholders must be registered in the Register of Members of the Company no later than 2 days (excluding non-working days) prior to the commencement of the AGM or any adjourned meeting. Changes to the Register of Members after the relevant deadline shall be disregarded in determining the rights of any person to attend and vote at the meeting.
10. Any person to whom this notice is sent who is a person nominated under Section 146 of the Companies Act 2006 to enjoy information rights (a 'Nominated Person') may, under an agreement between him/her and the shareholder by whom he/she was nominated, have a right to be appointed (or to have someone else appointed) as a proxy for the Annual General Meeting. If a Nominated Person has no such proxy appointment right or does not wish to exercise it, he/she may, under any such agreement, have a right to give instructions to the shareholder as to the exercise of voting rights.
11. The statement of the rights of shareholders in relation to the appointment of proxies in Notes 1 and 2 above does not apply to Nominated Persons. The rights described in those Notes can only be exercised by shareholders of the Company.
12. The members of the Company may require the Company to publish, on its website, (without payment) a statement (which is also passed to the auditor) setting out any matter relating to the audit of the Company's accounts, including the Auditor's report and the conduct of the audit. The Company will be required to do so once it has received such requests from either members representing at least 5% of the total voting rights of the Company or at least 100 members who have a relevant right to vote and hold shares in the Company on which there has been paid up an average sum per member of at least £100. Such requests must be made in writing and must state your full name and address and be sent to the Company at Calton Square, 1 Greenside Row, Edinburgh, EH1 3AN.
13. Information regarding the Annual General Meeting, including information required by Section 311A of the Companies Act 2006, is available from the Company's page of the Managers' website at [www.saints-it.com](http://www.saints-it.com).
14. Members have the right to ask questions at the meeting in accordance with Section 319A of the Companies Act 2006.
15. As at 16 February 2016 (being the last practicable date prior to the publication of this notice) the Company's issued share capital consisted of 133,160,943 ordinary shares, carrying one vote each. Therefore, the total voting rights in the Company as at 16 February 2016 were 133,160,943 votes.
16. Any person holding 3% or more of the total voting rights of the Company who appoints a person other than the Chairman of the meeting as his proxy will need to ensure that both he and his proxy complies with their respective disclosure obligations under the UK Disclosure and Transparency Rules.
17. No Director has a contract of service with the Company.

## Glossary of Terms

### Total Assets

Total assets less current liabilities, before deduction of all borrowings.

### Net Asset Value

Net Asset Value (NAV) is the value of total assets less liabilities (including borrowings). The NAV per share is calculated by dividing this amount by the number of ordinary shares in issue.

### Net Asset Value at Fair

Borrowings are valued at an estimate of their market worth.

### Net Asset Value at Book

Borrowings are valued at adjusted net issue proceeds.

### Discount/Premium

As stockmarkets and share prices vary, an investment trust's share price is rarely the same as its NAV. When the share price is lower than the NAV per share it is said to be trading at a discount. The size of the discount is calculated by subtracting the share price from the NAV per share and is usually expressed as a percentage of the NAV per share. If the share price is higher than the NAV per share, this situation is called a premium.

### Total Return

The total return is the return to shareholders after reinvesting the net dividend on the date that the share price goes up.

### Ongoing Charges

The total expenses (excluding borrowing costs) incurred by the Company as a percentage of the average net asset value (with debt at fair value).

### Gearing

At its simplest, gearing is borrowing. Just like any other public company, an investment trust can borrow money to invest in additional investments for its portfolio. The effect of the borrowing on the shareholders' assets is called 'gearing'. If the Company's assets grow, the shareholders' assets grow proportionately more because the debt remains the same. But if the value of the Company's assets falls, the situation is reversed. Gearing can therefore enhance performance in rising markets but can adversely impact performance in falling markets.

Gearing represents borrowings at book less cash and cash equivalents expressed as a percentage of shareholders' funds.

Potential gearing is the Company's borrowings expressed as a percentage of shareholders' funds.

Equity gearing is the Company's borrowings adjusted for cash, bonds and property expressed as a percentage of shareholders' funds.

### Leverage

For the purposes of the Alternative Investment Fund Managers (AIFM) Directive, leverage is any method which increases the Company's exposure, including the borrowing of cash and the use of derivatives. It is expressed as a ratio between the Company's exposure and its net asset value and can be calculated on a gross and a commitment method. Under the gross method, exposure represents the sum of the Company's positions after the deduction of sterling cash balances, without taking into account any hedging and netting arrangements. Under the commitment method, exposure is calculated without the deduction of sterling cash balances and after certain hedging and netting positions are offset against each other.

### Active Share

Active share, a measure of how actively a portfolio is managed, is the percentage of the listed equity portfolio that differs from its comparative index. It is calculated by deducting from 100 the percentage of the portfolio that overlaps with the comparative index. An active share of 100 indicates no overlap with the index and an active share of zero indicates a portfolio that tracks the index.

## Directors

Chairman:  
Sir Brian Ivory, CBE, CA

Bronwyn Curtis, OBE  
Eric Hagman, CBE, CA  
Lord Kerr of Kinlochard, GCMG  
Peter Moon

## Alternative Investment Fund Managers, Secretaries and Registered Office

Baillie Gifford & Co Limited  
Calton Square  
1 Greenside Row  
Edinburgh  
EH1 3AN  
Tel: 0131 275 2000  
[www.bailliegifford.com](http://www.bailliegifford.com)

## Registrar

Computershare  
Investor Services PLC  
The Pavilions  
Bridgwater Road  
Bristol  
BS99 6ZZ  
Tel: 0370 707 1282

## Company Broker

Winterflood Investment Trusts  
The Atrium Building  
Cannon Bridge  
25 Dowgate Hill  
London  
EC4R 2GA

## Independent Auditor

KPMG LLP  
Saltire Court  
20 Castle Terrace  
Edinburgh  
EH1 2EG

## Depository

BNY Mellon Trust & Depository  
(UK) Limited  
BNY Mellon Centre  
160 Queen Victoria Street  
London  
EC4V 4LA

## Company Details

[www.saints-it.com](http://www.saints-it.com)  
Company Registration  
No. SC000489  
ISIN GB0007873697  
Sedol 0787369  
Ticker SCAM

## Further Information

Client Relations Team  
Baillie Gifford Savings  
Management Limited  
Calton Square  
1 Greenside Row  
Edinburgh EH1 3AN  
Tel: 0800 917 2112  
Email:  
[trustenquiries@bailliegifford.com](mailto:trustenquiries@bailliegifford.com)  
Fax: 0131 275 3955