

10 February 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,

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 10 February 2023 on the unaudited standalone and consolidated financial results of the Company for the quarter ended 31 December, 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.

Investor Call

10th Feb 2023



Presenting new and improved **Dulux Weathershield Powerflex** with **Triple Defence technology** that protects your house from extreme weather conditions.

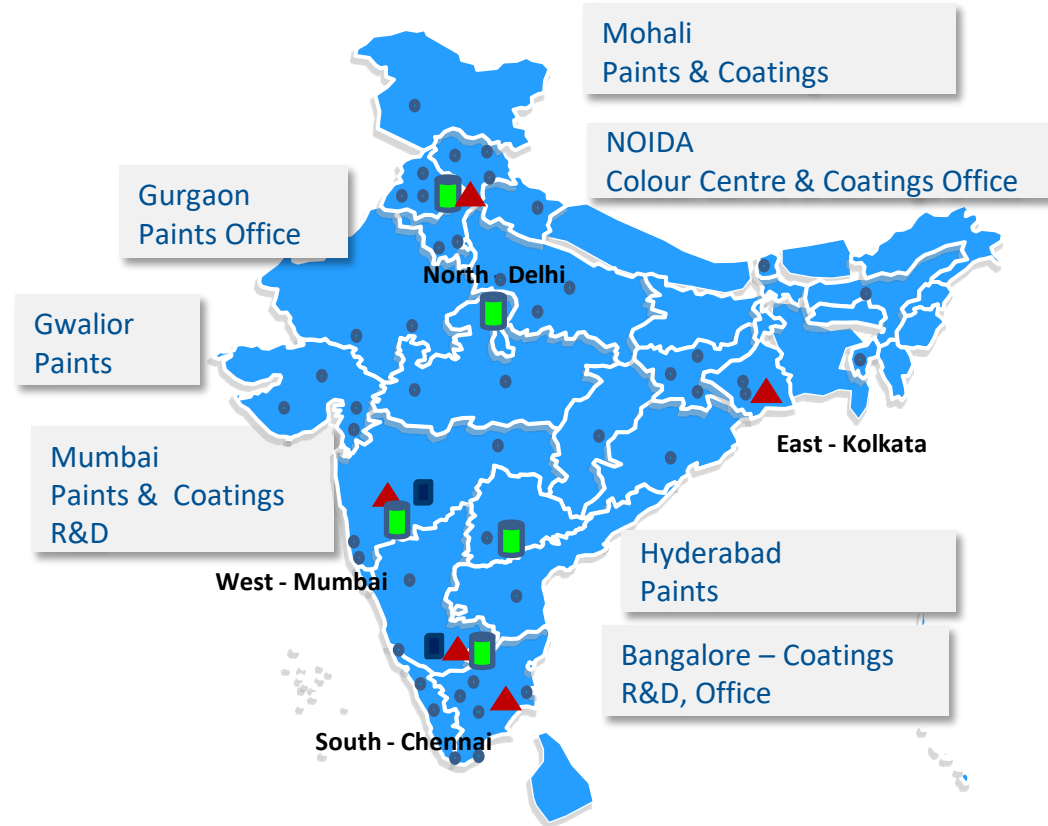
AkzoNobel

About Us

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



AkzoNobel

Proud of building a High-Trust, High-Performance™ culture in our organization and for being recognized among

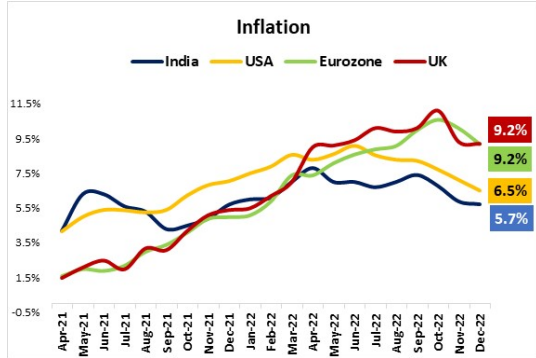
India's Best Workplaces™ in Manufacturing 2023

