



MCB FUNDS
Investments for Life

Corporate Briefing Session
November 17, 2023

Executive Summary

- The Company's **Market share** of **~11.4%*** as on June 2023. The Company is ranked 3rd in the Industry;
- As on June 30, 2023 MCBAH AUMs grew by 21% from **Rs. 187 billion** on June 30, 2022 to **Rs. 226 billion** (Funds AUM: 153 billion & SMA 73 billion);
- YTD (Jul-June'23) Net Sales in Funds stands at **Rs. 14.268 billion**. Increased AUMs coupled with AUM growth resulted core revenue to increase by Rs. 912 million (43%) to Rs. 1,195 million;
- **Operating profit YTD** – June'23 is **Rs. 471.82 million** vs Rs. 325.71 million for the corresponding year;
- YTD **June 2023 PSX** was **down by ~0.21%**; despite negative returns in equity markets the Company recorded investment income of **Rs. 139.24 million**;
- In Finance Act 2023 **Super Tax rates** were revised. Due to revision in rates, the Company recorded additional charge of **Income Tax of Rs. 48.19 million**;
- YTD **June 2023** The Company earned **Net profit after tax of Rs. 378.2 million** compared to Rs. 173.4 million earned during FY 2021-22;
- **EPS YTD** – June'23 is **Rs. 5.25** while the Company EPS for last year was Rs. 2.41; and
- **Dividend**– June'23 **Rs. 5.5** while the Company paid Dividend of Rs. 3 last year.

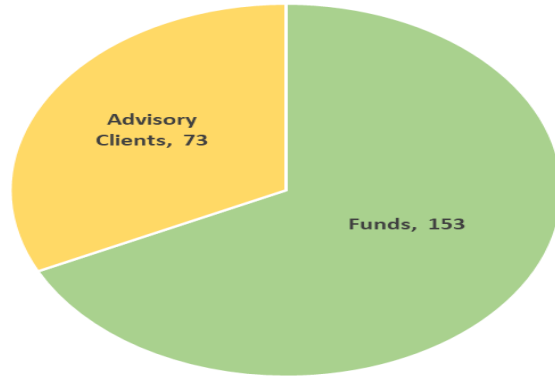
* SMA Industry AUM are available as of June 2023. MUFAP & SECP data is used for Industry AUM.

Dashboard – June 2023

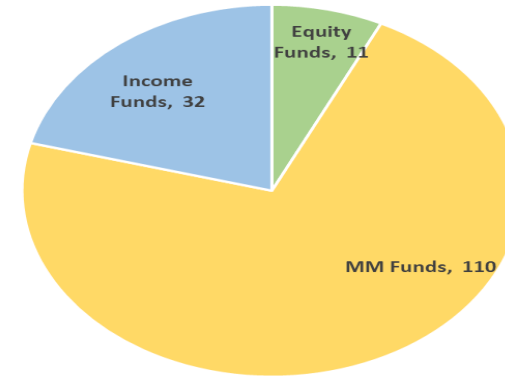
|AUM Rs 226 Bn |Net Profit (YTD) Rs 378.22Mn |PSX (YTD) 41,453(0.21%) |3M KIBOR

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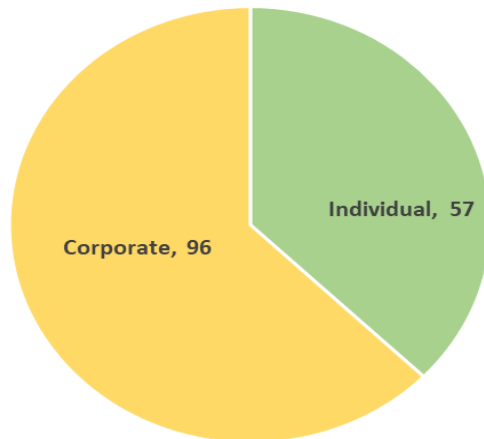
AUM Category wise - PKR 226 Billion



