



MCB BANK LIMITED
PAKISTAN

London
December 10, 2010



Snapshot

Headquarters:	Lahore, Pakistan	
Founded:	1947	
Privatised:	1991	
Size:	Leading Bank in Pakistan representing 9% of total Banking Sector Assets & Deposits	
	PKR mm	US\$ mm **
Total Assets:	539,485	6,243
Total Advances:	246,887	2,857
Total Deposits:	422,272	4,886
Listed:	KSE,LSE,ISE	London Stock Exchange

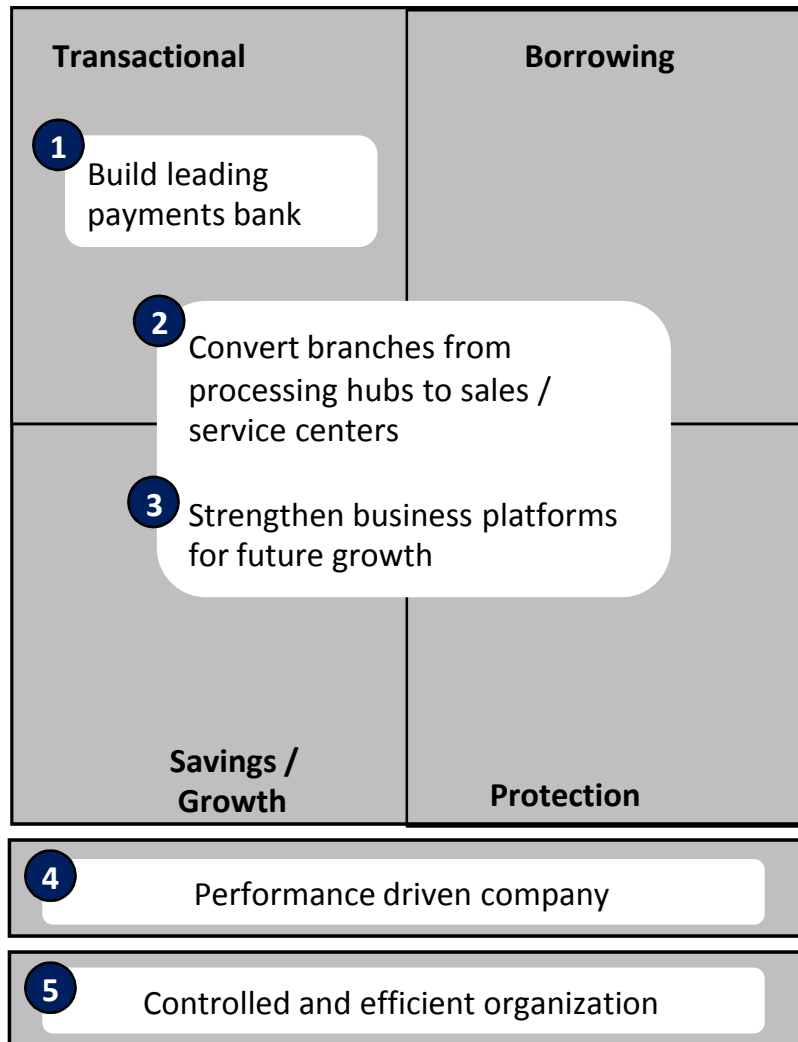


ATMs	500
Branches	1,109
Staff	9,276
Share price	188.31
Paid-up Capital (M)	7,602
Authorised Capital (M)	10,000
ROA	3.18%
ROE	26%
EPS	21.92
Foreign Investment	33.60%
Free Float shares*	328,757,457
Free Float (% of O/S shares)	43.25%
Ratings - PACRA	Long Term - AA Short Term - A1+

Note: Stand Alone Financials as of Sep 30, 2010; ** 1US\$ = PKR 86.42

* Position as of June 30, 2010

Customer Financial Needs



MCB Strategic Thrusts

1. Build leading payments bank

- Extensive Branch Network
- #1 in ADCs
- Dominant in payment products
- Transactional Convenience

2. Branches into customer focused centers

- branch sales and service model
- Quality product menu
- Cross Selling of Products
- Centralization & BPR to drive branch efficiency

3. Strengthen business platforms for future growth

- Focused growth in SME & Islamic sectors
- Grow Privilege proposition
- Strengthen consumer assets
- Technological / Network Updation

4. Performance driven company

- Fair performance management, training
- Pay for performance

5. Controlled and efficient organization

- Stringent cost focus
- Effective Risk Management Function
- Efficient and robust internal processes