Recognized by **Great Place To Work® India**

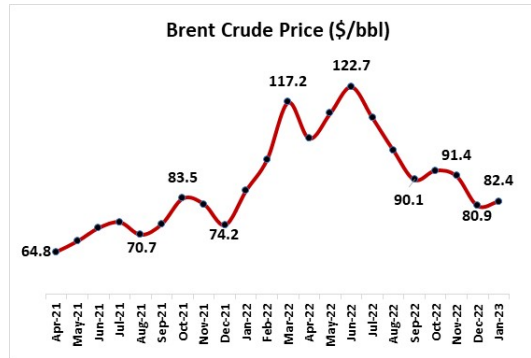
Business Environment

India's growth momentum continues, not decoupled from global slowdown

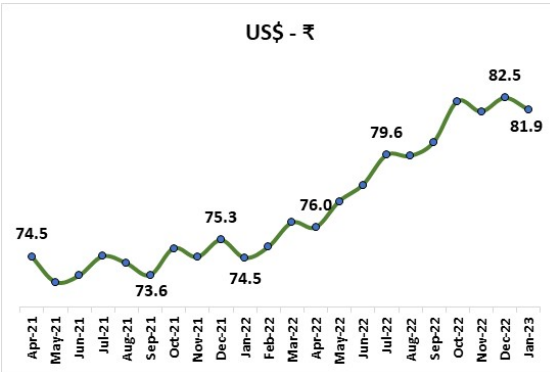
Easing global inflation



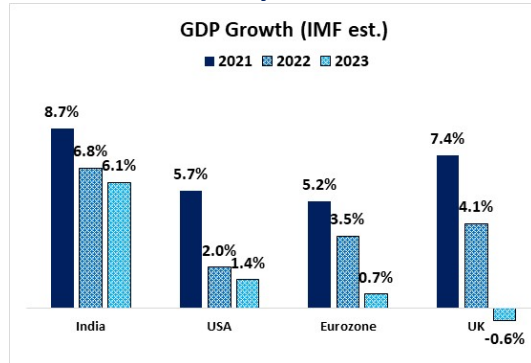
Crude prices expected to remain high despite recent corrections



