

4 August 2023

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,

Re: Presentation made by the Managing Director at the AGM 2023

Please find attached the presentation made by Mr Rajiv Rajgopal, Managing Director of the Company at the AGM held on Thursday, 3rd August, 2023.

This is for your information and record.

Yours Faithfully,
For Akzo Nobel India Limited

Krishna R
Wholetime Director and CFO
DIN:03384607

Encl: as above.



**Akzo Nobel India Ltd.
Annual General Meeting**

3rd Aug 2023

About Us

Business Environment

Business Updates

Financial Performance

ESG – a key focus area

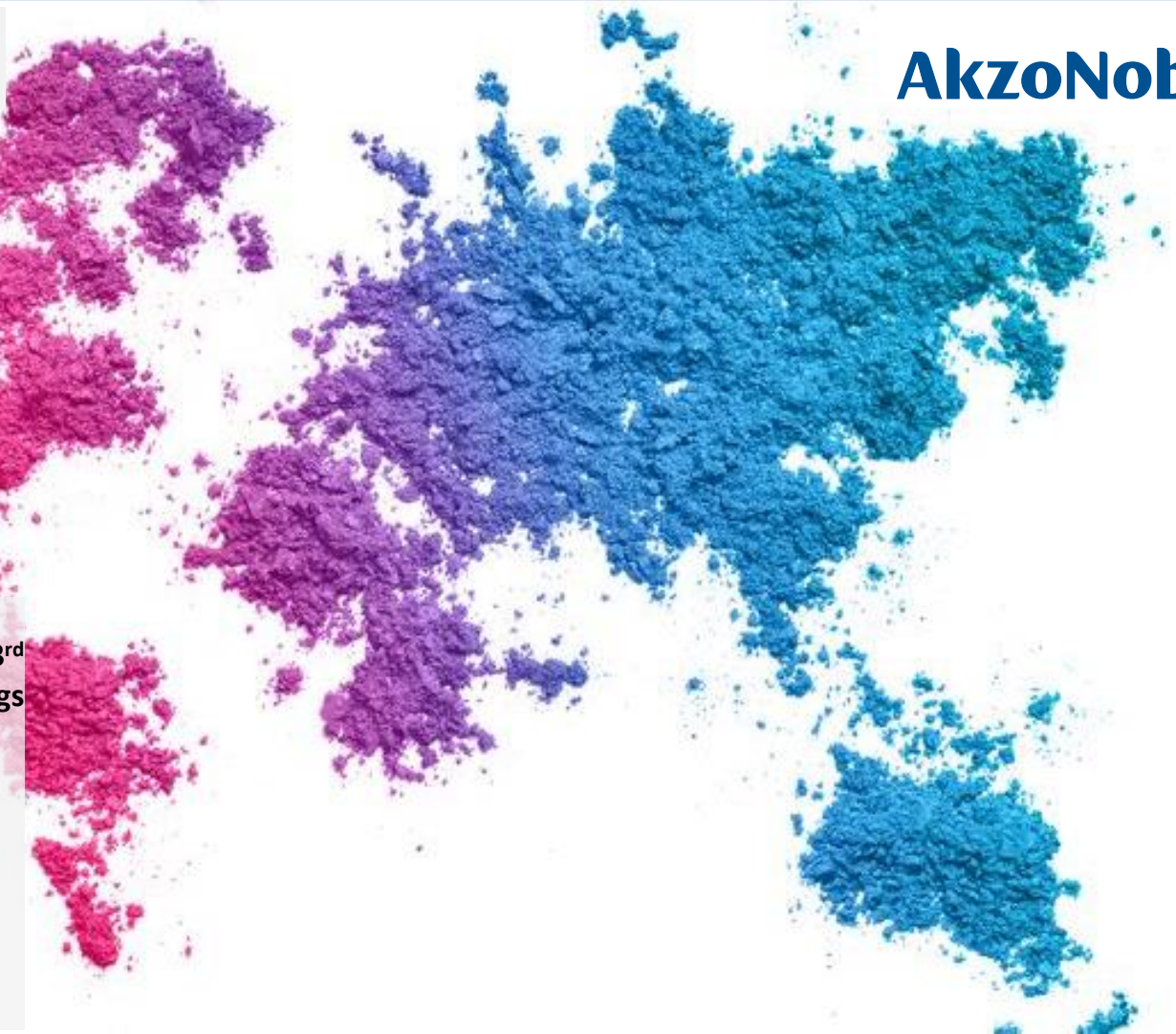
Conclusion

About Us

About AkzoNobel