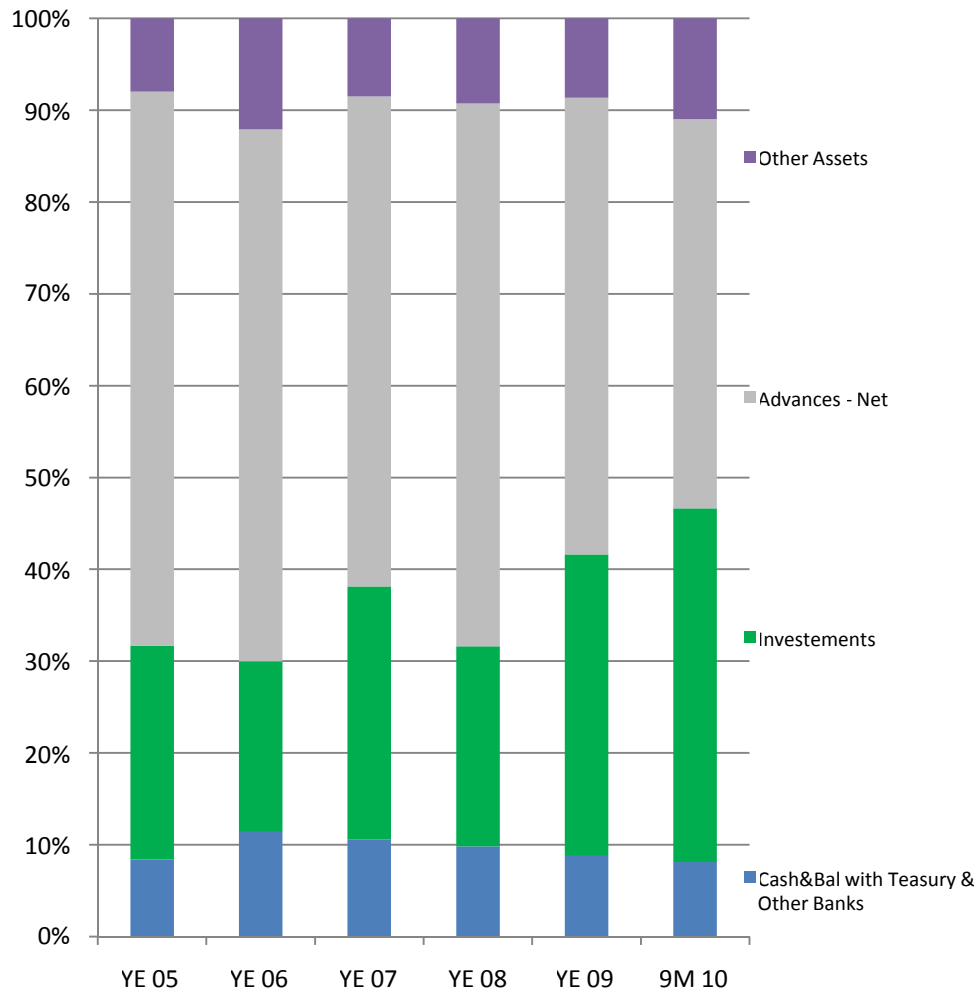


Key Performance Financial Indicators

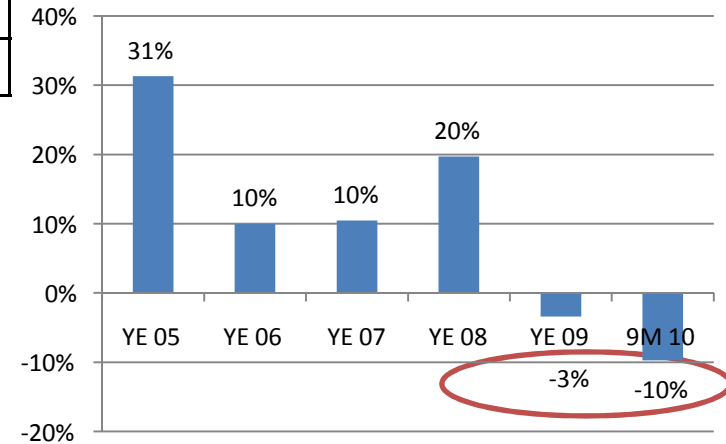
(Covering last 5 years performance / growth)

Financial Position - Strong Bottom Line Growth

Year	2005	2006	2007	2008	2009	9M 10
Total Assets	298,777	342,108	410,486	443,616	509,224	539,485
Growth	15%	15%	20%	8%	15%	6%

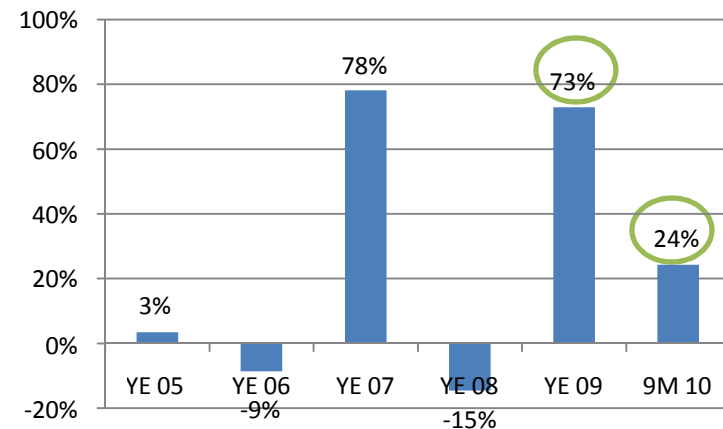


Growth in Advances – CAGR 5%



Less credit lending opportunities resulted in in growth in investments over the years as a securer and stable means of return

