

17th May 2024

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 to be made at the investor call being held tomorrow, i.e. 17th May 2024 on the financial results of the Company for the quarter and year ended 31st March, 2024.

This is for your information and record.

Thanking you.

Yours truly,
For Akzo Nobel India Limited

Rajiv L Jha
Company Secretary & Compliance Officer
Membership No. F5948

Encl: as above.

AkzoNobel

Akzo Nobel India Ltd. Investor Call

17th May 2024

Our new Purpose: **PAINT THE FUTURE**

Paint the Future

Our company foundation

**Sustainability-driven
innovation**

Pioneering solutions for life

**Superior quality
and customer service**

Nobody does it better

**Empowerment and
collaboration for growth**

Putting people and society first

**Sustainability-driven
innovation**

Pioneering solutions for life

Sustainability is at the core of our identity

We produce durable solutions in a more sustainable manner

We help our customers to become more sustainable

We empower our communities and employees

48% energy utilized from renewable sources



10% recycled plastic in our packaging



4,000+ members of local communities empowered with new skills



80% circular use of materials in own operations driven by reduce, reuse, recycle



33% portfolio assessed for lifecycle assessment



13% women employees



Our focus areas for sustainable innovation

Surface enhancement

Environmental protection

Asset Protection

Productivity



Driving the performance of EVs with our Interpon A6000 range

International HullCare - industry's most environmentally sustainable hull management package

Supporting infrastructure growth with solutions that provide longevity, chemical resistance and aesthetics

Improving productivity while lowering energy costs with our new generation fillers from Sikkens and Lesonal

**Superior quality
and customer service**

Nobody does it better

Colour and Protection across surfaces and price points



Dulux
let's colour

AkzoNobel

**IT'S COLOURFUL.
IT'S POWERFUL.**

Dulux
WEATHERSHIELD
POWERFLEX

TRIPLE DEFENCE TECHNOLOGY
12 YEARS WARRANTY

Dulux Weathershield Powerflex with International Triple Defence Technology that protects your house from extreme weather conditions.



Dulux
let's colour

AkzoNobel

Presenting
**SuperCover
ULTRA**

Ultra Whiteness
Ultra Hiding
with Silicon Technology

Dulux
SuperCover
ULTRA

COLOUR GUARD
Dulux INSURANCE WARRANTY PROGRAM



Sadolin
by Dulux

**RE
IMAGINING
WOOD**

Premium Wood Finishes that demand a second look!

Available in entire PU range

AkzoNobel



Dulux
PROFESSIONAL

AkzoNobel

INTRODUCING
DULUX PROFESSIONAL
INTERIOR A100
ACRYLIC DISTEMPER

SMOOTH FINISH
BETTER COVERAGE

Dulux
PROFESSIONAL
INTERIOR
A100

AVAILABLE IN 30KG PACK

Now the trust is even stronger!

AkzoNobel

Dulux wins the Most Trusted Brands Award
twice in a row!

Every can of Dulux paint embodies
our commitment to quality,
backed by centuries of expertise
and innovation.



Empowerment and collaboration for growth

Putting people and society first

SHAKUNTALA DEVI
THE HUMAN COMPUTER



ਪ੍ਰਯੋਗ ਸ਼ਾਲਾ ਵਿਤਾਬ ਘਰ

ਫੈਲਦੀ ਲੰਬਾਤਮਕ ਕਾਟ

Library is a place where you can explore your mind. Develop your mind.

ਜੇ ਪੂਰਾ ਕਰਨਾ
ਖੁਆਬਾਂ ਨੂੰ
ਤਾਂ ਗੰਢਿ ਨਾਲ
ਕਿਤਾਬਾਂ ਨੂੰ
ਕਿ = ਕਿਰਦਾਰ
ਤਾ = ਤਾਕਤ
ਬ = ਬਰਾਬਰਤ

Murals painted in Mohali government schools to promote girls' education



Partnering for the future



PAINTS AND
COATINGS
SKILL COUNCIL



**Q4 and FY 2023-24
Performance**

Decorative Paints vertical

Quarter characterized by volume growth

- Double-digit volume growth
- Growth coming mainly from value segments
- Projects business sustained double-digit growth
- “It’s Colourful. It’s Powerful” campaign of Dulux Weathershield with Rocking star Yash - the new brand ambassador
- ~4% price drop YoY by industry during the quarter