Currency volatility continues

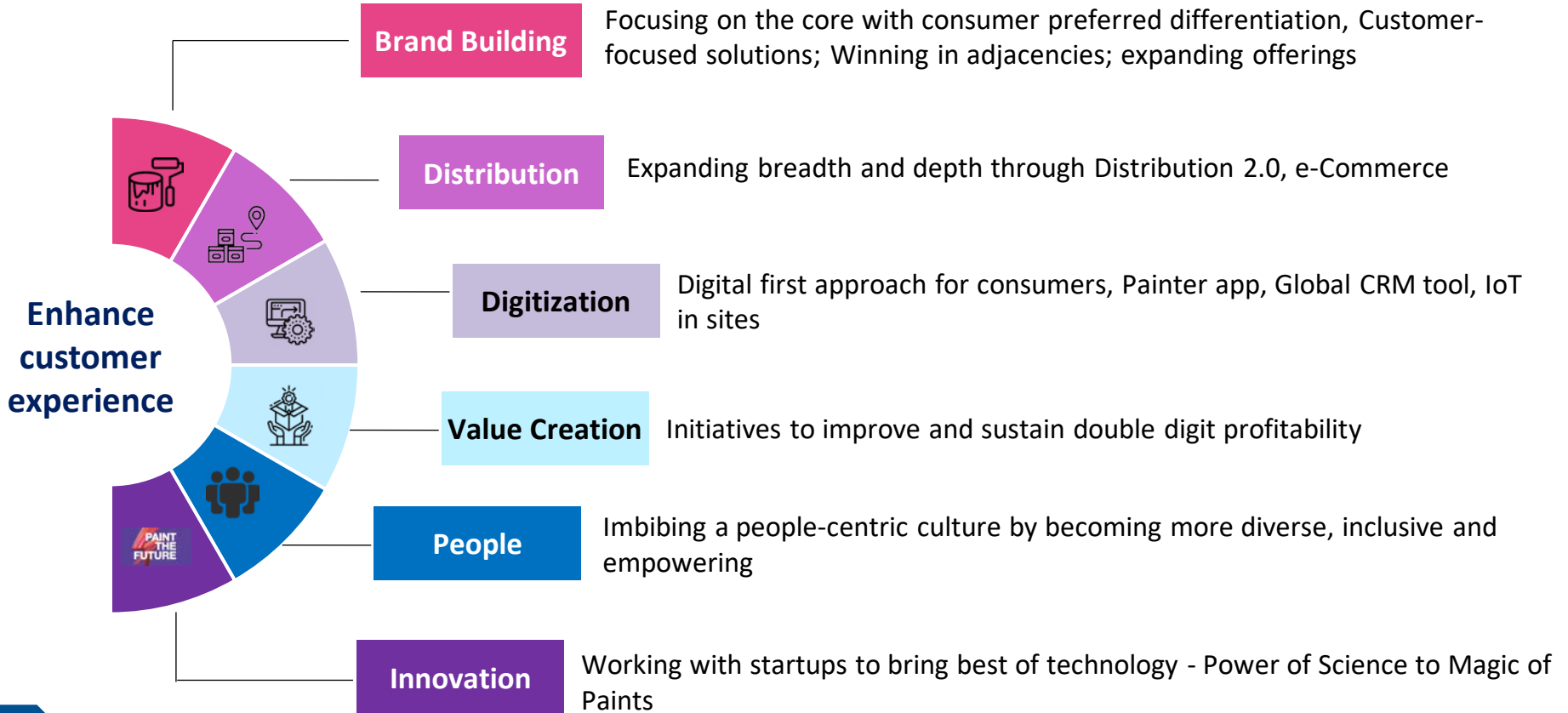


India's growth toned down in a global recessionary environment



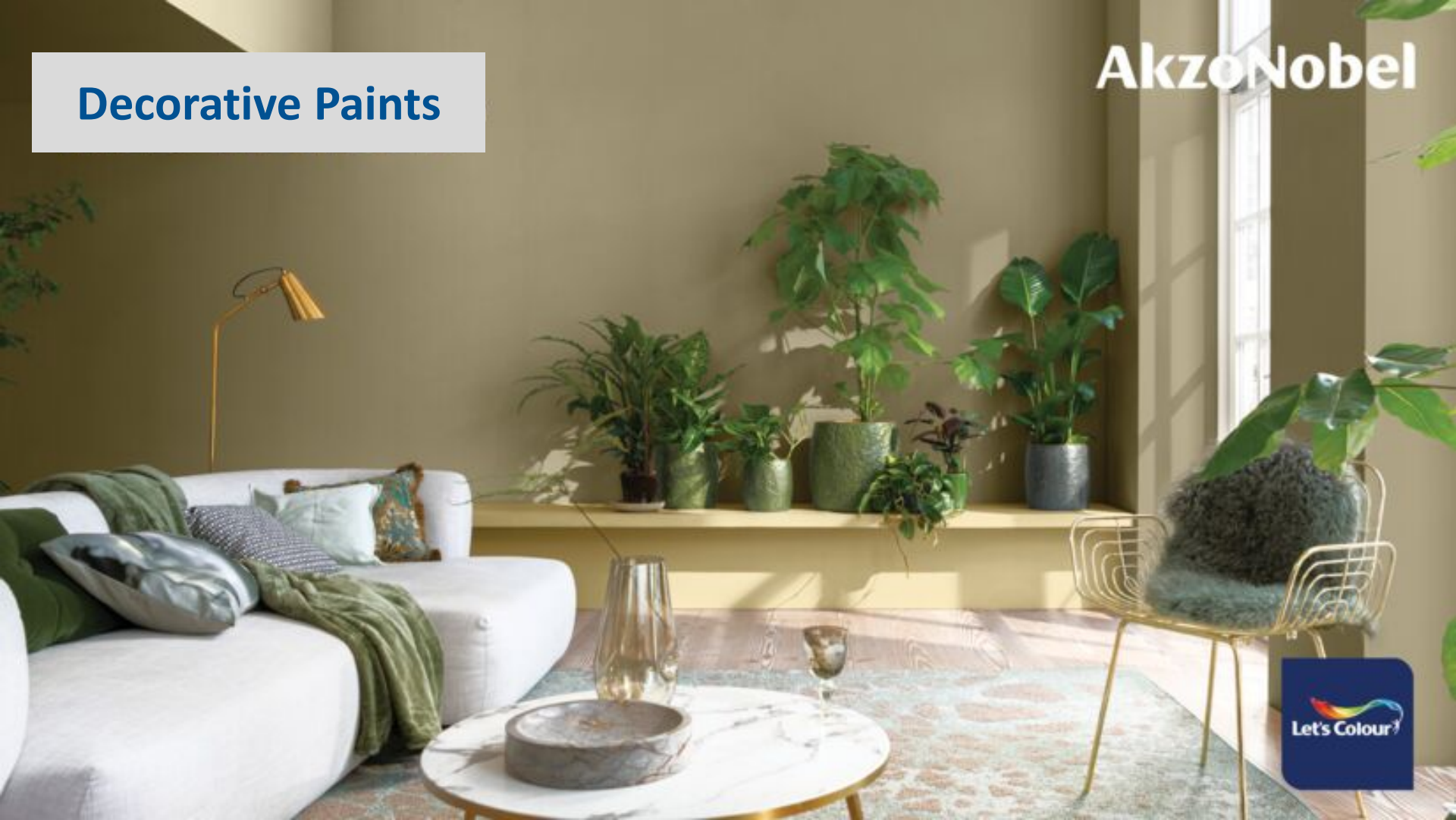
Key Strategic Drivers

Key Strategic Drivers resulting in sustained market position gains



Decorative Paints

AkzoNobel



Let's Colour!