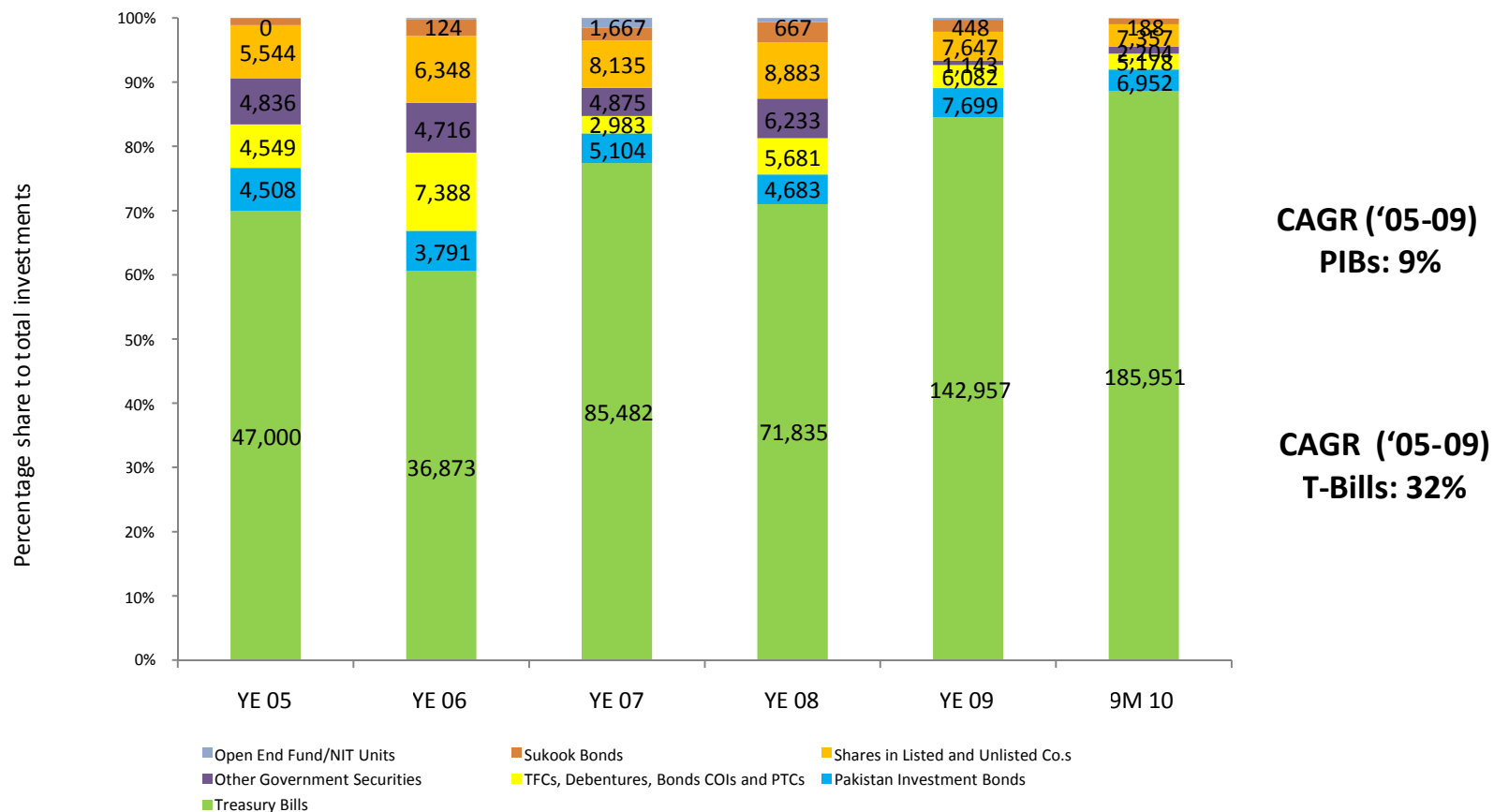
Growth in Investments – CAGR 24%



Securing Our Investments Into More Viable Options



PKR Mln



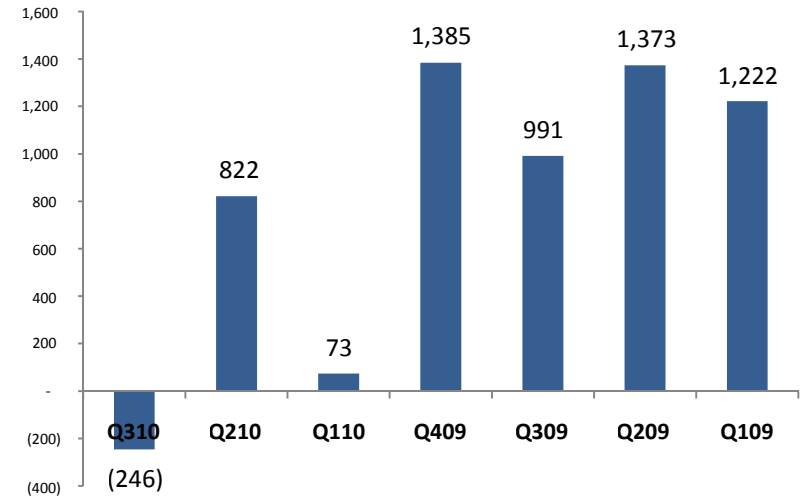
Year	2005	2006	2007	2008	2009	9M 2010
Total Investments	69,481	63,486	113,089	96,632	167,134	207,794
Growth %	3%	-9%	78%	-15%	73%	24%

Quarterly additions in NPLs & Concentration



Quarterly Addition In NPLs

	Q310	Q210	Q110	Q409	Q309	Q209	Q109
OAEM	5	(2)	(6)	(150)	133	(17)	11
Substandard	(271)	479	(1,210)	(573)	36	(600)	(1,318)
Doubtful	(503)	(768)	204	1,048	(720)	83	1,235
Loss	523	1,113	1,085	1,060	1,542	1,907	1,293
Total NPLs	(246)	822	73	1,385	991	1,373	1,222



