



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 3<sup>rd</sup> 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.

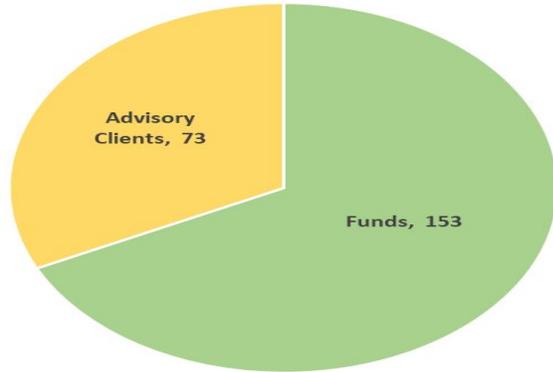
\* SMA Industry AUM are available as of June 2023. MUFAP & SECP data is used for Industry AUM.

# Dashboard – June 2023

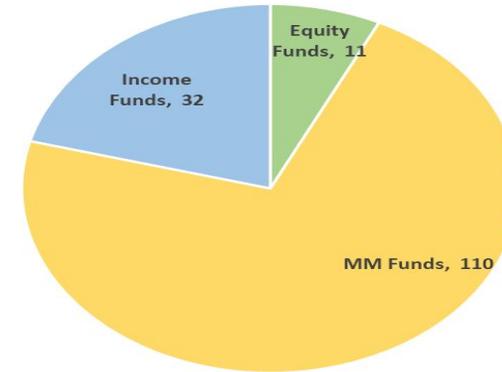
**|AUM Rs 226 Bn |Net Profit (YTD) Rs 378.22Mn |PSX (YTD) 41,453(0.21%) |3M KIBOR**

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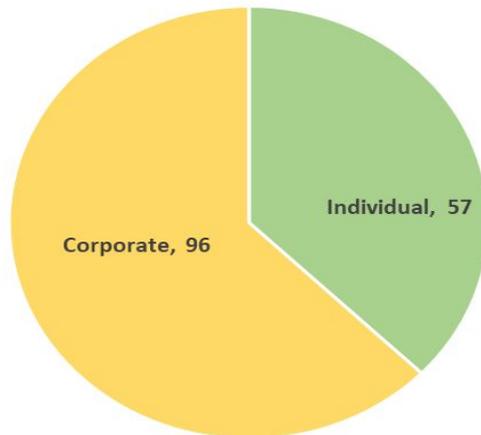
AUM Category wise - PKR 226 Billion



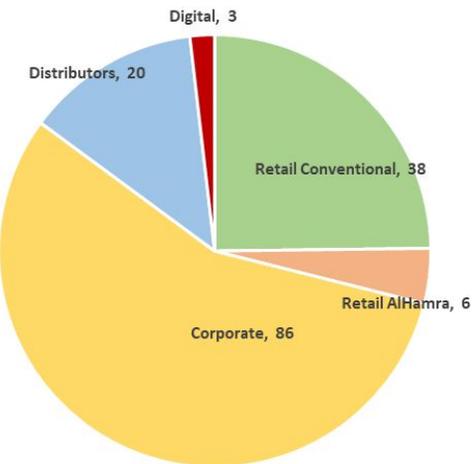
Funds AUM Category wise - PKR 153 Billion