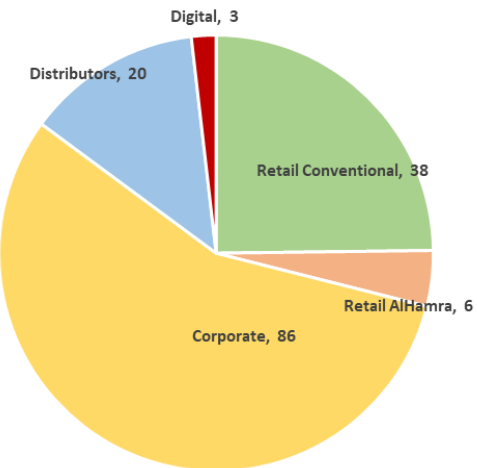
Funds AUM Category wise - PKR 153 Billion



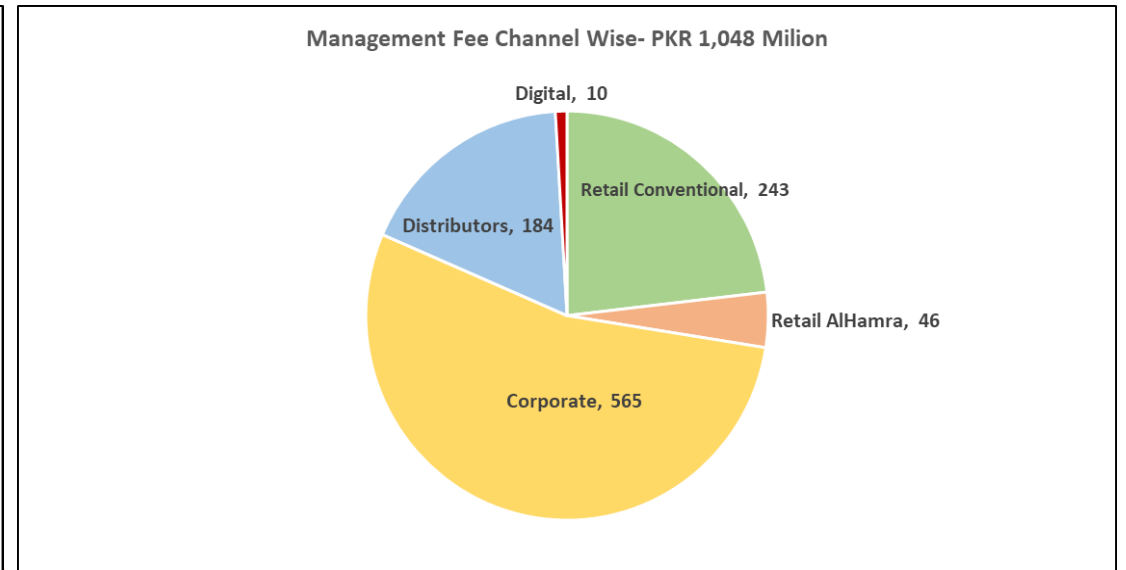