Category wise Concentration

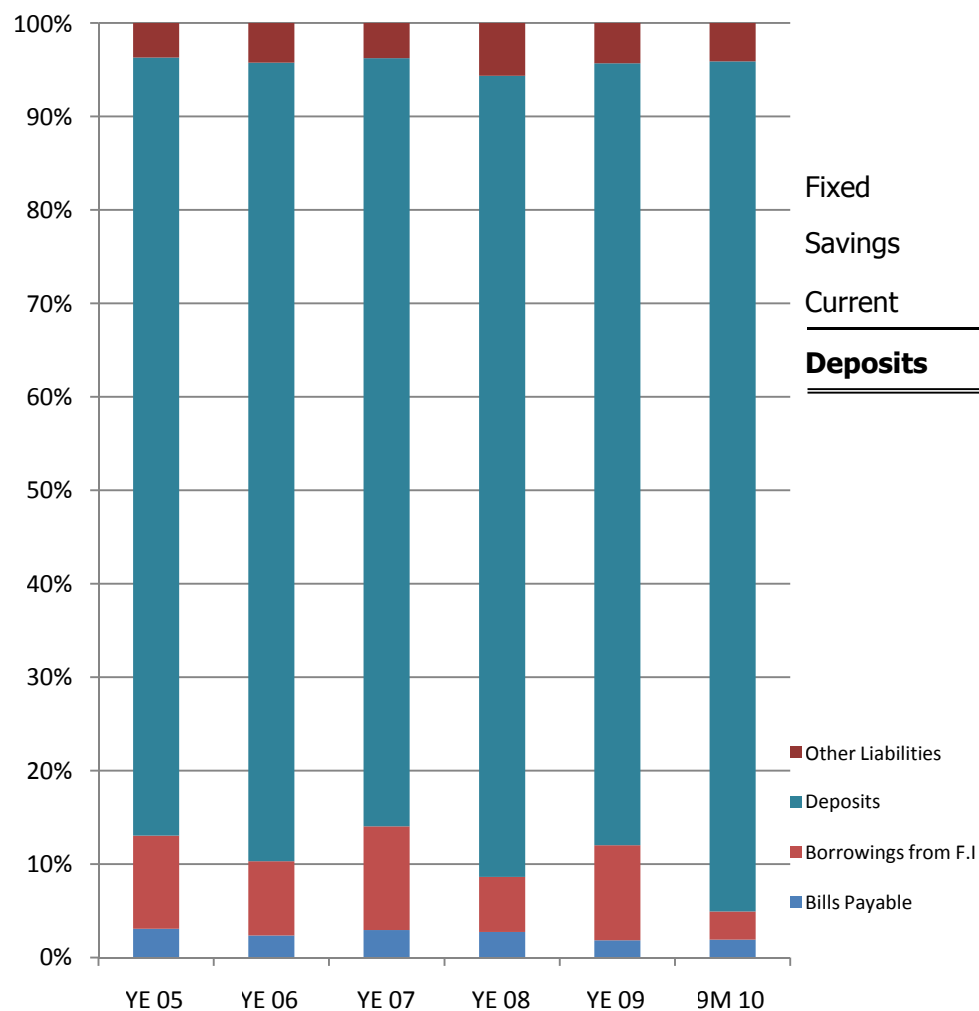


	Sep 2010	Con.	Dec 2009	Con.	+ / -	%
OAEM	74	0.3%	77	0.3%	(3)	-3.3%
Substandard	1,983	8.3%	2,986	12.8%	(1,002)	-33.6%
Doubtful	3,176	13.3%	4,243	18.3%	(1,067)	-25.2%
Loss	18,654	78.1%	15,933	68.6%	2,721	17.1%
Total	23,888	100.0%	23,239	100.0%	649	2.8%