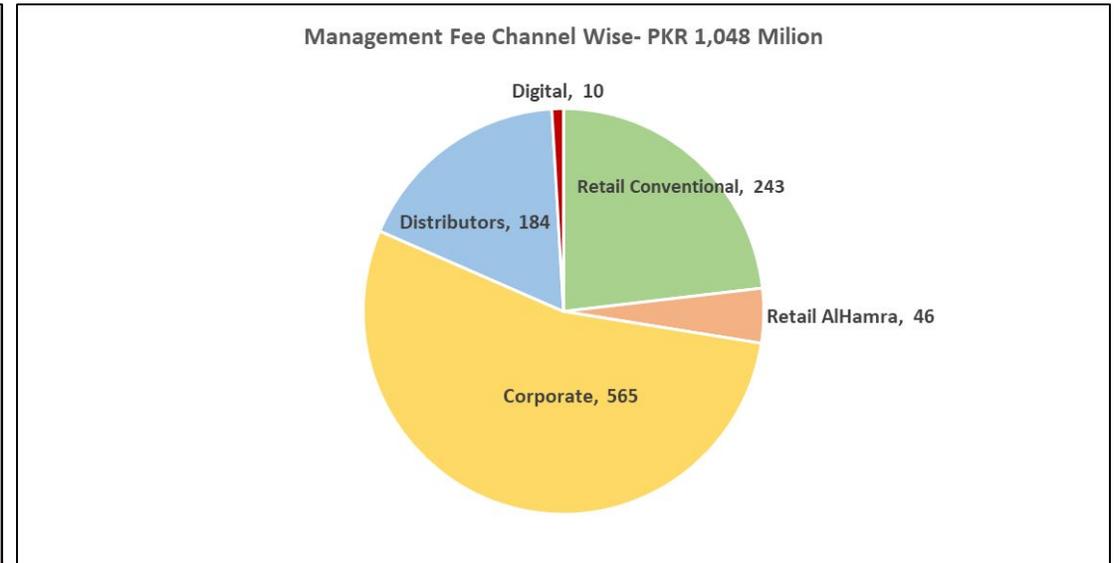
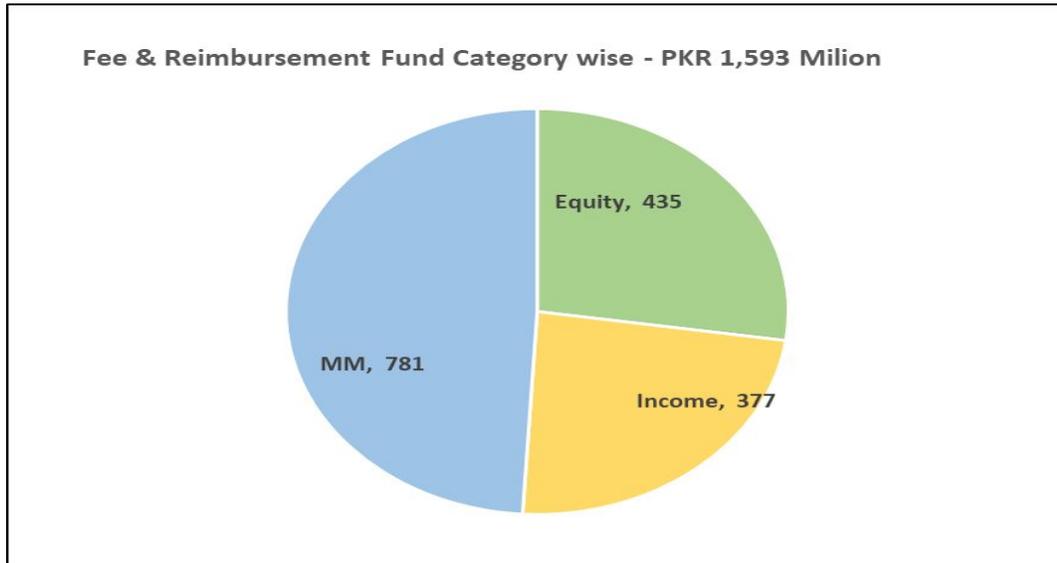
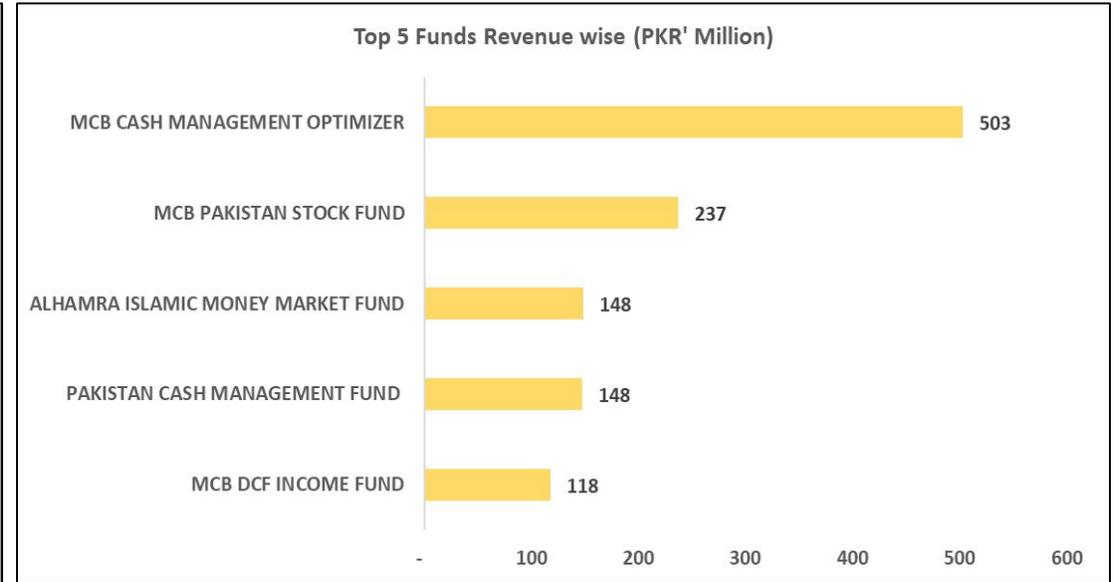
