

9 August 2022

Department of Corporate Services
BSE Limited
1st floor, New Trading Ring
Rotunda Building, P J Towers
Dalal Street, Fort
Mumbai - 400 001
Scrip Code: 500710

The Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, 5th floor,
Bandra-Kurla Complex
Bandra (E)
Mumbai – 400051
Symbol: AKZOINDIA

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the presentation made to the investors at the investor call held on 9 August 2022 on the audited standalone and consolidated financial results of the Company for the quarter ended 30 June, 2022.

This is for your information and record.

Yours Faithfully,
For Akzo Nobel India Limited



Harshi Rastogi
Company Secretary
Membership#A13642

Encl: as above.

Akzo Nobel India Ltd. – Investors Call

9th Aug 2022

AkzoNobel



People.
Planet.
Paint.

About Us

About AkzoNobel

AkzoNobel

- €9,587 mn revenue in 2021, 3rd largest in global Paints & Coatings industry
- 11.4% Return on Sales in 2021
- 150+ countries;
- 32,800 employees
- Recipient of the Terra Carta seal, the only Paints & Coatings company to receive the honour
- Expanding leadership position through strategic acquisitions - Grupo Orbis (South & Central America), Lankwitzer Lackfabrik's Aluminum wheel liquid coatings business (Germany), Kansai Paint's Africa business

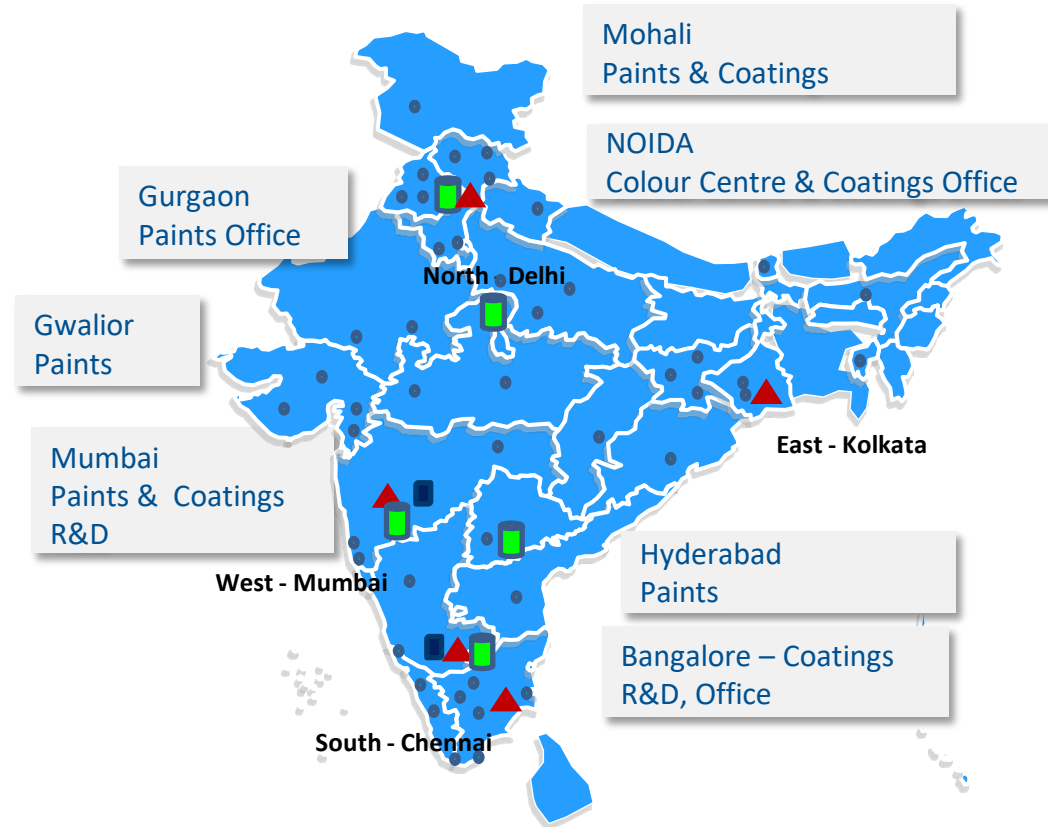


Gregoire Poux-Guillaume to be appointed Chief Executive Officer of AkzoNobel, succeeding Thierry Vanlancker, w.e.f. November 1.