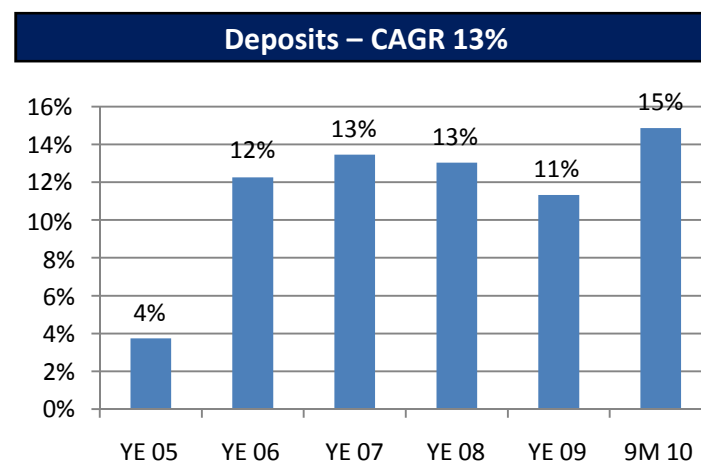
Equity and Liabilities



PKR Mln

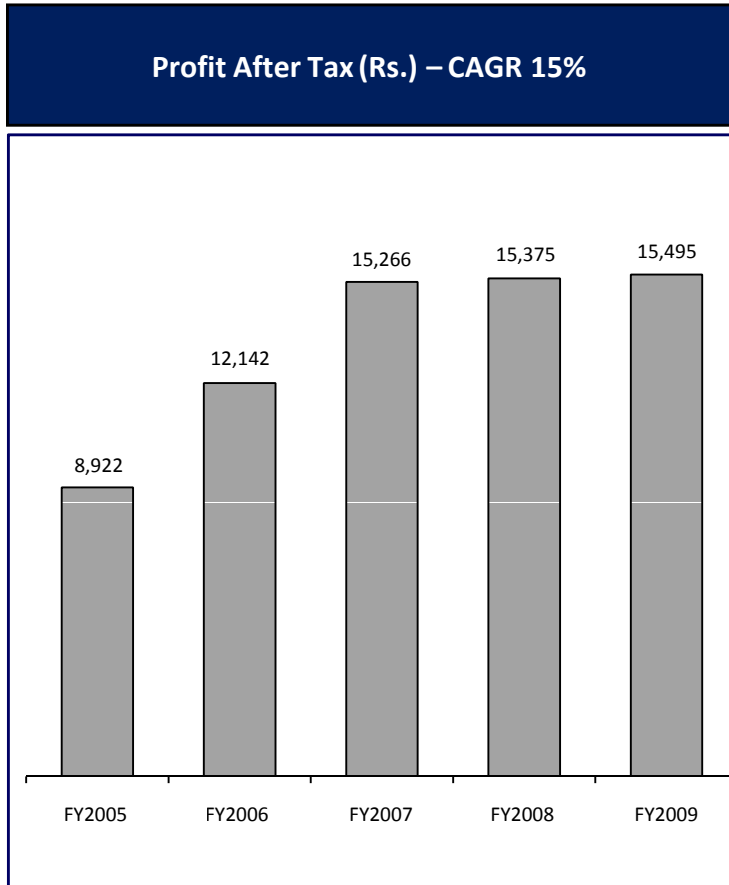


	YE 05	YE 06	YE 07	YE 08	YE 09	9M 10
Fixed	13,296	33,297	32,202	61,680	62,652	78,122
Savings	137,251	137,122	160,789	156,126	176,055	193,643
Current	78,798	87,043	99,106	112,375	128,898	150,507
Deposits	229,345	257,462	292,098	330,182	367,605	422,272



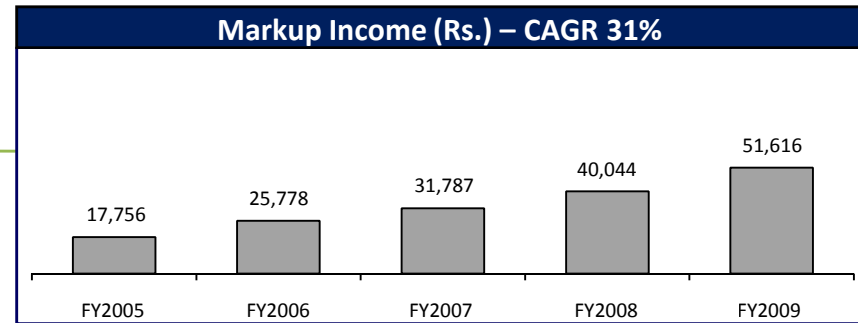
Year	2005	2006	2007	2008	2009	9M 2010
Total Liabilities	275,469	301,264	355,366	385,180	439,484	464,172
Growth	13%	9%	18%	8%	14%	6%

