



MCB FUNDS
Investments for Life

2024-25/CAD/AQ/PSX/14593

November 19, 2024

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

Dear Sir,

CORPORATE BRIEFING SESSION

Please find attached the presentation of Annual Corporate Briefing 2024 to be held on November 20, 2024. You may please inform the TRE members accordingly.

Yours Sincerely,

Mr. Altaf Ahmed Faisal
Company Secretary

A.P.

MCB INVESTMENT MANAGEMENT LIMITED

Head Office: 2nd Floor, Adamjee House, I.I. Chundrigar Road, Karachi

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URL: www.mcbfunds.com, Email: info@mcbfunds.com



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Investments for Life

Corporate Briefing Session
November 20, 2024

Introduction

Head Office	Karachi
Major Sponsors	MCB Bank Limited (81.42 per cent)
Group	Nishat Group
Management Quality Rating	AM1
Commencement of Operations	2000
Year of Listing	2008

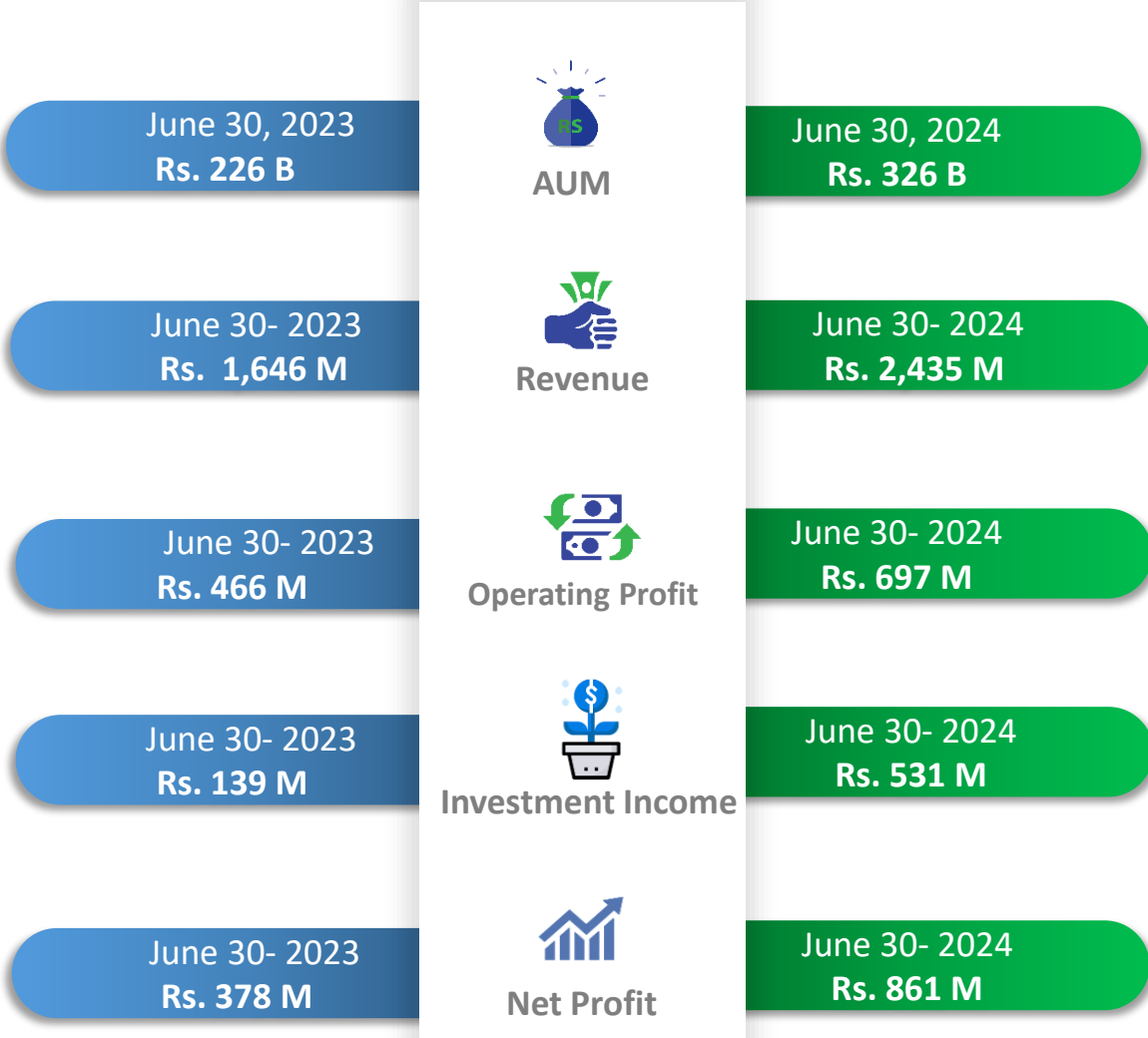
Strategic/ Operational Developments

- The shareholders of MCBIM in Annual General Meeting dated October 28, 2024 have decided to obtain licenses of