AkzoNobel

- €10,846 mn revenue in 2022, 3rd largest in global Paints & Coatings industry
- 7.3% Return on Sales in 2022
- 150+ countries
- ~35,200 employees



About Akzo Nobel India

AkzoNobel

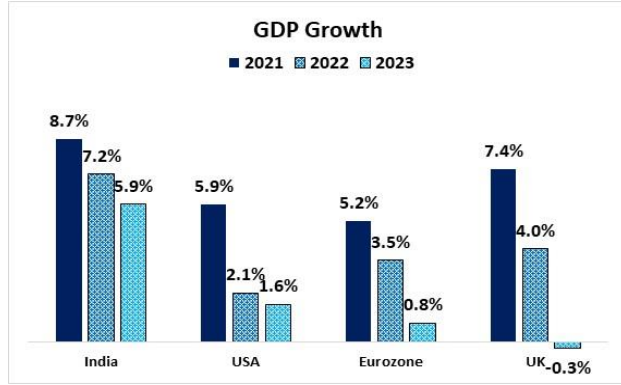
- ↗ ~1,490 employees; 5 offices
- ↗ 5 manufacturing sites; **Capacity augmentation & expansion plans in place**
- ↗ Scaling up distribution through **online and offline channels**
- ↗ 50% increase in network over recent years to cover **~5,000 towns**
- ↗ **~20,000 Paint retailers; ~4,000 B2B customers**
- ↗ **World-class Color Centre** for ASC in Bangalore
- ↗ **Low-cost Innovation Centre** driving differentiated products in Thane



