

6th February 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. 7th February 2024 on the financial results of the Company for the quarter ended 31st December, 2023.

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.

Akzo Nobel India Ltd.
Investors call

7th Feb 2024

AkzoNobel



Our strategic priorities – a recap

Hold onto pricing gains to expand margins

Adjust cost base to market reality



Margin Management



Operating Expenses



Working Capital



Integrated Supply Chain

Reduce working capital to increase cash flow

Respond more effectively to business opportunities



Paints:

Festive season offset by commercial aggression, demand softness

AkzoNobel

- Quarter growth driven by Oct performance, volume growth
- Growth was led by Premium category and Projects business; reworking strategy on Mass & Economy
- Semi-urban markets sustained growth traction, however, weakness in urban markets.
- Presence in ~5,400 towns
- Price correction of ~1.3% taken during the quarter



Coatings:

Good quarter for most businesses

Auto & Specialty Coatings



Driving bodyshop sustainability

- Double-digit growth in Premium segment; Value Brands growth modest
- Growth in OEM driven by festive season

Industrial Coatings



Safe food contact coatings for metal packaging industry

- Strong rebound in Coil on the back of healthy export orders
- Packaging growth driven by FCG segment

Powder Coatings



Sustainable architectural solutions

- Double-digit growth across Architectural and GTC segments on the back of broad-based demand
- Automotive and I&C segments growth maintained

Marine & Protective Coatings



Anti-fouling solutions improving efficiencies for shipping industry

- Strong orders in dry dockings and New Construction in Marine
- Growth sustained in Infrastructure and Power segments

Q3 and 9M 2023-24 Performance

Yet another record of highest absolute parameters

Quarter Highlights

- ₹1,000 Cr topline surpassed
- Growth driven by B2B businesses
- ▬ Festive-high of Oct not sustained in B2C business
- GM% at 44.1% (vs. 39.0% LY)
- EBITDA% at 16.1% (vs. 14.5% LY)
- PAT up by 17%

9M Highlights

- Revenue growth of 5%
- Slow and steady market share gains
- GM% at 43.9% (vs 38.8% LY)
- EBITDA% at 15.7% (vs. 13.0% LY)
- PAT up by 33%

Q3 and 9M FY 2023-24 Performance

(₹ mn)	Quarter ended			9M ended		
	31-Dec-23	31-Dec-22		31-Dec-23	31-Dec-22	
Income						
Revenue from operations	10,327	9,868	5%	29,882	28,507	5%
Other income	84	124		255	213	
Total income	10,411	9,992		30,137	28,720	
Expenses						
Cost of goods sold	5,776	6,019		16,762	17,449	
Employee benefits expense	820	763		2,474	2,273	
Finance costs	32	26		93	84	
Depreciation and amortisation expense	201	211		605	600	
Other expenses	2,067	1,657		5,943	5,082	
Total expenses	8,896	8,676	3%*	25,877	25,487	2%*
Exceptional Items	0	0		0	0	
Profit before tax	1,515	1,316		4,260	3,233	
Tax expense	377	342		1,081	836	
Net Profit for the period	1,138	974	17%	3,179	2,397	33%

* indicates YoY change in OPEX/ Revenue

Gold Award for Excellence in BRSR by ICAI*

Excellence Awards
AkzoNobel



* Excellence in BRSR – Mid Cap (Manufacturing sector) at the 3rd ICAI Sustainability Reporting Awards 2022-23

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.

Thank you!