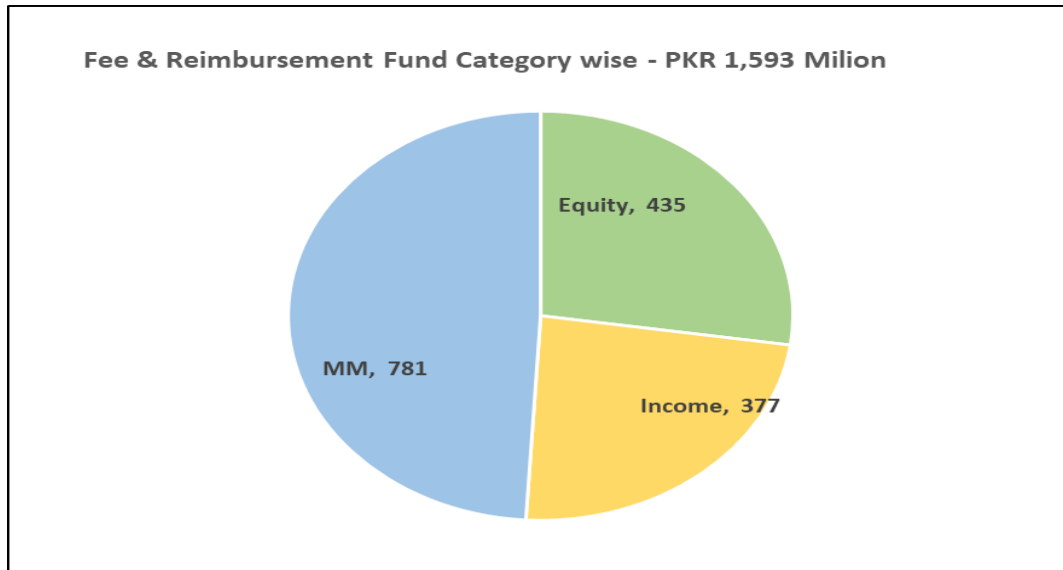
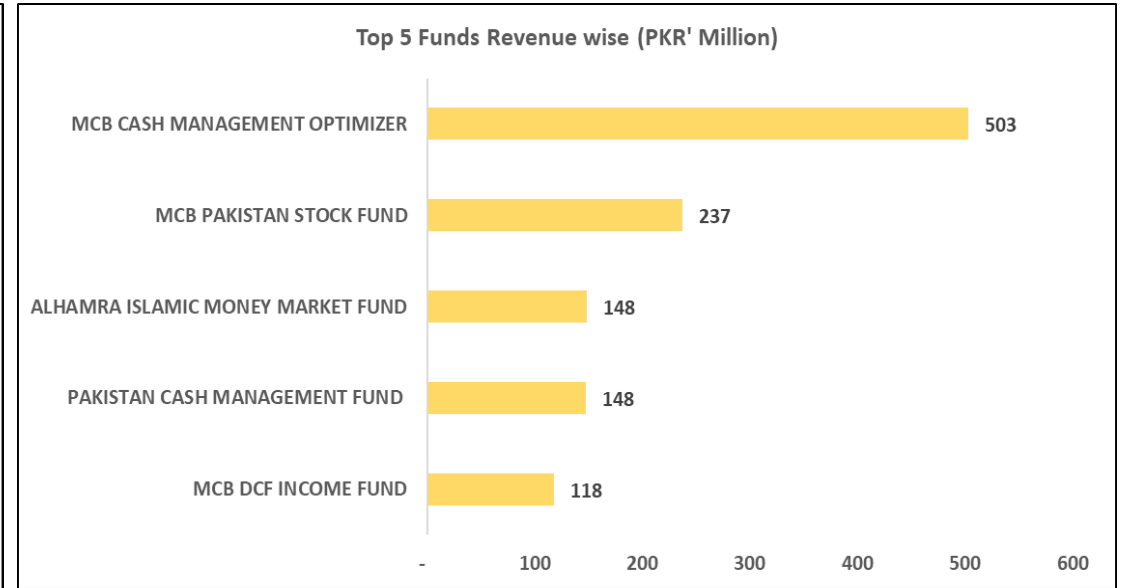
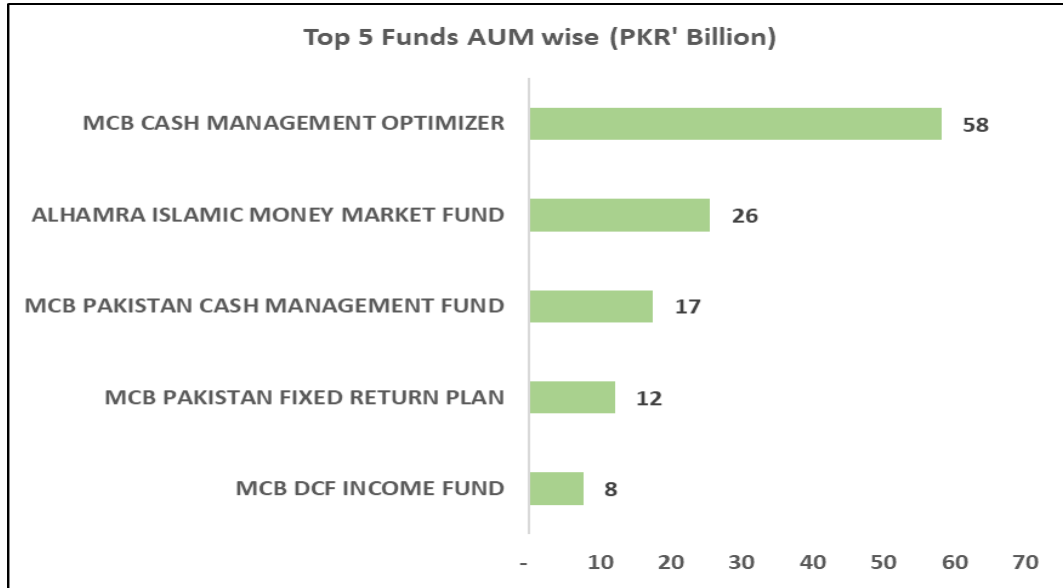
Funds AUM Segment wise - PKR 153 Billion