About Akzo Nobel India

AkzoNobel

- ~1,460 employees; 5 offices
- 5 manufacturing sites; **Capacity augmentation & expansion plans in place**
- Scaling up distribution through **online and offline channels**
- 50% increase in network over recent years to cover **~5,000 towns**
- ~20,000 Paint retailers; ~4,000 B2B customers**
- World-class Color Centre** for ASC* in Bangalore
- Low-cost Innovation Centre** driving differentiated products in Thane



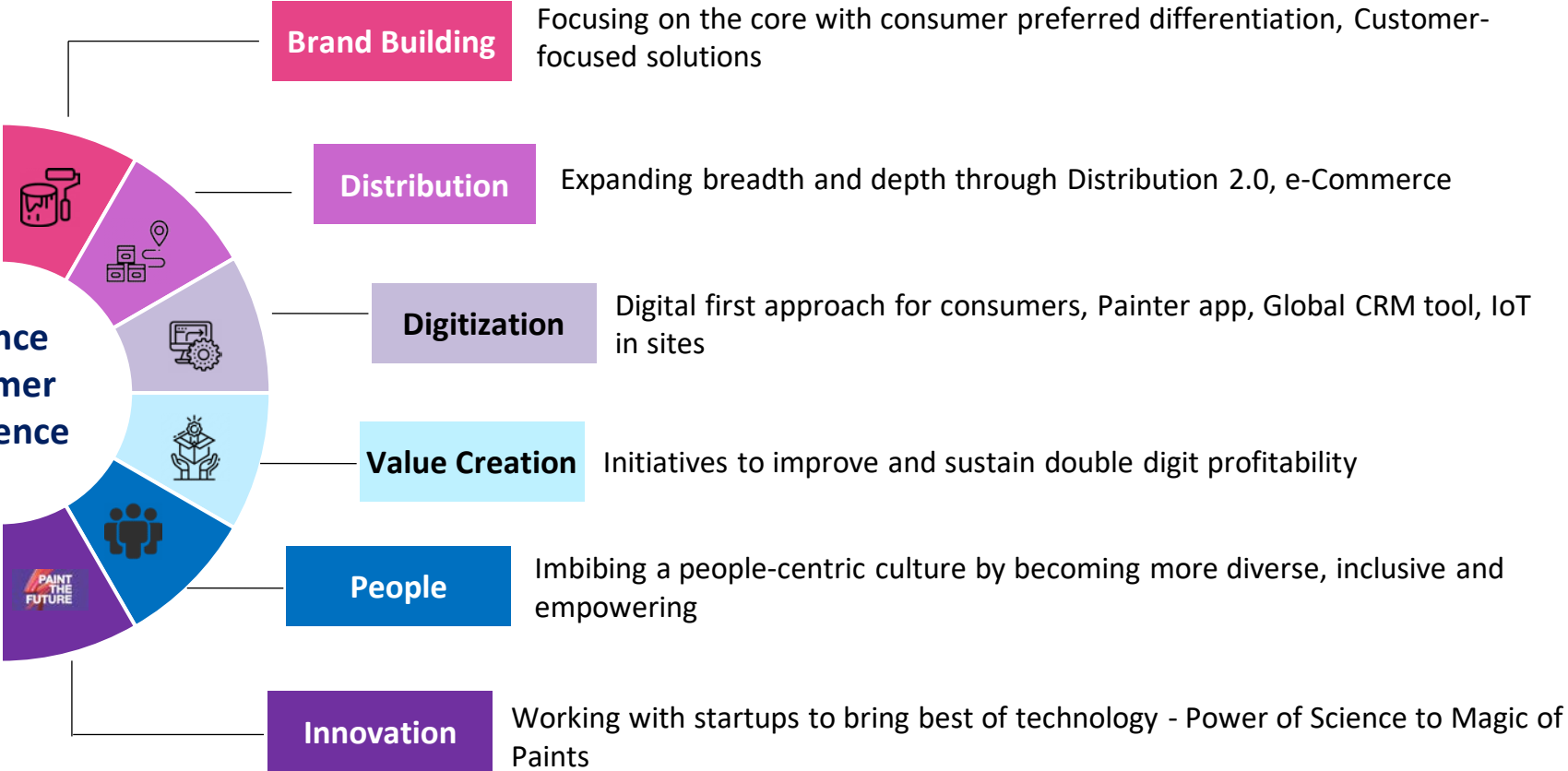
- Regional offices
- Manufacturing sites
- R&D