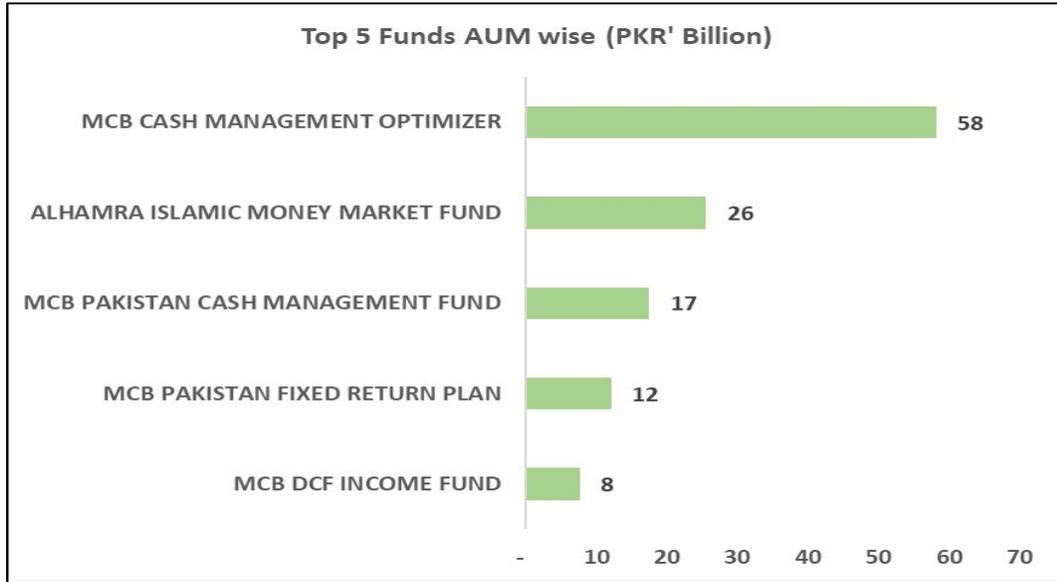
Funds AUM Segment wise - PKR 153 Billion