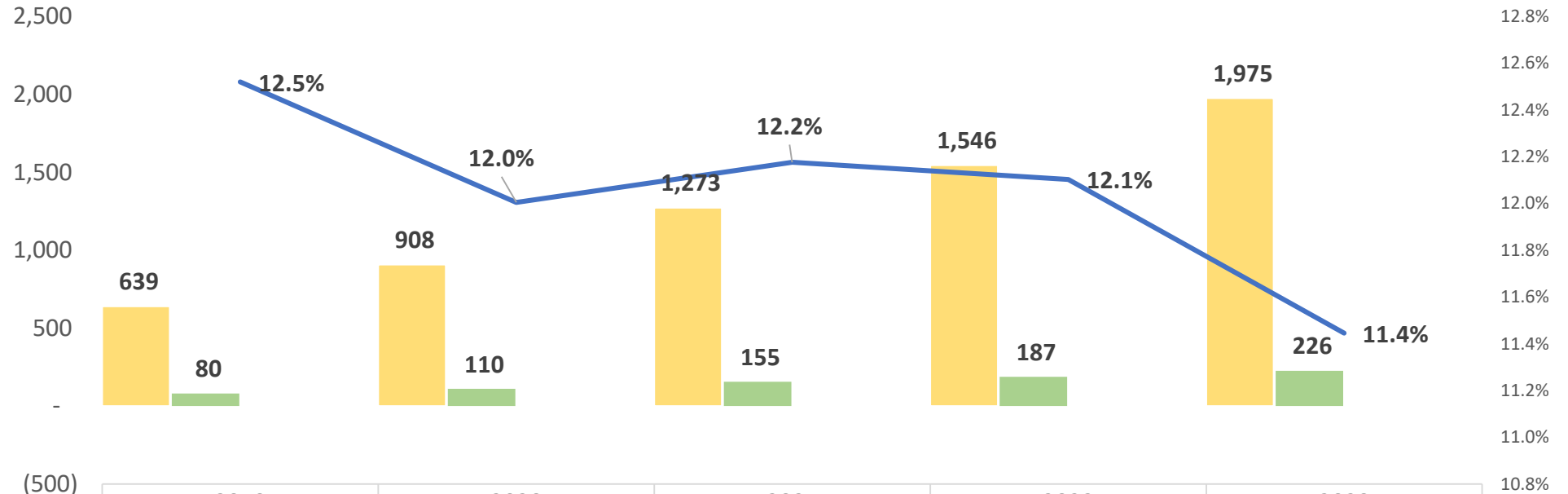
Funds AUM Channel wise - PKR 153 Billion