Paints:

Muted growth on a strong base; slow start to the quarter, but recovery in November and December

AkzoNobel

- Retail business impacted by extended monsoon; strong uptick in November and December
- Projects business continued to lead growth in the backdrop of a conducive Real Estate sector.
- Urban markets grew ahead of rural markets.
- Product mix in line with previous quarter.
- No price increases taken during the quarter.
- Dulux Weathershield Powerflexx relaunched with enhanced Triple Defence Technology

Dulux
let's colour

**HAR MAUSAM MEIN
GHAR KA CHAMPION**

AkzoNobel

Dulux
WEATHERSHIELD
POWERFLEXX

TRIPLE DEFENCE

12 YEARS

Presenting new and improved **Dulux Weathershield Powerflexx** with **Triple Defence Technology** that protects your house from extreme weather conditions.

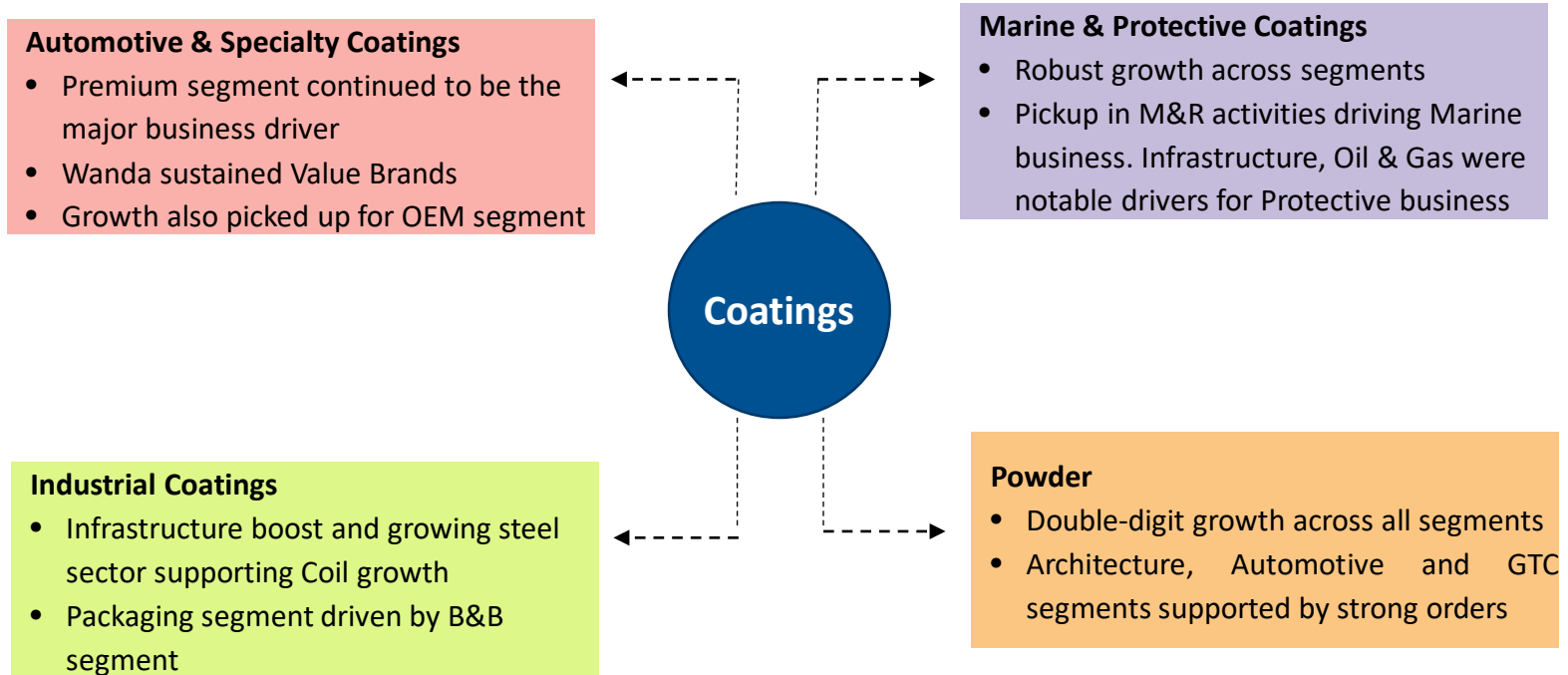
*T&C apply. All claims are subject to details and application procedure on the Product Data Sheet available online and on request.