Funds AUM Channel wise - PKR 153 Billion



# Dashboard – June 2023 ... Cont'd



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



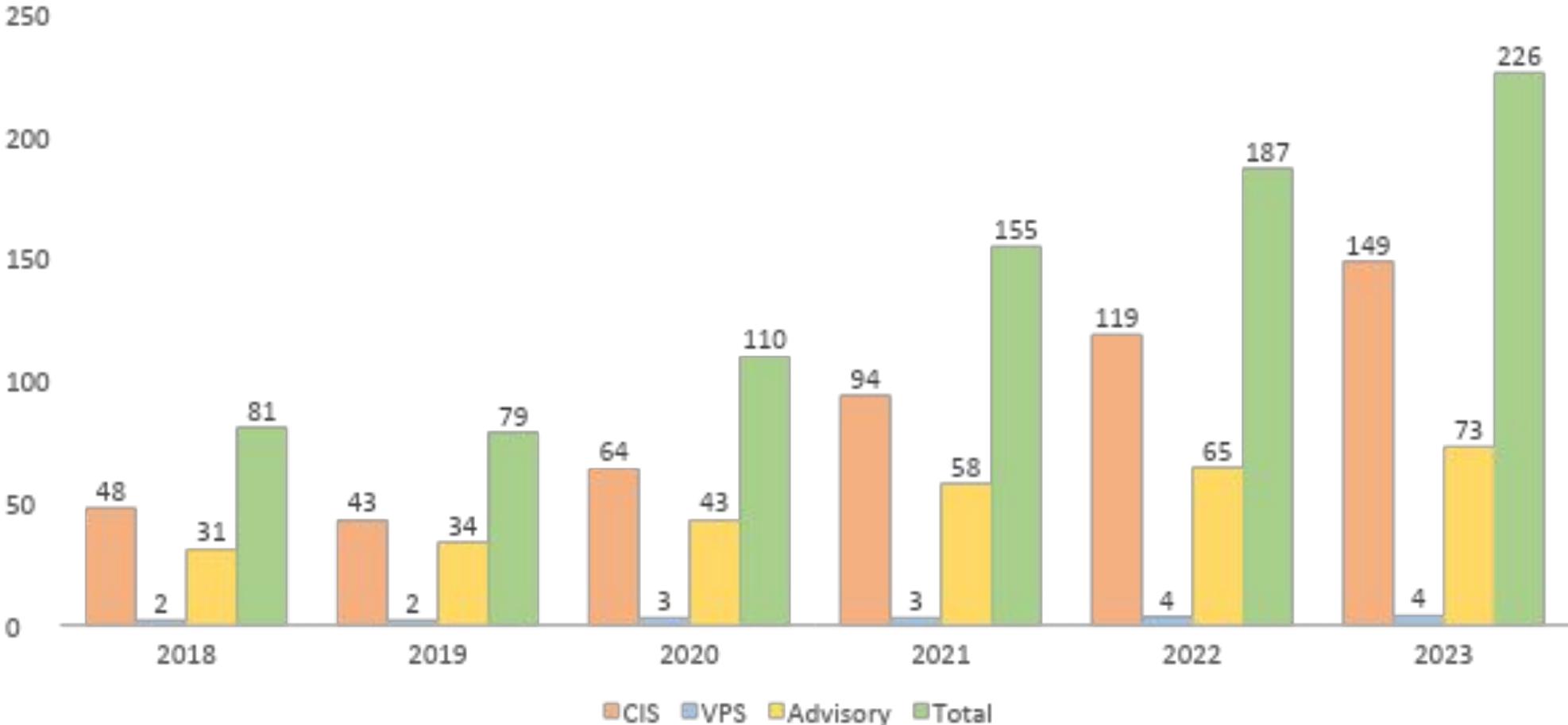
Strictly Private and Confidential  
 Property of MCB Funds - MCB Investment Management Limited  
 (Formerly : MCB Arif Habib Savings and Investments Limited)

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



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# Break up of Assets under Management



*Strictly Private and Confidential*  
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# Financial Details

<b>Statement of Profit or Loss Account</b>	<b>30-Jun-23</b>	<b>30-Jun-22</b>	<b>30-Jun-21</b>	<b>30-Jun-20</b>	<b>30-Jun-19</b>
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
<b>Expenses</b>					
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)
<b>Operating Profit</b>	<b>471,819</b>	<b>325,712</b>	<b>291,704</b>	<b>210,400</b>	<b>122,190</b>
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)
<b>Profit Before Taxation</b>	<b>613,922</b>	<b>293,572</b>	<b>484,705</b>	<b>345,101</b>	<b>85,165</b>
Taxation	(235,704)	(120,210)	(108,272)	(87,432)	(60,930)
<b>Profit After Taxation</b>	<b>378,218</b>	<b>173,362</b>	<b>376,433</b>	<b>257,669</b>	<b>24,235</b>
<b>Earnings Per Share</b>	<b>5.25</b>	<b>2.41</b>	<b>5.23</b>	<b>3.58</b>	<b>0.34</b>

# Question & Answers

# Thanks