Dashboard – June 2023 ... Cont'd



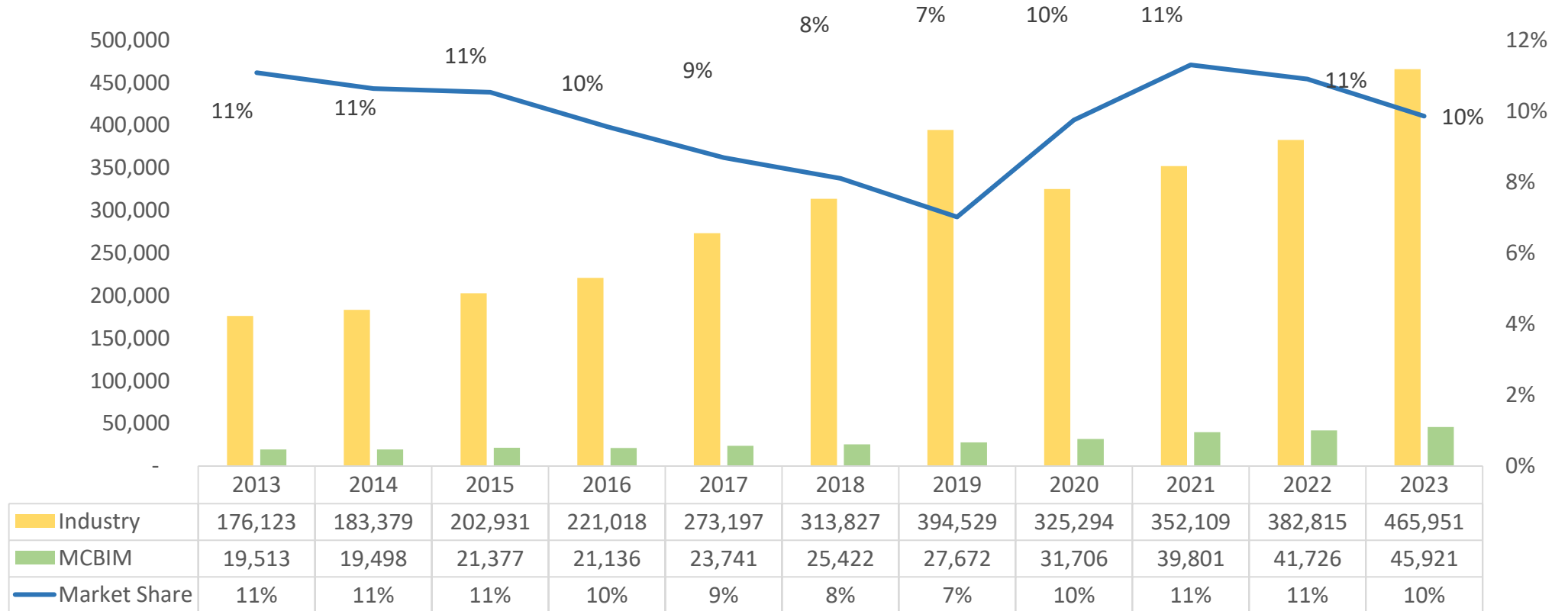
YoY AUM & Market Share with Growth Rate - Industry vs MCBIM



	2019	2020	2021	2022	2023
AUM Industry	639	908	1,273	1,546	1,975
AUM MCBIM	80	110	155	187	226
Growth Industry	-9.0%	42.1%	40.2%	21.4%	27.7%
Growth MCBIM	-1.2%	36.3%	40.9%	20.7%	20.8%
Market Share	12.5%	12.0%	12.2%	12.1%	11.4%