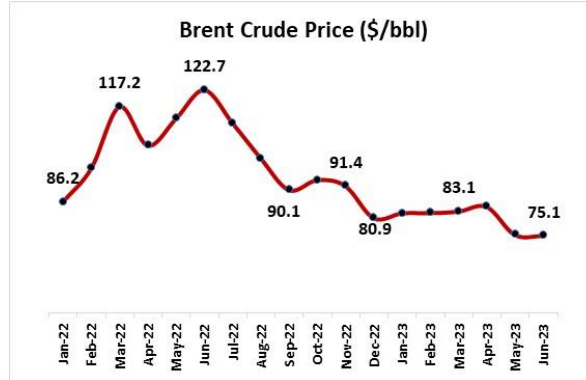
Business Environment

Cautious economic outlook against global uncertainties

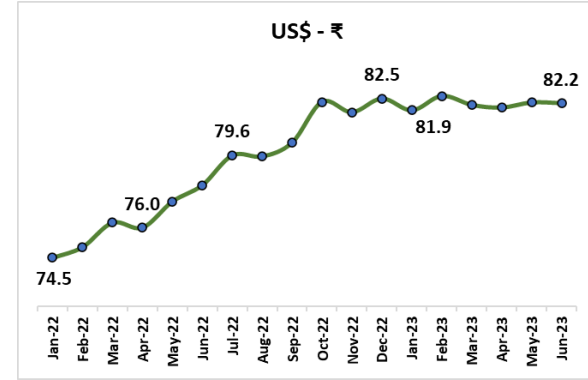
Modest growth outlook



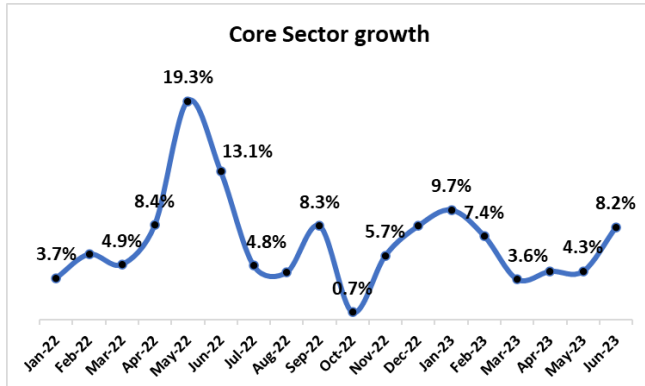
Softening crude oil prices



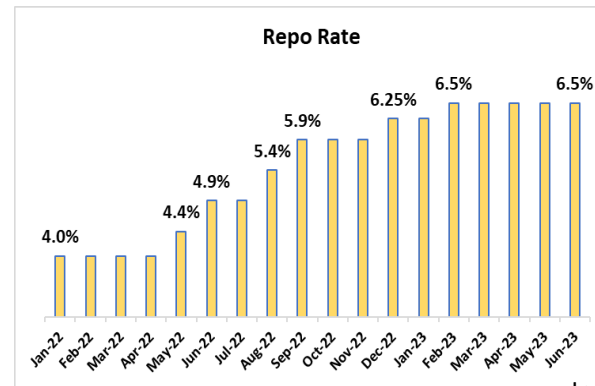
Rupee range-bound against US\$



Core Sector growth fastest in five months



Elevated interest rates



India GDP growth for 2022 as per GoI; other estimates as per IMF

Business Update

Key Strategic Drivers resulting in sustained market position gains



Brand Building

Focusing on the core with Customer-focused solutions; expanding offerings



Distribution

Expanding breadth and depth through Distribution 2.0, e-Commerce



Digitization

Digital first approach for consumers, Painter app, Global CRM tool, IoT in sites



Value Creation

Initiatives to improve and sustain double digit profitability



People

Imbibing a people-centric culture by becoming more diverse, inclusive and empowering