 - Real Estate Investment Trust (REIT) Management Services; and
 - Private Fund Management Services.

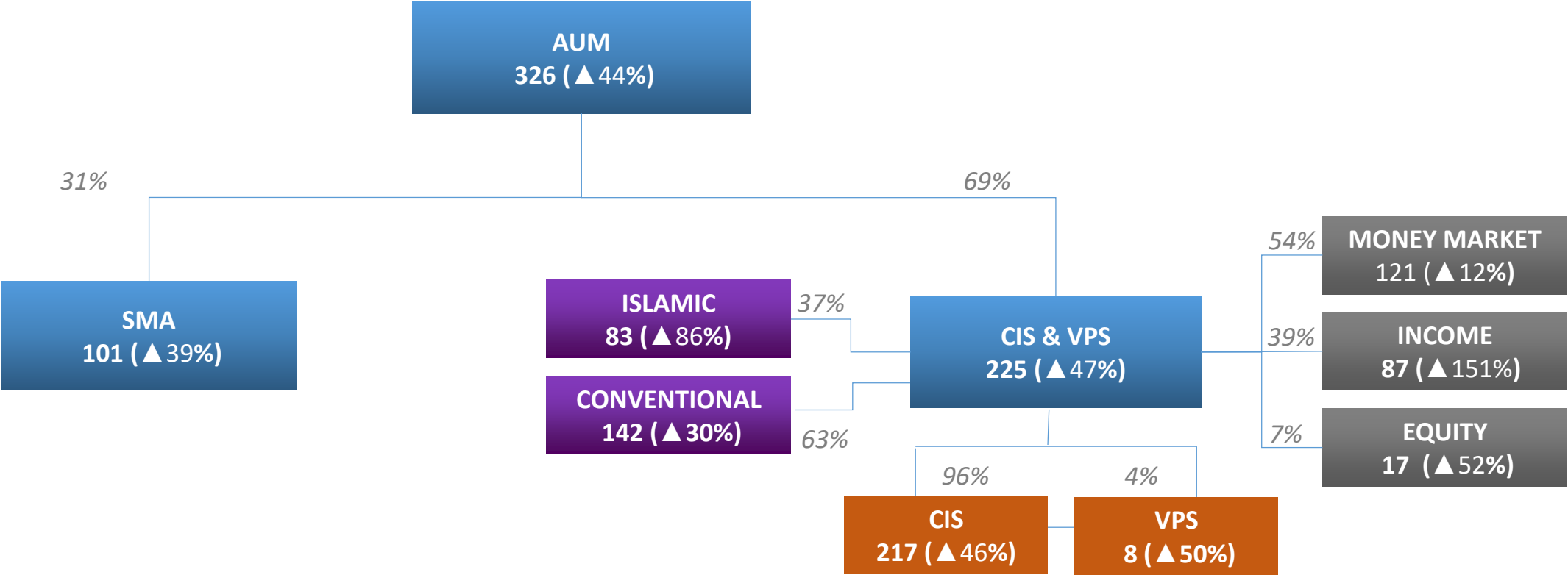
Initiatives/ Achievements

- Since last few years the Federal and Provincial governments are contemplating in launching Contributory Defined Pension Schemes for its new hiring. KPK province was the first to launch the Schemes through various Pension Fund Managers in FY 2023-2024. Henceforth, to facilitate, the Company launched both Conventional and Islamic Pension Schemes. As on June 30, 2024 MCBIM has the highest market share;
- Integrated Company's website with MCB Bank's Mobile Banking App - MCB Live, after which investors can invest in MCB Funds via MCB Live;
- Launch of Corporate Employee Portal through which employees' onboarding can be done online;
- Instant digital account opening through bio metric Verisys – **Industry first**;
- Launch of Raast for instant investment via any banking app/portal; and
- Won 'Best Customer Service', 'Best Email Marketing' & 'Best Machine Learning' awards at Pakistan Digital Awards 2024.