■ AUM Industry
 ■ AUM MCBIM
 Growth Industry
 Growth MCBIM
— Market Share

YoY AUM & Market Share with Growth Rate - Industry vs MCBIM

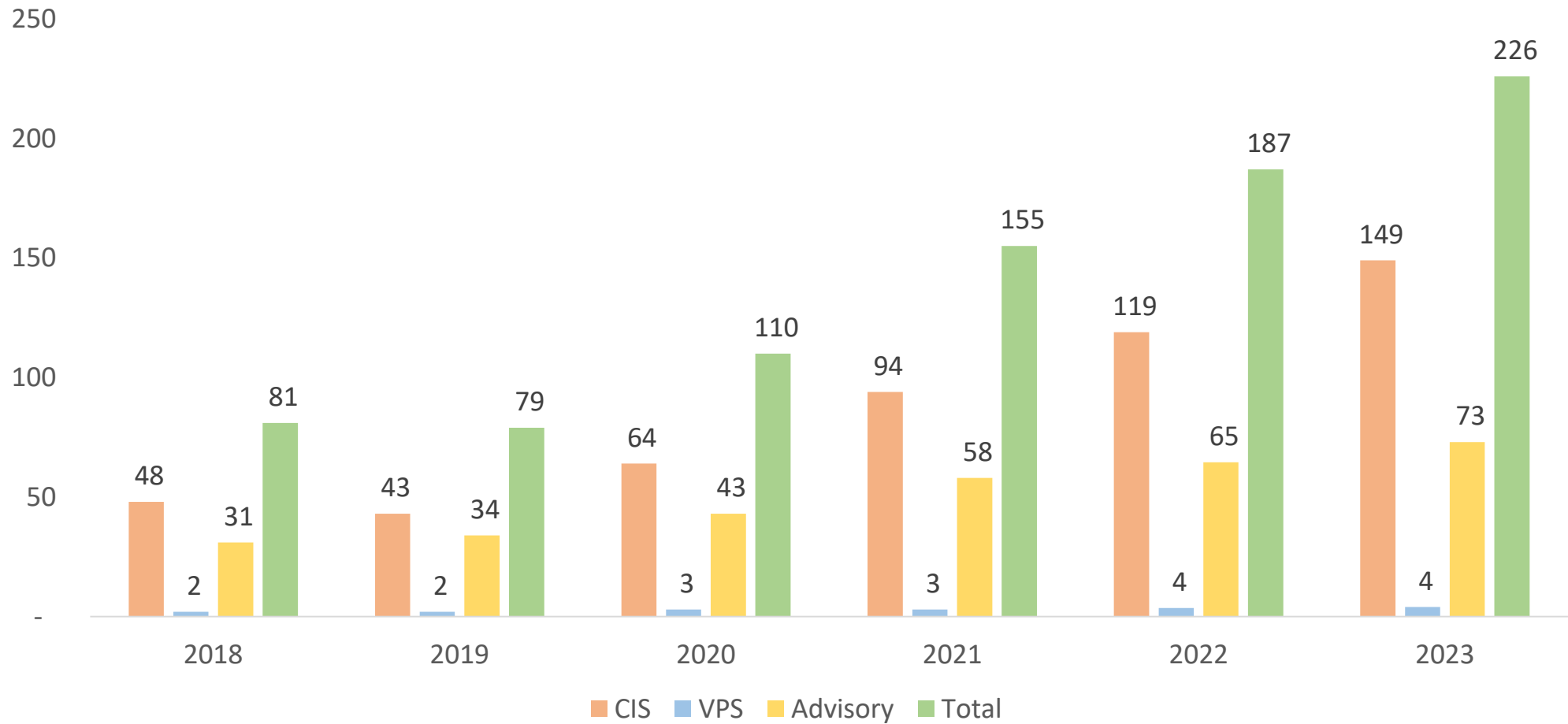


Industry MCBIM Market Share

Strictly Private and Confidential
 Property of MCB Funds - MCB Investment Management Limited
 (Formerly : MCB Arif Habib Savings and Investments Limited)



Break up of Assets under Management



Financial Details

Statement of Profit or Loss Account	30-Jun-23	30-Jun-22	30-Jun-21	30-Jun-20	30-Jun-19
Management Fee / Investment Advisory Fee	1,100,957	849,582	752,078	673,852	730,643
Processing Income	99,706	66,021	52,057	31,792	30,247
	1,200,663	915,603	804,135	705,644	760,890
Expenses					
Administrative expenses	(663,576)	(480,178)	(423,435)	(415,166)	(438,830)
Selling and distribution expenses	(36,415)	(93,773)	(71,652)	(64,841)	(192,057)
Other expense	(28,855)	(15,940)	(17,344)	(15,237)	(7,813)
	(728,845)	(589,891)	(512,431)	(495,244)	(638,700)
Operating Profit	471,819	325,712	291,704	210,400	122,190
Income from Investment	2,865	1,551	189,560	129,876	(45,812)
Other Income	139,238	(33,690)	3,441	4,825	8,787
	142,103	(32,140)	193,001	134,701	(37,025)
Profit Before Taxation	613,922	293,572	484,705	345,101	85,165
Taxation	(235,704)	(120,210)	(108,272)	(87,432)	(60,930)
Profit After Taxation	378,218	173,362	376,433	257,669	24,235
Earnings Per Share	5.25	2.41	5.23	3.58	0.34

Question & Answers

Thanks