Innovation

Working to bring best of technology - Power of Science to Magic of Paints

Paints: Strengthening product propositions and consumer connect

AkzoNobel

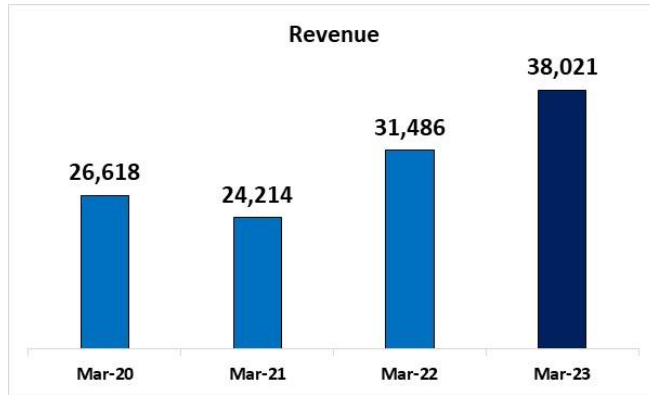




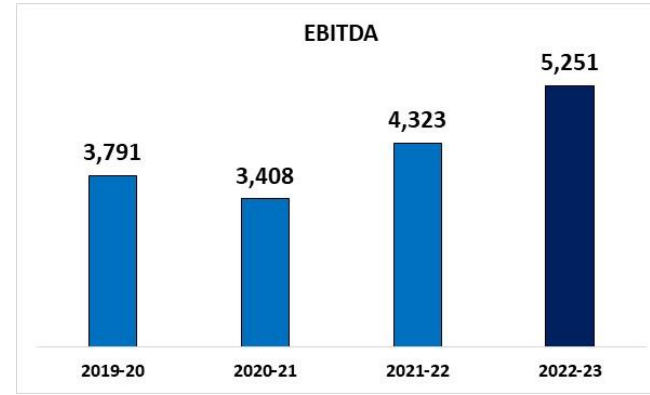
Financial Performance

A year of new highs

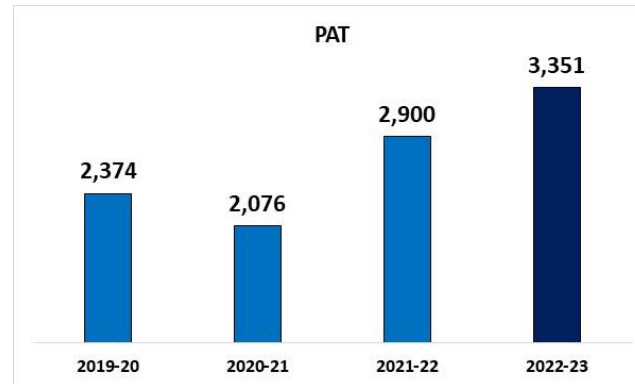
Highest-ever Revenue



Highest-ever EBITDA

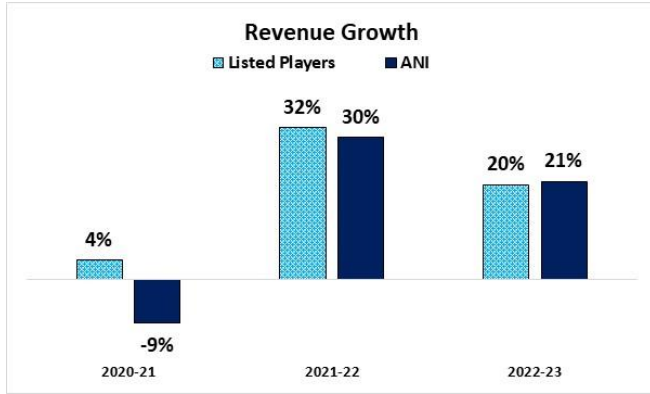


Highest-ever net profitability

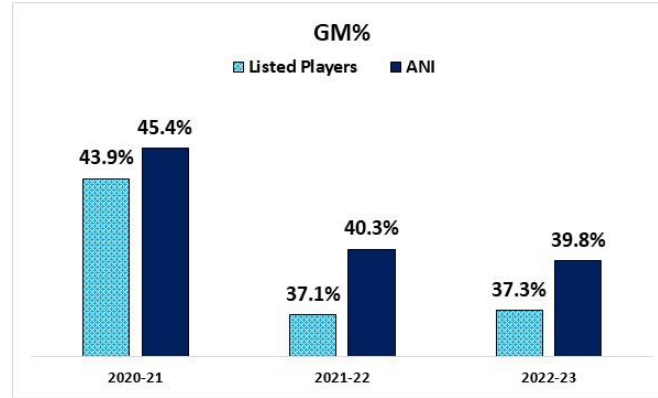


Strong performance in a growing industry

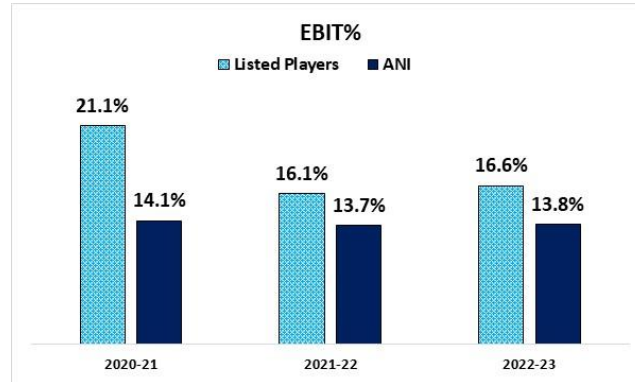