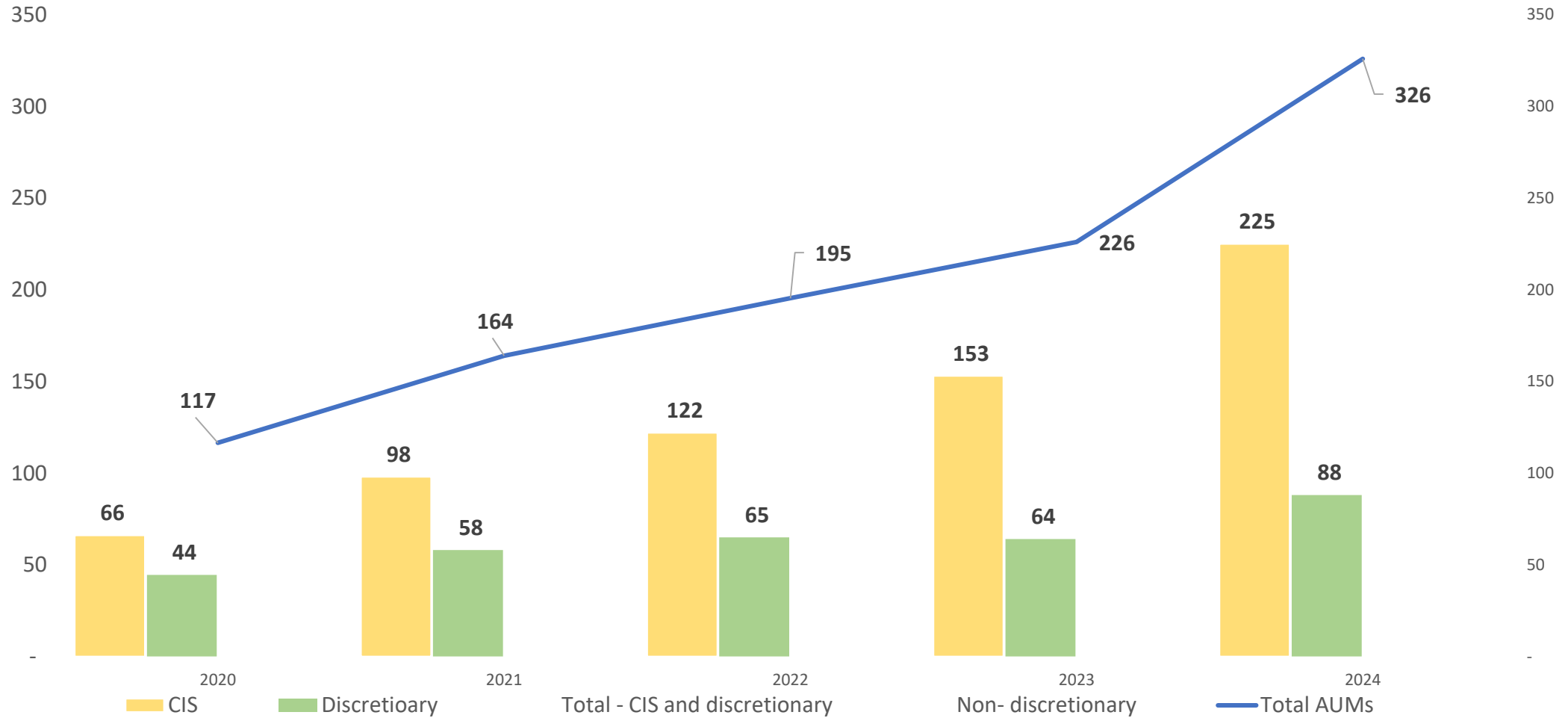
Executive Summary



Assets Under Management (AUM) Snapshot – June 30, 2024 (Rs. in Billion) - Annual

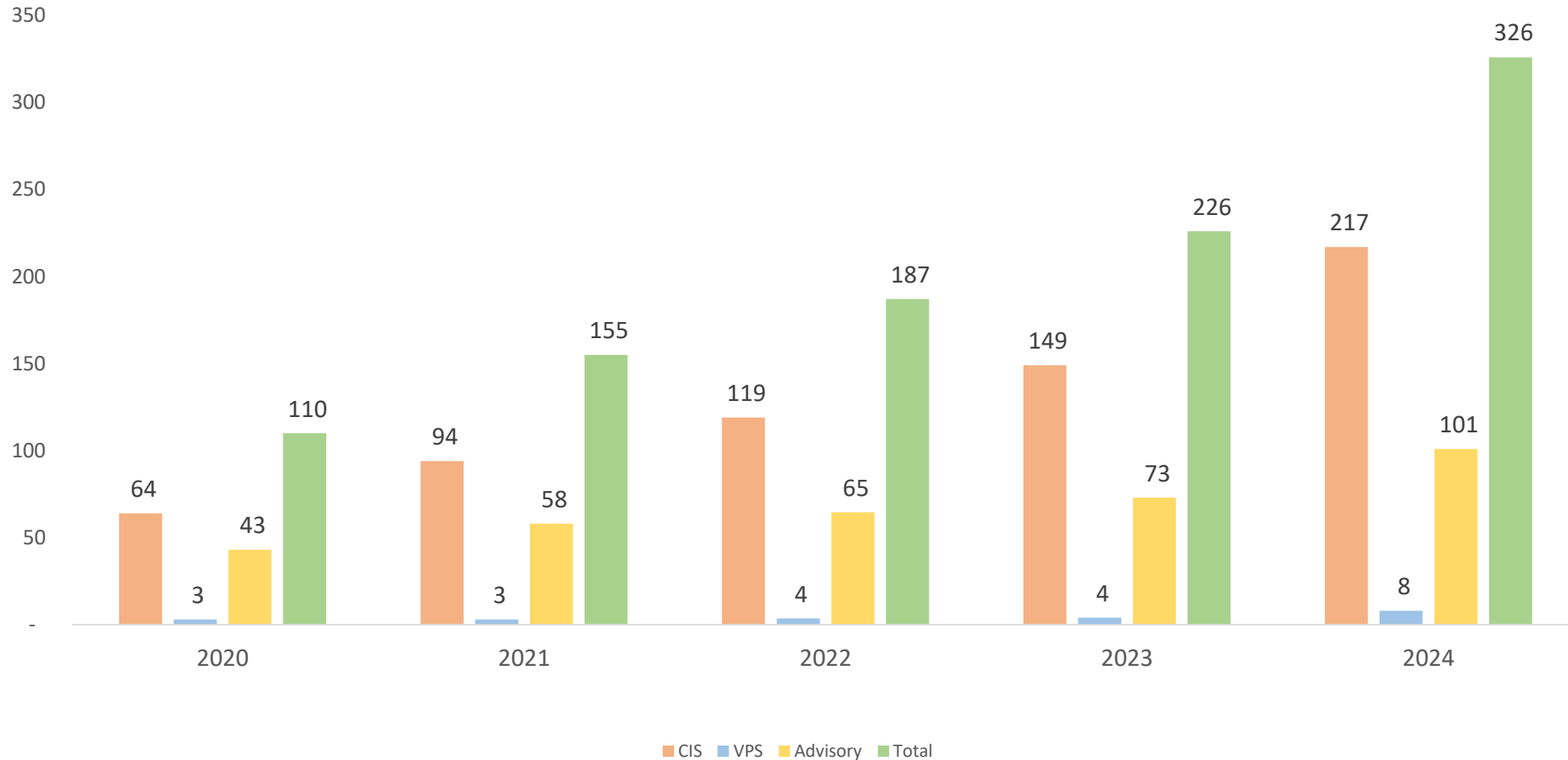


YoY AUM with Growth Rate - MCBIM

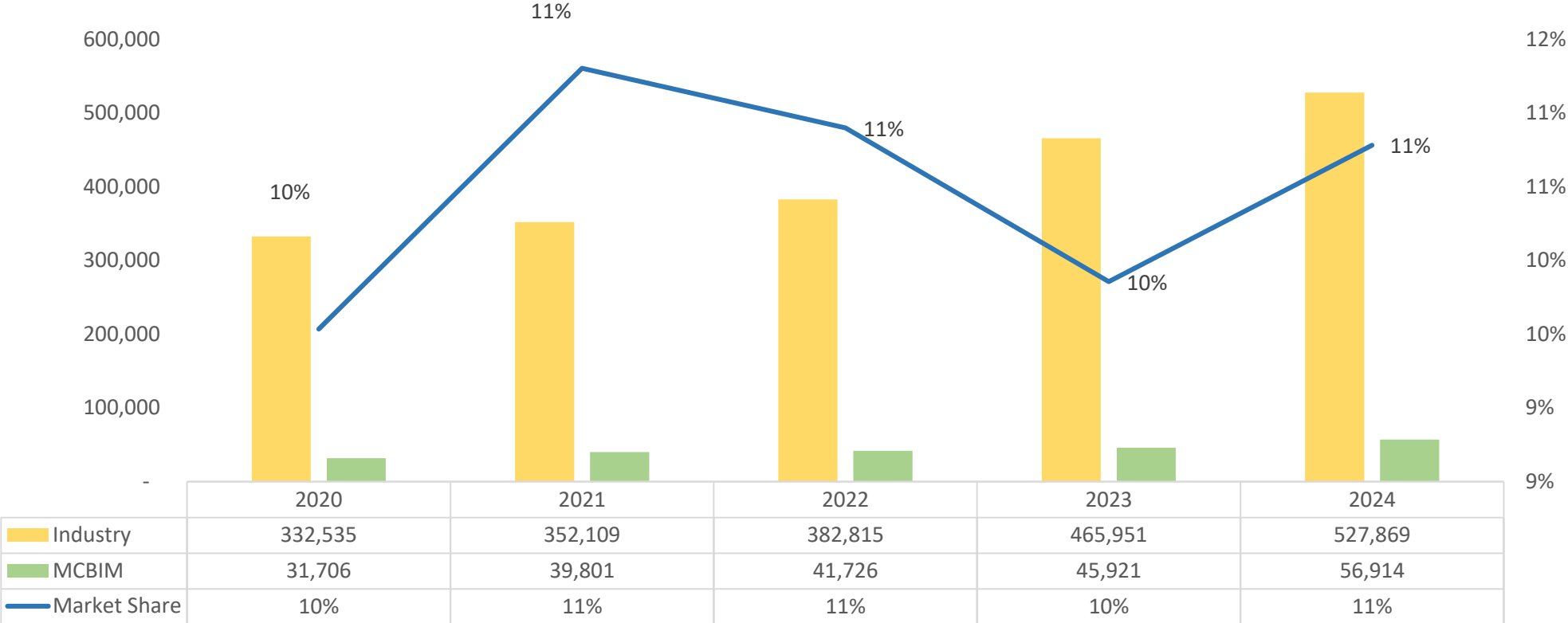


Strictly Private and Confidential
Property of MCB Funds - MCB Investment Management Limited

Break up of Assets under Management in billion FY 2023-24



YoY Number of Investors



Industry MCBIM Market Share

Financial Details

Statement of Profit or Loss Account	30-Jun-24	30-Jun-23	30-Jun-22	30-Jun-21	30-Jun-20
	Rs.(000)	Rs.(000)	Rs.(000)	Rs.(000)	Rs.(000)