* ASC – Automotive & Specialty Coatings

ANI's pivotal role in Grow & Deliver ambition

Here's how we are driving Grow & Deliver

Enhance customer experience



Decorative Paints

Bringing world-class products and propositions to Indian markets

AkzoNobel

“Feels like home” campaign for Velvet Touch with Tru Color



Digital campaign for Dulux Aquatech



Redefining crack-proofing with PU* technology



Portfolio expansion with FloorPlus



* Polyurethane

Decorative Paints

Driving Digital

Simply refresh DIY range: Digital Campaign live, Markets expansion planned



AkzoNobel

Collaborative Innovation: Paint the Future Challenge



~200 submissions received



Top 30 to be selected



4-5 winners to be declared by a jury

Coatings: Broad-based growth

- Strong orders from Coastal & Navy, docking, Infrastructure segments in **Marine & Protective Coatings**
- Traction in **Packaging** sustained
- Base effect of Covid 2.0 on growth most visible in **Automotive & Specialty Coatings** given B2C nature of business; Sustained momentum across Premium and Mass segments
- **Powder** growth led by Automotive, Industrial and General Trading segments



Q1 2022-23 Performance

(₹ mn)	Quarter ended	
	30-Jun-22	30-Jun-21
Income		
Revenue from operations	9,377	6,264
Other income	41	97
Total income	9,418	6,361

+50%

Expenses

Cost of Goods sold	5,722	3,608
Employee benefits expense	757	599
Finance costs	24	27
Depreciation & Amortisation expense	193	180
Other expenses	1,688	1,151
Total expenses	8,383	5,565

28% OPEX/ Revenue (LY: 31%)

Profit before tax	1,035	796
Tax expense	266	37 *
Net Profit for the period	769	759

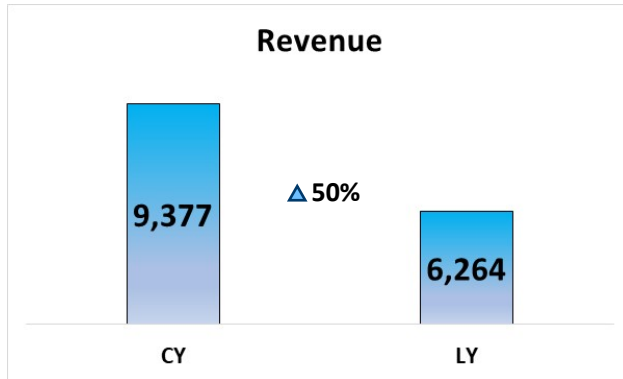
+30%

+1% +30% excluding LY one-off

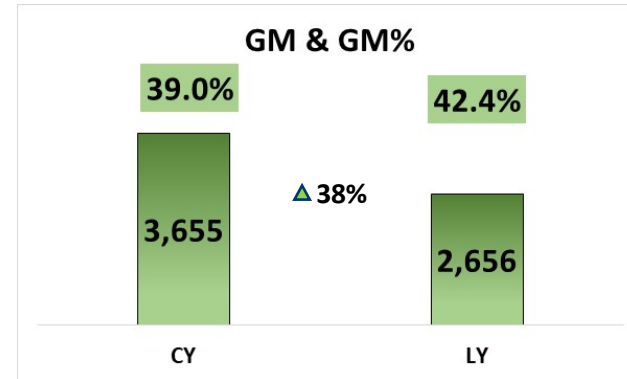
* includes one-time tax provision reversal of ₹169 mn

Q1 2022-23 Performance - *Grow*

Record quarterly revenue



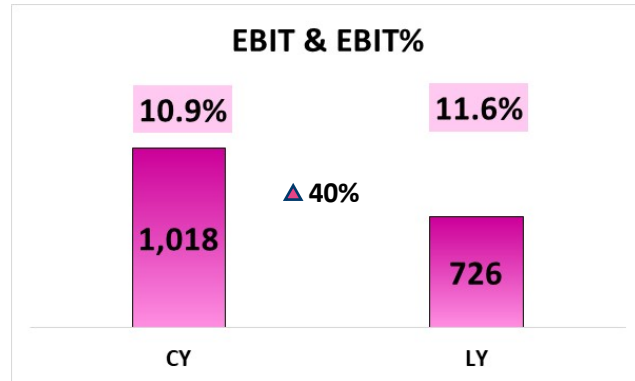
Broad-based growth across Paints & Coatings, albeit on a covid disrupted base. Growth driven by launches and strong B2B business.



Highest absolute GM achieved with 38% growth. Pricing actions covering RM inflation in absolute terms.