Sustained market share gains



Margins ahead of the industry

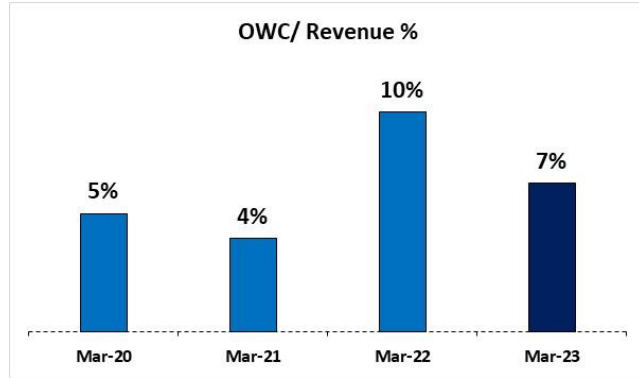


Double-digit profitability continued

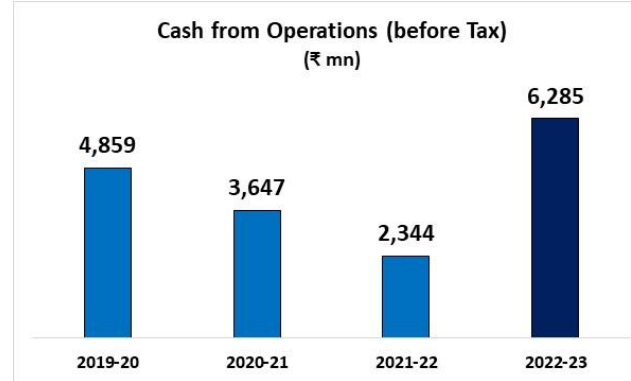


Efficient asset utilization with strong liquidity

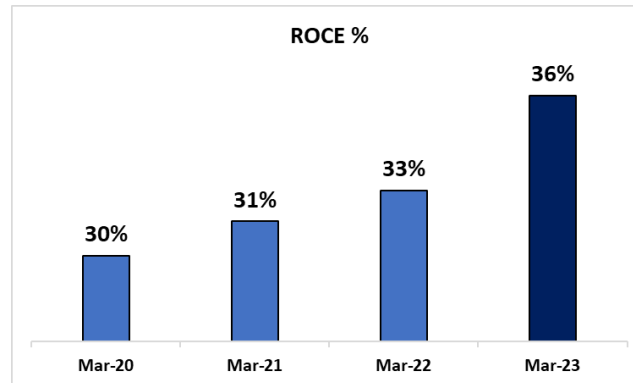
Improving OWC with better Inventory management



Strong liquidity supporting Dividends & Capex



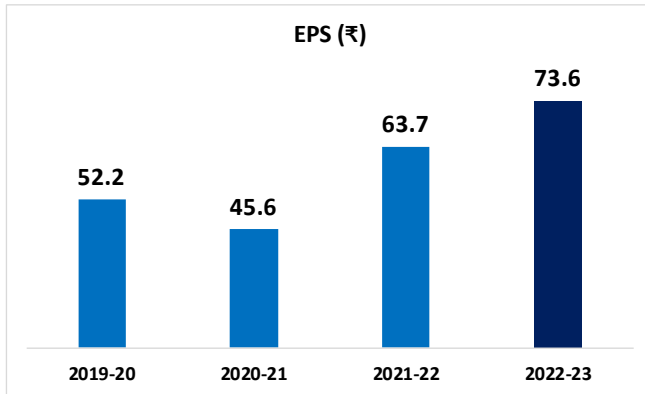
Increasing Return on Capital Employed



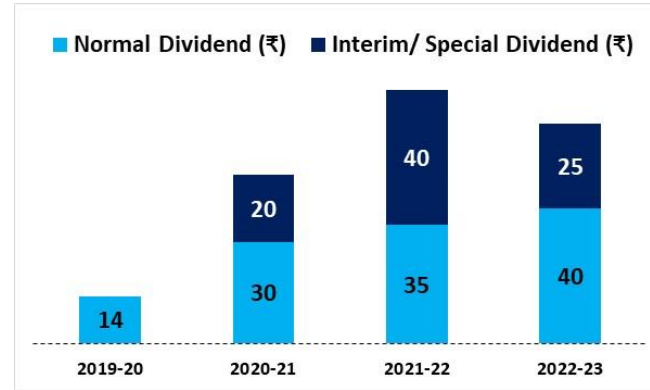
ROCE computed as EBIT/ (Assets – Investments – Current Liabilities)