Focused Increase in Profitability

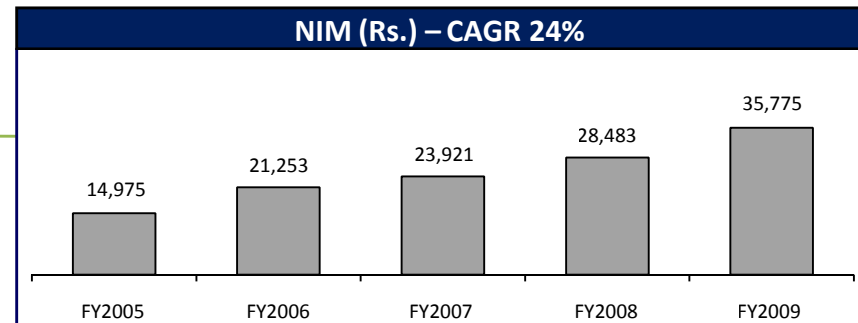


CAGR 2005 – 09

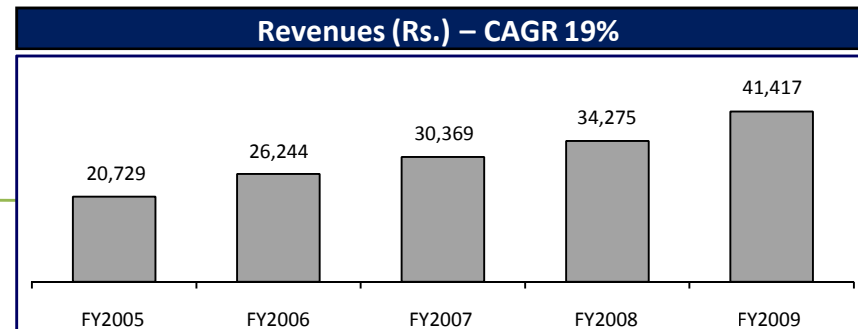
Sep 2010: 12,497



Sep 2010: 40,241



Sep 2010: 26,981

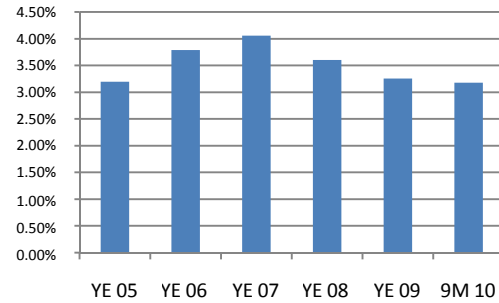


Sep 2010: 31,572

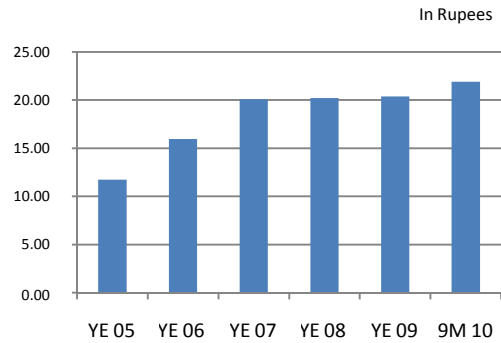
Performance Snapshot



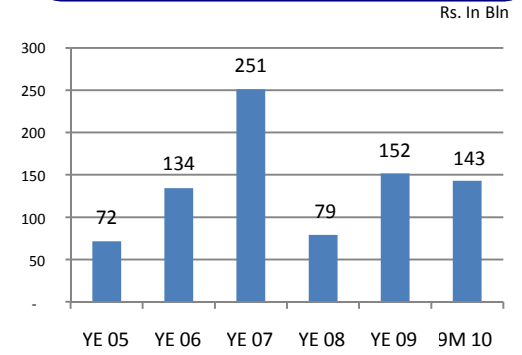
ROA



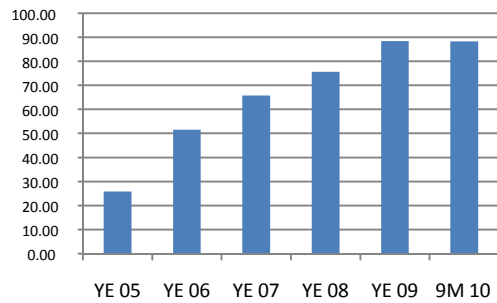
EPS



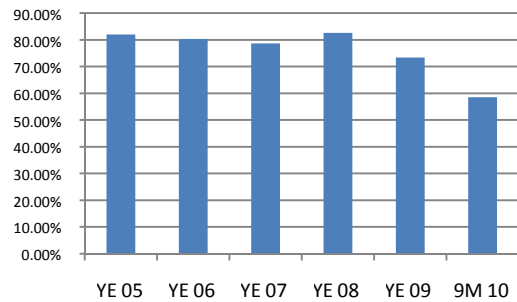
Market Capitalisation



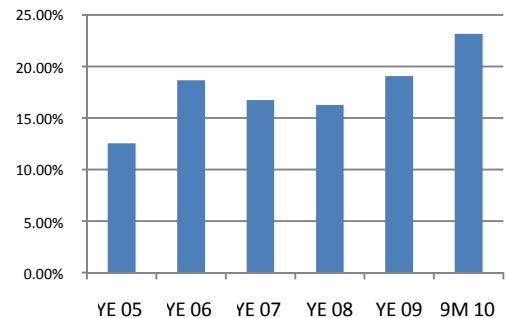
Book Value per Share



ADR



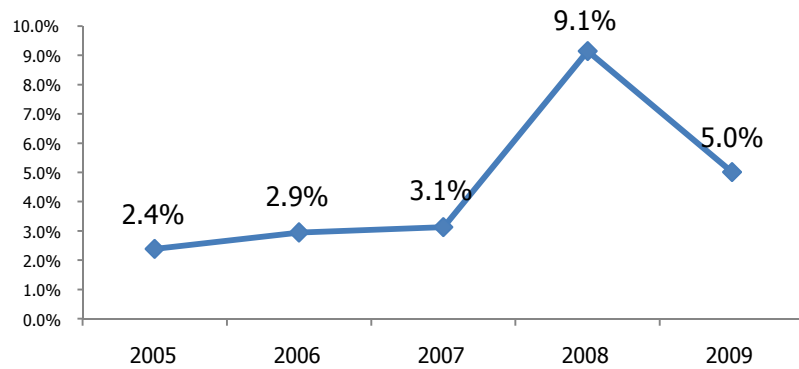
Capital Adequacy



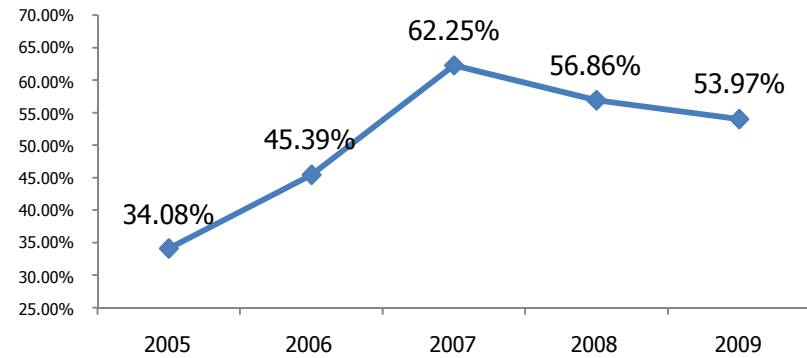
Shareholders Returns



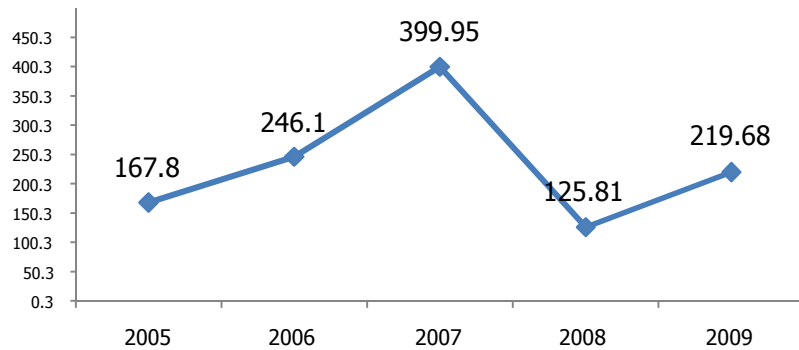
Dividend Yield (Based on Cash Dividends)



