

4 November 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 4 November 2022 on the unaudited standalone and consolidated financial results of the Company for the quarter ended 30 September, 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

4th Nov 2022

AkzoNobel



Blue City given “Let’s Colour” transformation

AkzoNobel

About Us

New Group Leadership



Gregoire Poux-Guillaume took over as the new Chief Executive Officer of AkzoNobel w.e.f. November 1, succeeding Thierry Vanlancker.

Gregoire (52), a French national, is an international business leader with 25 years of experience in building successful, profitable businesses in challenging environments, accelerating business growth and improving margins.

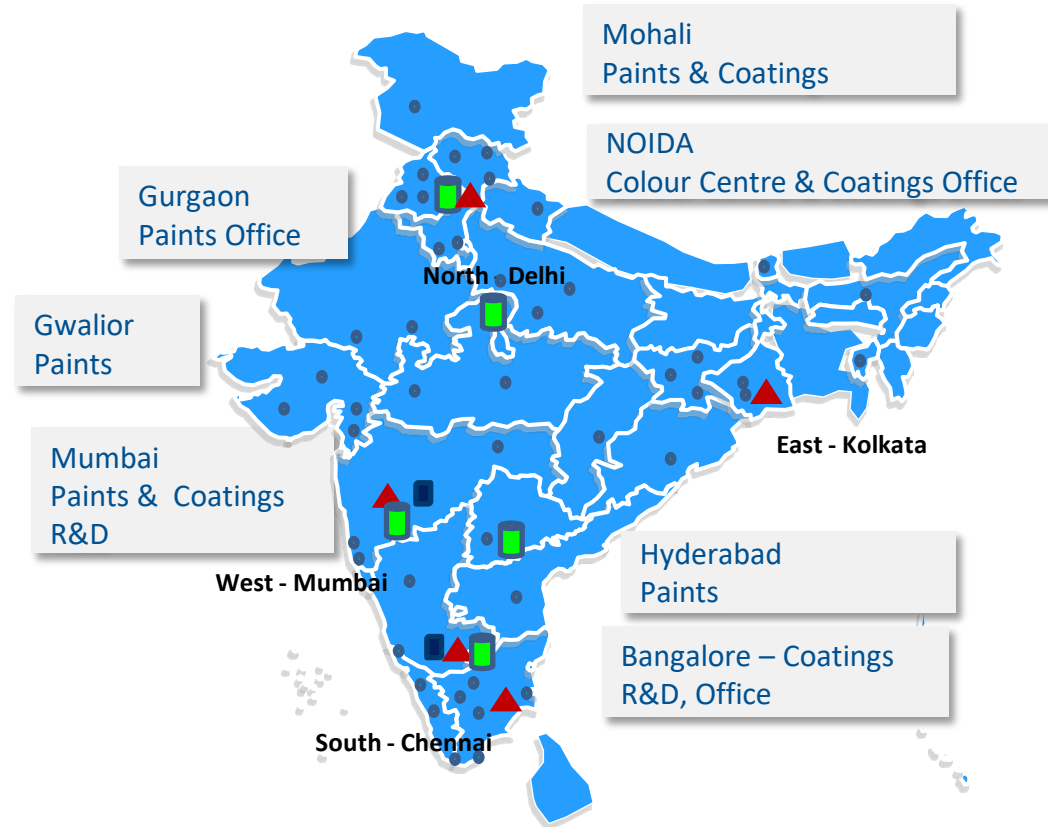
Previous roles include CEO of Sulzer, CEO of GE Grid Solutions (erstwhile Alstom Grid) and Senior Managing Director of CVC Capital Partners.



About Akzo Nobel India – a recap

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



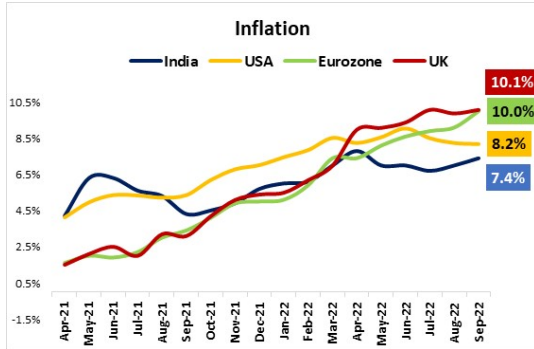
- Regional offices
- Manufacturing sites
- R&D