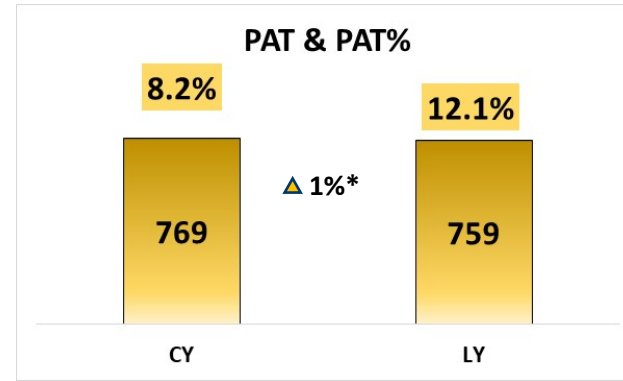
Q1 2022-23 Performance - *Deliver*

Double-digit profitability despite inflationary headwinds



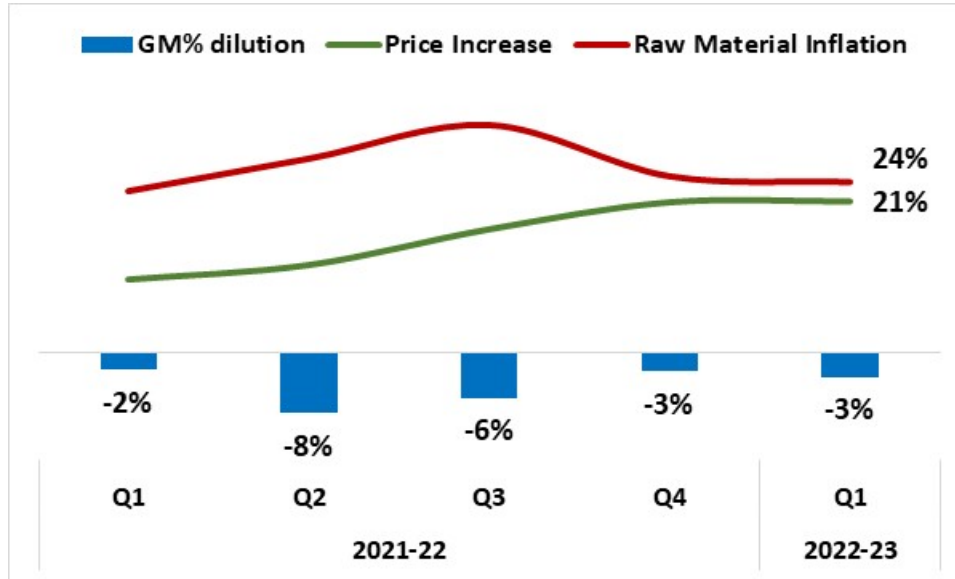
Increase in growth-related opex managed. 40% growth in EBIT.

8th consecutive quarter of double-digit profitability.



PAT 30%* up excluding LY tax reversal of ~₹169 mn.

Limiting margin dilution with calibrated price increases



- Leading the industry in pricing actions; ~21% increase taken vs. ~24% inflation YoY
- Raw material pressures continue
- ANI continuing to review impact closely; to evaluate further price increases, if required

ESG integrated in our Value Chain



Environment

- Member of Together for Sustainability (TfS)
- ~50% of raw materials procured sustainably
- ~31% energy consumed through renewable resources
- Zero liquid discharge across all sites
- All sites covered by Lloyd's Assessment



Social

- Organisational Health Index in the top decile
- Diversity ratio: 11% for employees, 17% for Board of Directors, 33% for KMPs
- Skill training to ~2,000 youth every year
- 1.5 mn beneficiaries of Aarogya Sakha, a telemedicine initiative
- No fatalities and High consequence work-related injury/ill-health in the last two years



Governance

- Overarching policies
- Good corporate governance
- 100% Board Attendance
- Independent Audit Committee
- 50% Independent Board

Concluding Remarks

AkzoNobel

- To stay on course of Grow & Deliver ambition whilst managing macroeconomic uncertainties
- Continuing focus on Brand, Innovation, Distribution, Digitization and Sustainability
- Regular Investor engagements



Thank you!

Safe Harbour Statement

This report contains statements which address such key issues as AkzoNobel's growth strategy, future financial results, market positions, product development, products in the pipeline and product approvals. Such statements should be carefully considered, and it should be understood that many factors could cause forecast and actual results to differ from these statements. These factors include, but are not limited to, price fluctuations, currency fluctuations, developments in raw material and personnel costs, pensions, physical and environmental risks, legal issues, and legislative, fiscal, and other regulatory measures, as well as significant market disruptions such as the impact of pandemics. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies. For a more comprehensive discussion of the risk factors affecting our business, please see our latest annual report.