Performance Coatings



Coatings:

Strong growth sustained across businesses



Q3 and 9M 2022-23 Performance

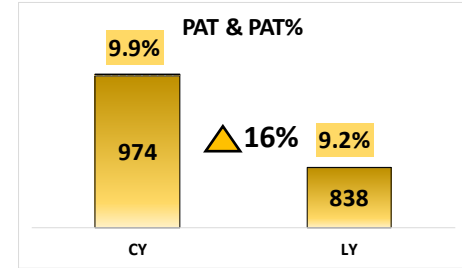
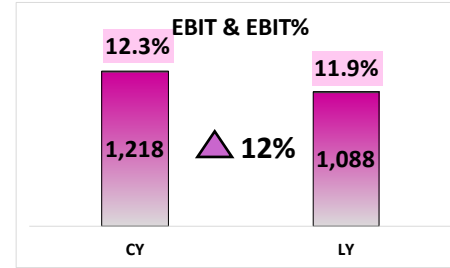
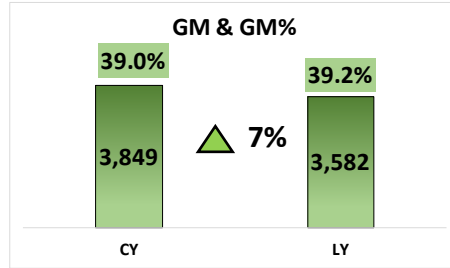
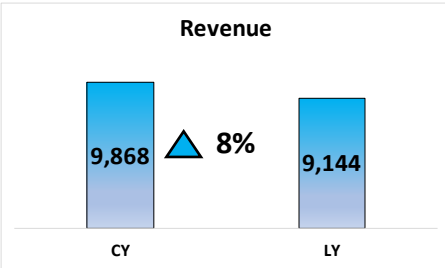
(₹ mn)	Quarter ended			9M ended		
	31-Dec-22	31-Dec-21		31-Dec-22	31-Dec-21	
Income						
Revenue from operations	9,868	9,144	8%	28,507	22,815	25%
Other income	124	47		213	176	
Total income	9,992	9,191		28,720	22,991	
Expenses						
Cost of goods sold	6,019	5,561		17,449	13,596	
Employee benefits expense	763	638		2,273	1,899	
Finance costs	26	32		84	88	
Depreciation and amortisation expense	211	190		600	567	
Other expenses	1,657	1,666		5,082	4,188	
Total expenses	8,676	8,087	-1%*	25,487	20,338	-1%*
Profit before tax	1,316	1,104		3,233	2,653	
Tax expense	342	266		836	498	
Net Profit for the period	974	839	16%	2,397	2,155	11% [^]

* indicates YoY change in OPEX/ Revenue

[^] 21% PAT growth excluding 168.7 mn tax benefit of Q1 LY

Q3 2022-23 Performance

Record performance with highest-ever absolute metrics (Revenue, CM, EBIT and PAT)



- Highest-ever revenue; Growth led by B2B business
- Sustained gains in market position

Inflationary pressures starting to abate. Sequential improvement in GM%

GM growth and prudent OPEX management resulted in 12% EBIT growth, margin improvement

PAT growth supported by EBIT

ESG integrated in our Value Chain

Environment



Partnering with Ecovadis and Tfs building a more sustainable supply chain



Bringing sustainable difference through Let's Colour projects extended to aspirational districts in Orissa



Good progress on compliance to Plastic Waste Management Rules

Social



Creating livelihoods in two aspirational districts - Assam and Jharkhand – through AkzoNobel Paint Academy



Contributing to Responsible Mica Initiative



Consistent People safety performance

Governance



50% Independent Board with a healthy balance of skills, experience, independence



100% Independent Audit Committee



Highest standards of corporate governance

Recognition for our contributions to Society



Institute of Company Secretaries of India's (ICSI) 7th CSR Excellence Award 2022



'Special Jury Commendation' for Skill Development and Livelihood initiatives at the FICCI CSR Award 2020-21.

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.