* ASC – Automotive & Specialty Coatings

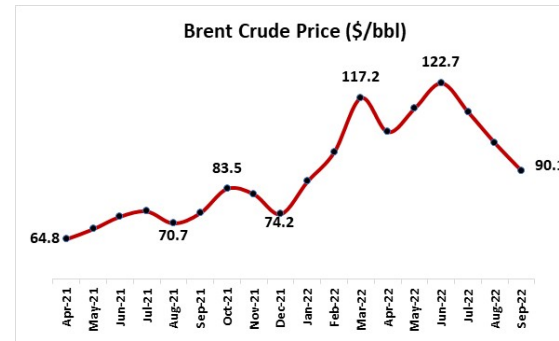
Business Environment

India's growth divergent, but not decoupled from global risks

Global inflation at record high



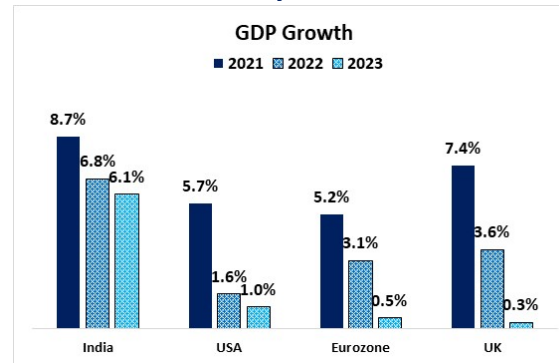
Crude prices expected to remain high despite recent corrections



Currency volatility continues



India's growth tempered in a global recessionary environment



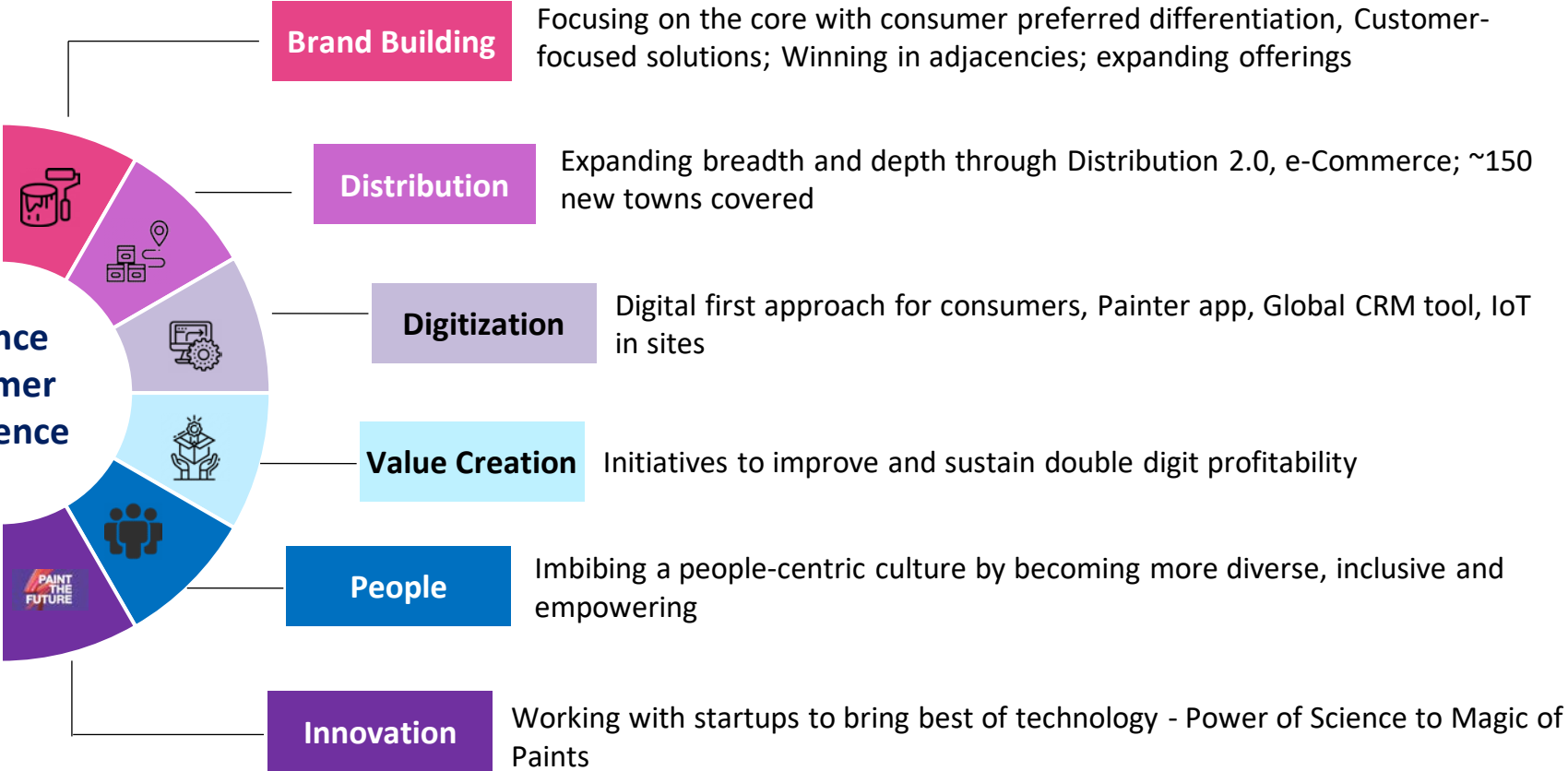
Sources:

Inflation: Financial Times; **Crude Prices:** EIA; **FX:** AkzoNobel; **GDP growth:** IMF Outlook (Oct 2022)

**Continued progress on
Grow & Deliver ambition**

Here's how we are driving Grow & Deliver

Enhance customer experience



Decorative Paints

Festive demand, successful campaigns driving growth

'Parul aur Painter' campaign for Dulux Aquatech: 1st Digital campaign wins prestigious IAA INDIA Awards



Successful execution of VT Club event for top dealers



AkzoNobel

Economy Primer Launch & Scale Up: 1st Smart Choice Interior primer launched



Strengthening WTP portfolio : Interior base coat; PU Coat launch with 15 years performance warranty



Paint The Future India Challenge - Two Lols signed



Collaborative Innovation by AkzoNobel

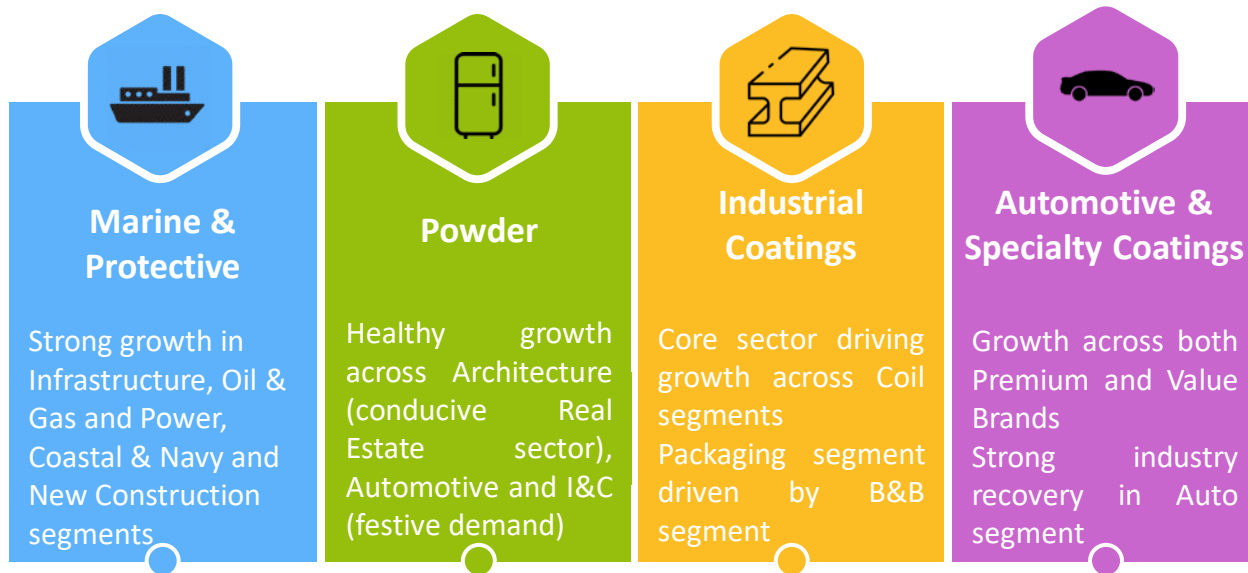
Startup Name	City	Winning Solution in Brief
HyperReality Technologies	Bengaluru	Collaborative platform for inspiration, visualization of your space in metaverse
Fluid AI	Mumbai	Multi-channel conversational immersive and interactive AI platform to guide consumers during their painting journey



Coatings

New wins and Sustainability initiatives

AkzoNobel



Q2 and H1 2022-23 Performance

(₹ mn)	Quarter ended			H1 ended		
	30-Sep-22	30-Sep-21		30-Sep-22	30-Sep-21	
Income						
Revenue from operations	9,262	7,408	25%	18,639	13,672	36%
Other income	48	31		89	128	
Total income	9,310	7,439		18,728	13,800	
Expenses						
Cost of goods sold	5,708	4,426		11,429	8,034	
Employee benefits expense	753	662		1,510	1,261	
Finance costs	34	30		58	56	
Depreciation and amortisation expense	196	197		389	377	
Other expenses	1,737	1,371		3,425	2,522	
Total expenses	8,428	6,686	-1%*	16,811	12,251	-2%*
Profit before tax	882	753		1,917	1,549	
Tax expense	228	196		494	233	
Net Profit for the period	654	557	17%	1,423	1,317	8% ^