Coatings vertical

Continued growth momentum

- **Powder** growth through strong demand from Architectural and GTC segments
- **MPY** business driven by new orders in dry dockings, New Construction, Infrastructure and Power segments
- **ASC** witnessed winning momentum and bodyshop loads
- **Coil** had pockets of growth in Extrusion and B&B segments



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Q4 and FY 2023-24 Performance

Volume growth and continued margin expansion

Q4 Performance

- Double-digit volume growth
- ▬ Revenue +2% despite demand constraints and price cuts
- Supporting raw material prices
- Continuing investment in brand and growth
- PAT growth of 14%

FY Performance

- New highs in absolute performance - Revenue, GM, EBIT and PAT
- 5th year of double-digit profitability with highest EBIT%
- Improved OWC and ROE
- Final dividend of ₹25 per share bringing total dividend for the year to ₹75 per share

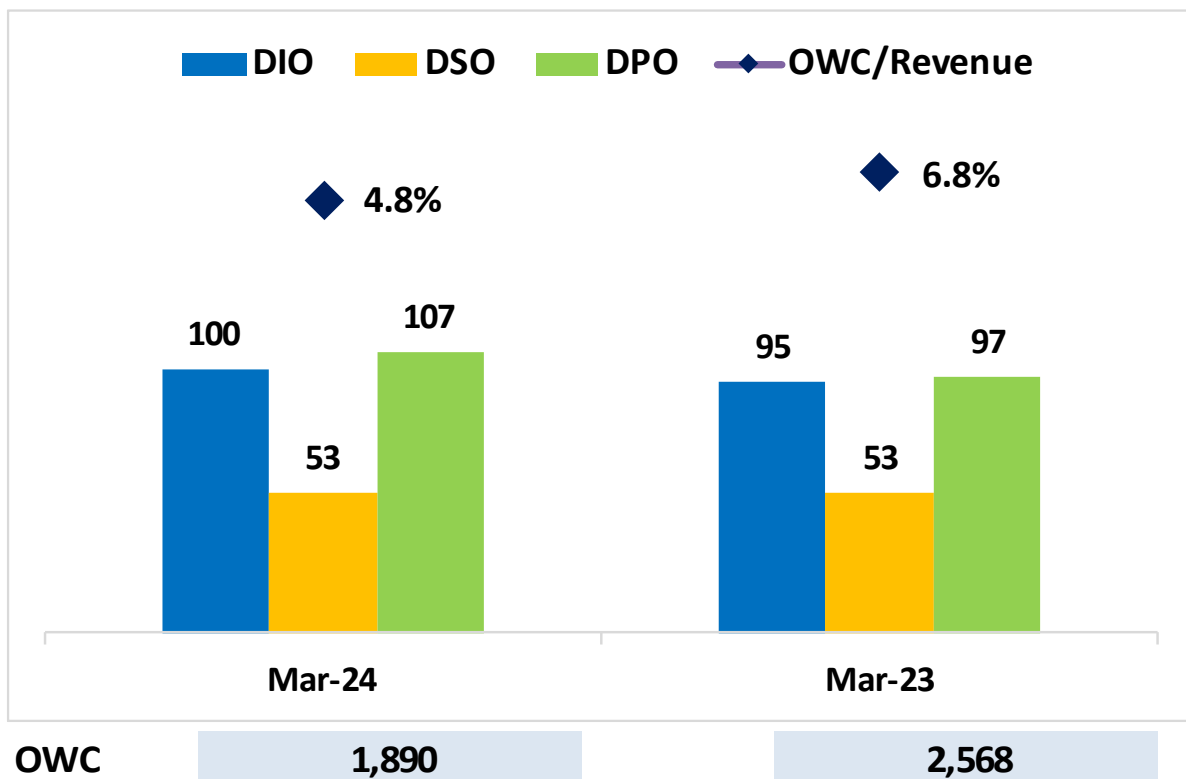