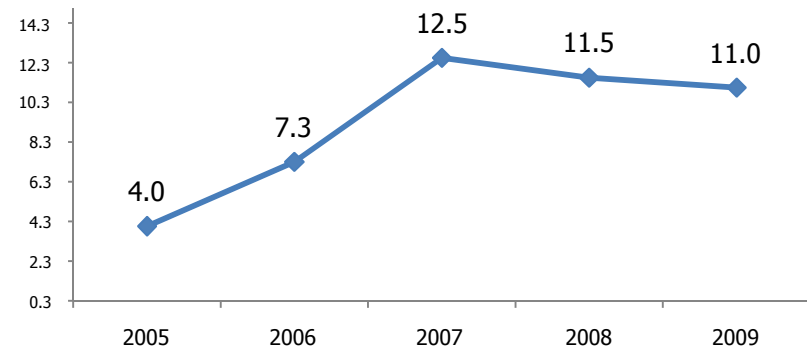
Dividend Payout



Share Price (Market Value per share)



Dividend per share (In Rupees)



	2005	2006	2007	2008	2009
Based on EPS	11.74	15.97	20.08	20.22	20.38

MCB – Financial Position as at September 30, 2010



	Sep 2010	Dec 2009	+ / -	%age	Sep 2009	%age	June 2010	%age
Assets	539,485	509,224	30,261	6%	468,802	15%	532,102	1%
Advances - net	228,577	253,249	(24,672)	-10%	238,292	-4%	245,058	-7%
Investments	207,794	167,134	40,660	24%	142,937	45%	179,515	16%
<i>T-Bills and PIBs</i>	192,903	150,656	42,246	28%	126,095	53%	161,646	19%
<i>Other Debt Securities</i>	5,877	6,998	(1,121)	-16%	6,192	-5%	8,212	-28%
<i>Equity Securities</i>	7,545	8,095	(550)	-7%	9,265	-19%	8,188	-8%
<i>Subsidiaries and Associates</i>	1,469	1,385	84	6%	1,384	6%	1,469	0%
Cash and Balances with Treasury Banks	43,851	38,775	5,076	13%	39,233	12%	44,463	-1%
Other Assets	59,262	50,065	9,197	18%	48,341	23%	63,066	-6%
Liabilities	464,172	439,484	24,688	6%	401,206	16%	458,827	1%
Deposits	422,272	367,605	54,667	15%	362,116	17%	419,270	1%
Borrowings	14,052	44,662	(30,610)	-69%	12,793	10%	13,379	5%
Bills Payable	8,844	8,201	643	8%	8,392	5%	5,370	65%
Other Liabilities	19,003	19,016	(13)	-0.1%	17,905	6%	20,808	-9%
Equity without surplus	67,084	61,076	6,008	10%	59,086	14%	64,752	4%
Equity with surplus	75,313	69,740	5,573	8%	67,596	11%	73,275	3%

MCB – Profitability Review – September 30, 2010



PKR Mln

	Sep 2010	Sep 2009	+/-	%	Budgeted	+/-	+/- %
Mark-up Income	40,241	38,289	1,953	5%	41,229	-988	-2%
Mark-up Expense	13,260	11,662	1,598	14%	13,334	-74	-1%
Net Mark-up Income	26,981	26,627	354	1%	27,895	-914	-3%
Non Interest Income	4,591	3,924	667	17%	4,590	1	0.0%
Total Revenues	31,572	30,551	1,022	3%	32,485	-912	-3%
Non Mark-up Expense	10,185	7,884	2,301	29%	10,973	-789	-7%
<i>admin expenses</i>	11,469	10,144	1,325	13%	12,235	-766	-6%
<i>PF reversal</i>	(2,069)	(2,814)	745	-26%	(1,875)	(194)	10%
<i>other charges</i>	785	554	231	42%	614	171	28%
Profit before Provisions	21,387	22,667	-1,280	-6%	21,511	-124	-1%
Provisions	2,025	5,014	-2,989	-60%	3,925	-1,901	-48%
against Investments	114	751	(637)	-85%	-	114	100%
against loans & advances	1,868	4,228	-2,361	-56%	3,904	-2,036	-52%
bad debts written off directly	43	35	8	24%	22	21	99%
Profit before Tax	19,363	17,653	1,710	10%	17,586	1,777	10%
Taxation	6,866	5,848	1,018	17%	6,155	711	12%
Profit after Tax	12,497	11,805	691	6%	11,431	1,066	9%

Increase of 354M, with QoQ increase of 312M in NIM

1. YoY increase of 1.95B in Interest Income;
 - On loans, dec of 2.9B
 - On Investments, inc of 4.7B
2. Increase in Interest Expense by 1.6B YoY;
 - On deposits, inc of 1.3B
 - Securities under rep-agreement, inc of 115M
 - 24M inc in discount & commission

YoY inc of 667M in non-markup income ;