Management Fee / Investment Advisory Fee	1,608,510	1,100,957	849,582	752,078	673,852
Processing Income	193,739	93,782	62,786	52,057	31,792
	1,802,249	1,194,739	912,368	804,135	705,644
Expenses					
Administrative expenses	(778,357)	(663,576)	(480,178)	(423,435)	(415,167)
Selling and distribution expenses	(117,403)	(36,415)	(93,773)	(71,652)	(64,841)
Other expense	(208,643)	(28,855)	(15,940)	(17,344)	(15,342)
	(1,104,403)	(728,845)	(589,891)	(512,431)	(495,350)
Operating Profit	697,846	465,894	322,477	291,704	210,294
Other Income	2,620	2,865	1,551	3,441	4,929
Income from Investment	571,028	145,163	(30,456)	189,560	129,876
	573,648	148,028	(28,905)	193,001	134,806
Profit Before Taxation	1,271,494	613,922	293,572	484,705	345,100
Taxation	(410,192)	(235,704)	(120,210)	(108,272)	(87,432)
Profit After Taxation	861,302	378,219	173,362	376,433	257,668
Earnings Per Share	11.96	5.25	2.41	5.23	3.58

Dividend History

Year	Net Profit for the Year Rs. in million	Earnings Per Share (Rs.)	Total Dividend Declared	Interim Dividend	Final Dividend
2019-20	258	3.58	32.5 %	10.0 %	22.5 %
2020-21	376	5.23	50.0 %	22.5 %	27.5 %
2021-22	173	2.41	30.0 %	20.0 %	10.0 %
2022-23	378	5.5	55.0%	-	55.0%
2023-24	861	11.96	60.0%	35.0%	25.0%

Question & Answers

Thank You