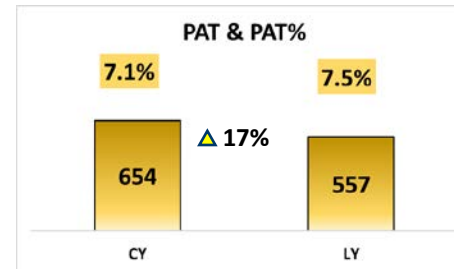
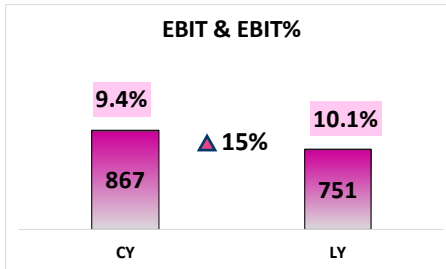
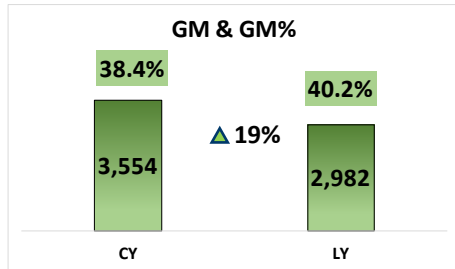
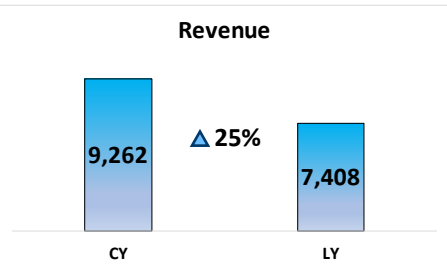
* indicates YoY change in OPEX/ Revenue

^ 24% PAT growth excluding 168.7 mn tax benefit of Q1 LY

Q2 2022-23 Performance

Strong growth momentum continues across businesses; Inflationary pressure persists

Revenue +25% | EBIT +15% | PAT +17%



- Growth driven by pricing.
- Strong double-digit growth across all 5 businesses

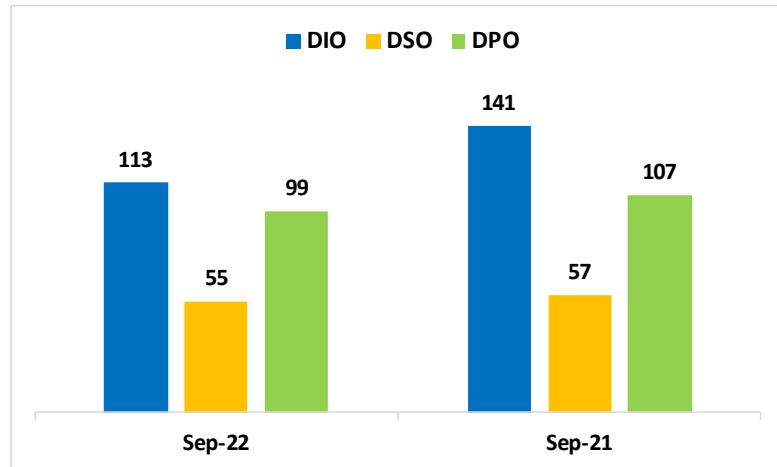
Inflationary pressures persisting on margins (15% Price Increase vs. 18% RM inflation)

Increase in growth-related opex managed, with 1% reduction in OPEX/ Revenue. 15% growth in EBIT.

PAT growth supported by higher other income

OWC and Cash Flow

Improved inventory management; OWC/ Revenue @ 9.6%



Operating profit and Investments supporting capex, dividend payout

(₹ mn)	H1 2022-23	H1 2021-22
Operating profit before Working cap changes	2,300	1,702
Tax	(596)	(565)
Working cap movements	(342)	(2,189)
Cash Flow from Operating activities	1,362	(1,052)
Capex	(404)	(232)
Dividend (incl. Div. Tax)	(1,594)	(1,366)
Investments	1,120	2,347
Other movements	(86)	(83)
Net increase/ (decrease) in Cash	399	(387)
Cash & Cash equivalents at year end	1,842	998



Color of the Year 2023

WILD WONDER™

AkzoNobel

Concluding Remarks:

- **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.