Rewarding our Shareholders

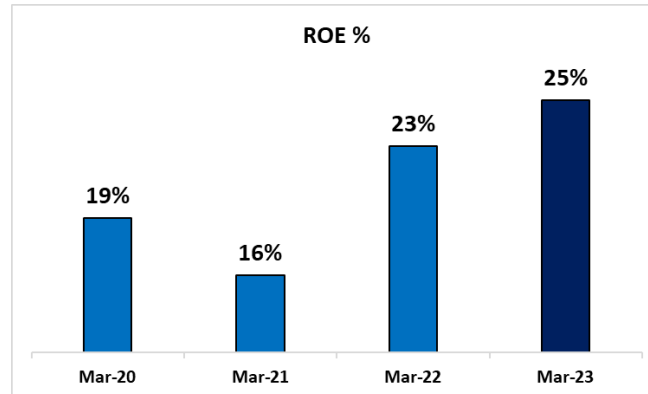
Rising EPS



Consistent Dividend Payout

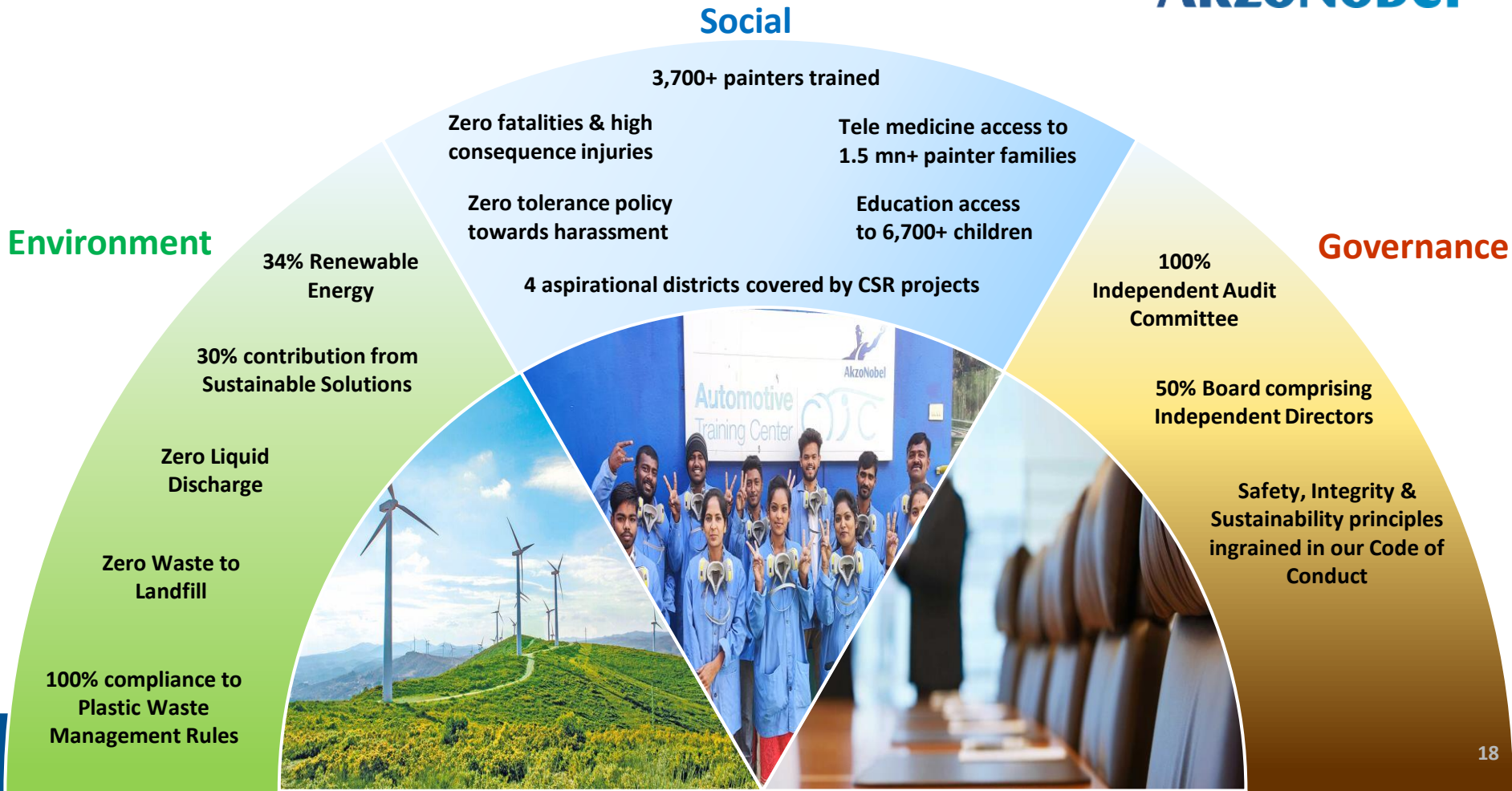


Increasing Return on Equity



**ESG continuing to be a key
focus area**

ESG integrated in our value chain



Awards and Accolades

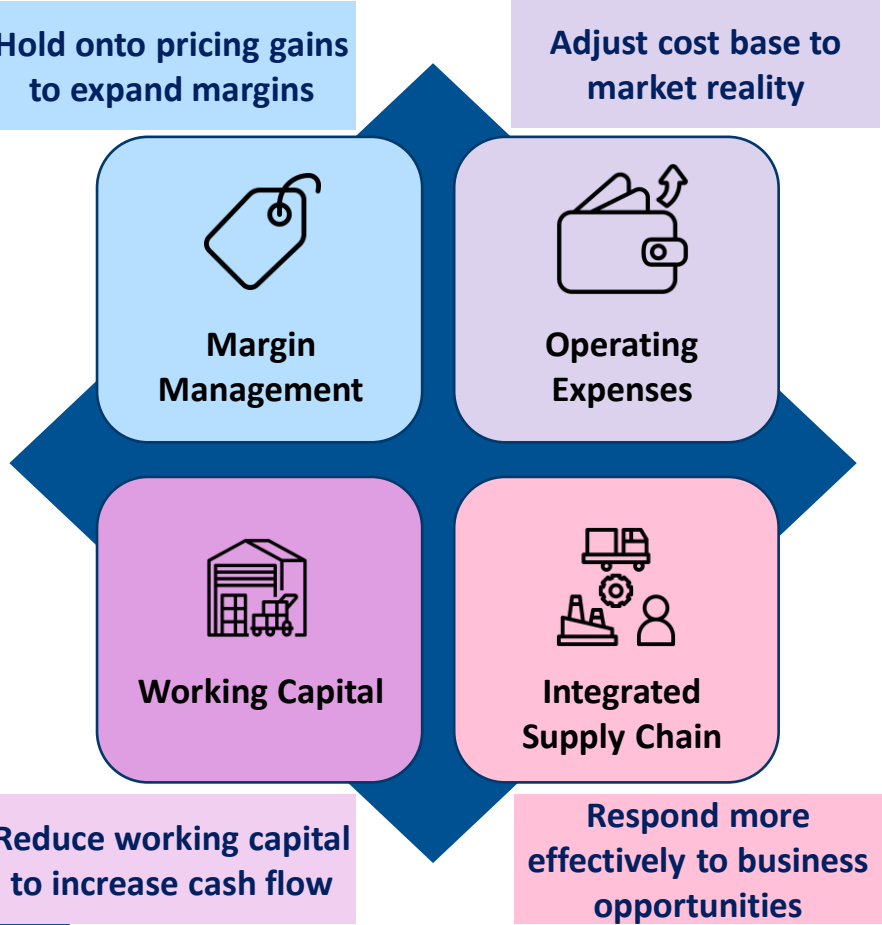
Recognized for excellence across verticals

AkzoNobel



Conclusion

Our strategic priorities



Inauguration of robotic palletizer at Thane site by AkzoNobel CEO, Grégoire (Greg) Poux-Guillaume

Concluding Remarks

- **Balance growth and profitability**
- **Continuing to invest in Brand, Distribution and Technology**
- **Significant returns to shareholders**
- **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.