Q4 and FY 2023-24 Performance

(₹ mn)	Quarter ended			FY ended		
	31-Mar-24	31-Mar-23		31-Mar-24	31-Mar-23	
Income						
Revenue from operations	9,734	9,514	2%	39,616	38,021	4%
Other income	103	61		358	274	
Total income	9,837	9,575		39,974	38,294	
Expenses						
Cost of goods sold	5,466	5,452		22,228	22,900	
Employee benefits expense	797	729		3,271	3,002	
Finance costs	32	57		125	141	
Depreciation and amortisation expense	218	225		823	825	
Other expenses	1,853	1,785		7,796	6,867	
Total expenses	8,366	8,247	1%*	34,243	33,734	2%*
Exceptional Items	0	0		0	0	
Profit before tax	1,471	1,326		5,731	4,559	
Tax expense	383	372		1,464	1,208	
Net Profit for the period	1,088	954	14%	4,267	3,351	27%

* Change in OPEX/ Revenue

OWC and Cash Flow

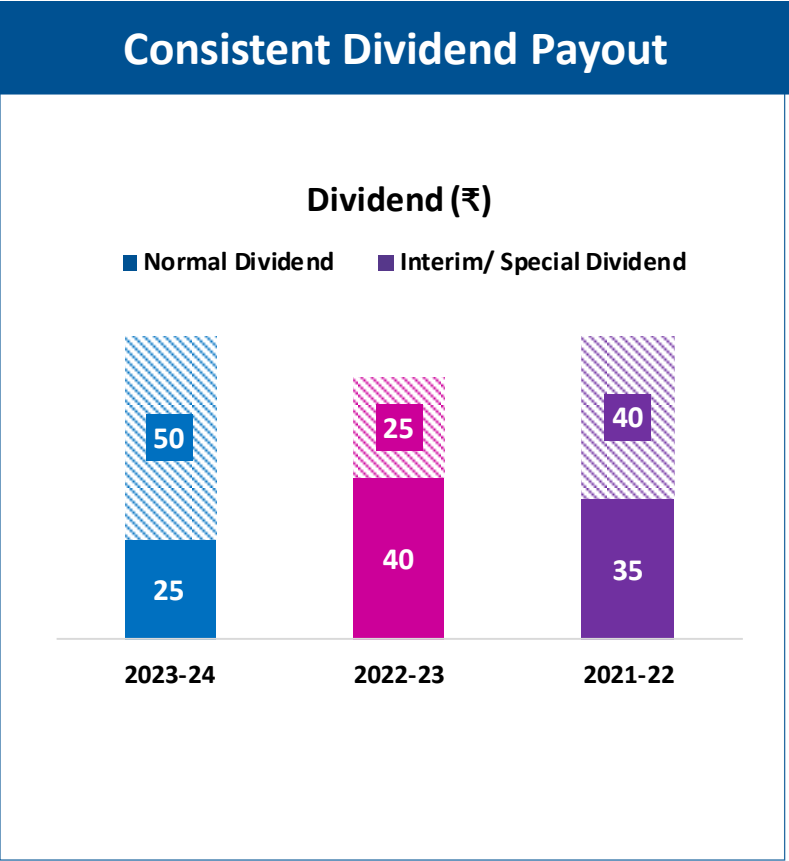
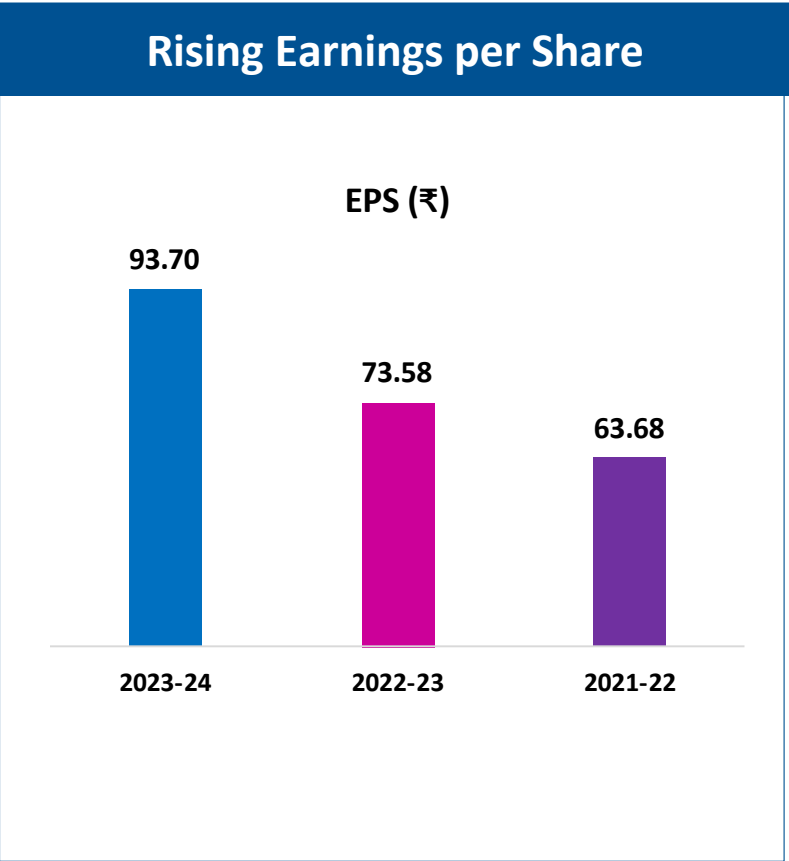
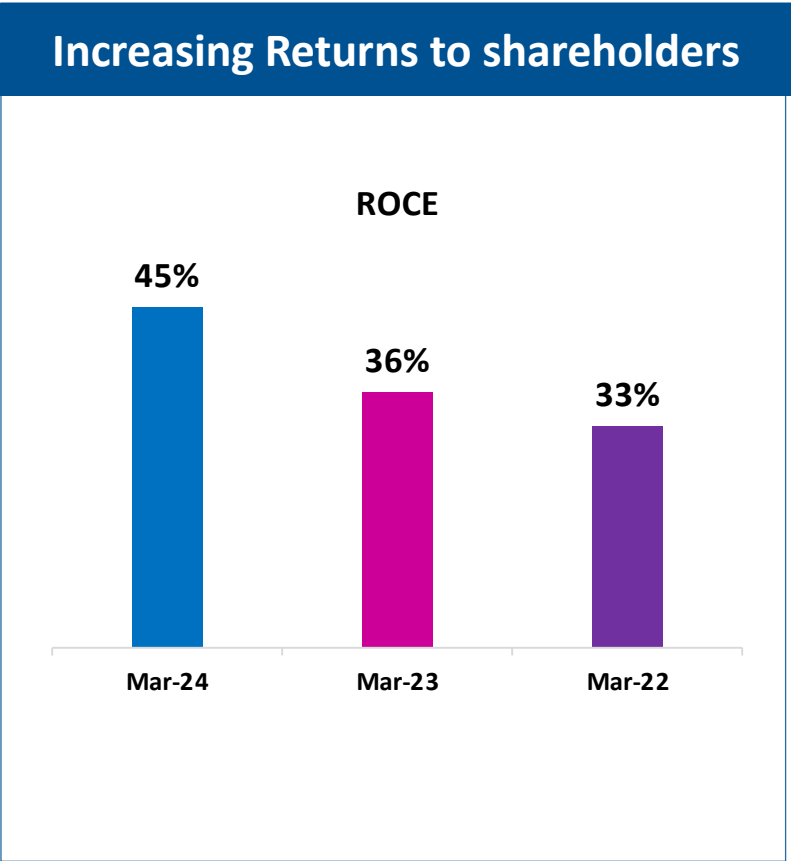
Improved working capital management



Capex and Dividend funded by Operating Cash Flows

(₹ mn)	2023-24	2022-23
Operating profit before Working cap changes	6,360	5,291
Tax	(1,708)	(1,425)
Working cap movements (in addition to OWC)	207	994
Cash Flow from Operating activities	4,859	4,860
Capex	(1,185)	(1,043)
Dividend (incl. Div. Tax)	(4,099)	(2,732)
Investments	(12)	639
Other movements	31	(29)
Net increase/ (decrease) in Cash	(406)	1,695
Cash & Cash equivalents at period end	2,730	3,136
Bank Balances other than above	2,502	2,496
Total Cash, eq. & Bank Balance	5,232	5,632

Rewarding our shareholders



Concluding Remarks

- **To continue our journey of profitable growth**
- **Recognized for our products and services, innovation and customer service**
- **Maintaining our commitment to shareholder value creation**
- **Steadily progressing towards our ESG ambitions**



Safe Harbor Statement

This media release 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.

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Thank you!