- Inc in fee & brokerage income by 448M, 17%
- Inc in capital gains by 90M, 38%
- Income from dealing in FC up by 211M, 80%

YoY inc of 13% in admin exp;

- Personnel cost +17%
- Rent +19%
- Insurance +24%
- Electricity & Gas +12%
- Rep & maint +30%
- Travelling & fuel +27%
- Instrument clearing +26%
- CTC -21%
- Communications -14%

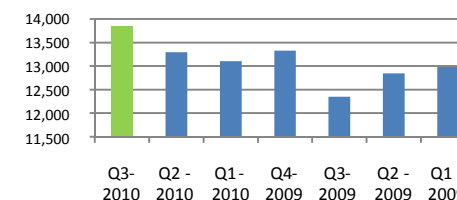
MCB – Highest Quarterly Profit in the History



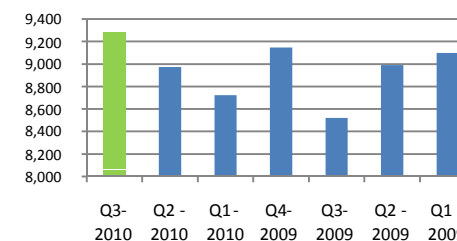
PKR Mn

	Q3 - 10	Q2 - 10	Q1 - 10	Q4 - 09	Q3 - 09	Q2 - 09	Q1 - 09
Mark-up Income	➔ 13,845	13,295	13,101	13,327	12,350	12,847	12,983
Mark-up Expense	4,560	4,322	4,377	4,180	3,830	3,857	3,886
Net Mark-up Income	➔ 9,285	8,973	8,724	9,148	8,520	8,990	9,097
Non Interest Income	1,600	1,591	1,400	1,719	1,183	1,070	1,675
Total Revenues	➔ 10,885	10,563	10,124	10,867	9,703	10,060	10,772
Non Mark-up Expense	3,759	3,555	2,871	3,056	2,818	2,459	2,791
<i>admin expenses</i>	3,909	4,035	3,525	3,887	3,668	3,397	3,264
<i>PF reversal</i>	(425)	(769)	(875)	(1,109)	(1,050)	(1,114)	(650)
<i>other charges</i>	275	289	221	278	200	176	178
Profit before Provisions	7,125	7,009	7,253	7,810	7,086	7,601	7,981
Provisions	-25	1,048	1,002	2,308	1,120	2,149	1,743
<i>against Investments</i>	➔ (11)	1	124	733	232	568	(49)
<i>against loans & advances</i>	➔ (26)	1,029	865	1,568	855	1,582	1,791
<i>bad debts written off directly</i>	11	18	14	7	33	-	0
Profit before Tax	7,151	5,961	6,251	5,502	5,964	5,451	6,238
Taxation	2,596	2,160	2,110	1,812	1,916	1,829	2,103
Profit after Tax	4,554	3,801	4,141	3,690	4,049	3,622	4,135

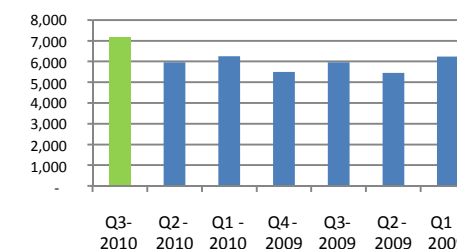
Highest Markup Income Earned



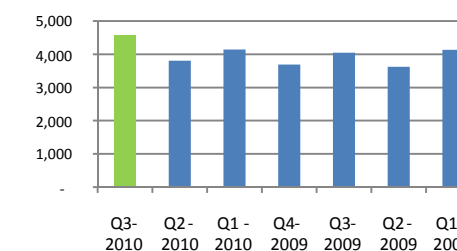
Highest Net Mark-up Income



Highest Profit before Tax



Highest Profit after Tax



- Registered highest PBT / PAT for the period ended September 30, 2010
- Effective Cost Cutting / Risk Management Policies
- Highest EPS
- Highest Return on Assets (ROA)
- Significant Return on Equity (ROE)
- Highest Capital Adequacy ratio
- NPL coverage ratio
- Infected portfolio below 10% of gross advances
- MCB's strong CASA base
- Highest Market Capitalization in the peer banks
- MCB exposure in risk free govt. securities
- Controlled NPL growth over quarters
- First financial institution to launch Mobile Banking in Pakistan
- First ICFR compliant Bank in Pakistan





Recognitions/ Awards



“Series of Awards Won”

2009

Asia Money – Best Domestic Bank in Pakistan
The Asset - Best Domestic Bank in Pakistan

2008

EuroMoney – Best Bank In Asia
EuroMoney – Best Bank In Pakistan
AsiaMoney – Best Domestic Bank In Pakistan

2006

EuroMoney – Best Bank In Pakistan
AsiaMoney – Best Domestic Bank In Pakistan

2005

EuroMoney – Best Bank In Pakistan
AsiaMoney – Best Domestic Bank In Pakistan

2004

EuroMoney – Best Bank In Pakistan
AsiaMoney – Best Domestic Bank In Pakistan

2000, 2001 & 2003

EuroMoney – Best Bank In Pakistan



“Best Bank Led Mobile Money Transfer Program”



“Most Stable Bank in Pakistan”

Awards in 2010



Estd. 1951

“Best Corporate Report Award 2009”



**For further details on MCB Bank Limited, please visit
www.mcb.com.pk**

**For any query/comments/feedback, please e-mail
investor.relations@mcb.com.pk**