

27 May 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 on the audited standalone and consolidated financial results of the Company for the quarter and financial year ended 31st March, 2022, today.

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 – Q4 2021-22



Agenda



Business Environment



Business Update



Financial Performance

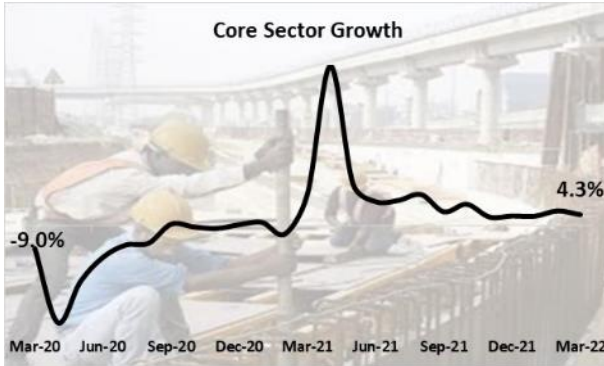


Conclusion

Business Environment

India growth picking up, but inflationary pressures, FX volatilities and Crude Oil price surge continue

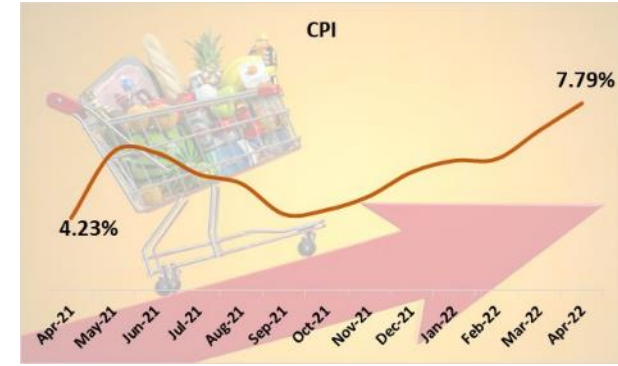
Economic activity emerging from inertia



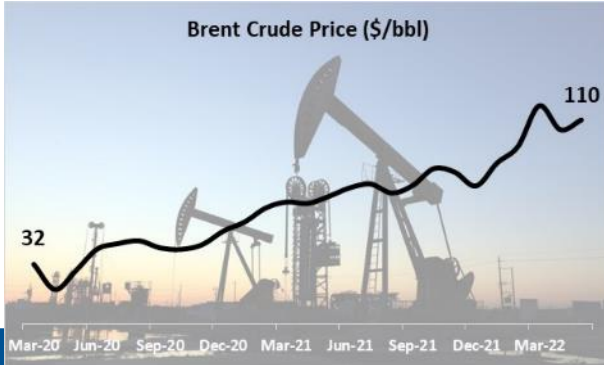
Improving Business Confidence



Inflation at 8-year high



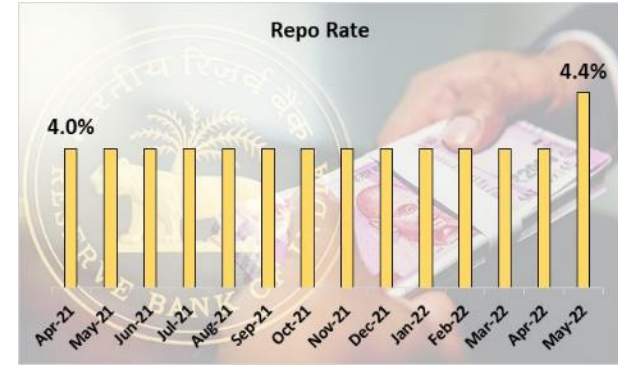
Crude prices at 7-year high



Volatilities in FX



Interest rate hikes after 11 RBI meets

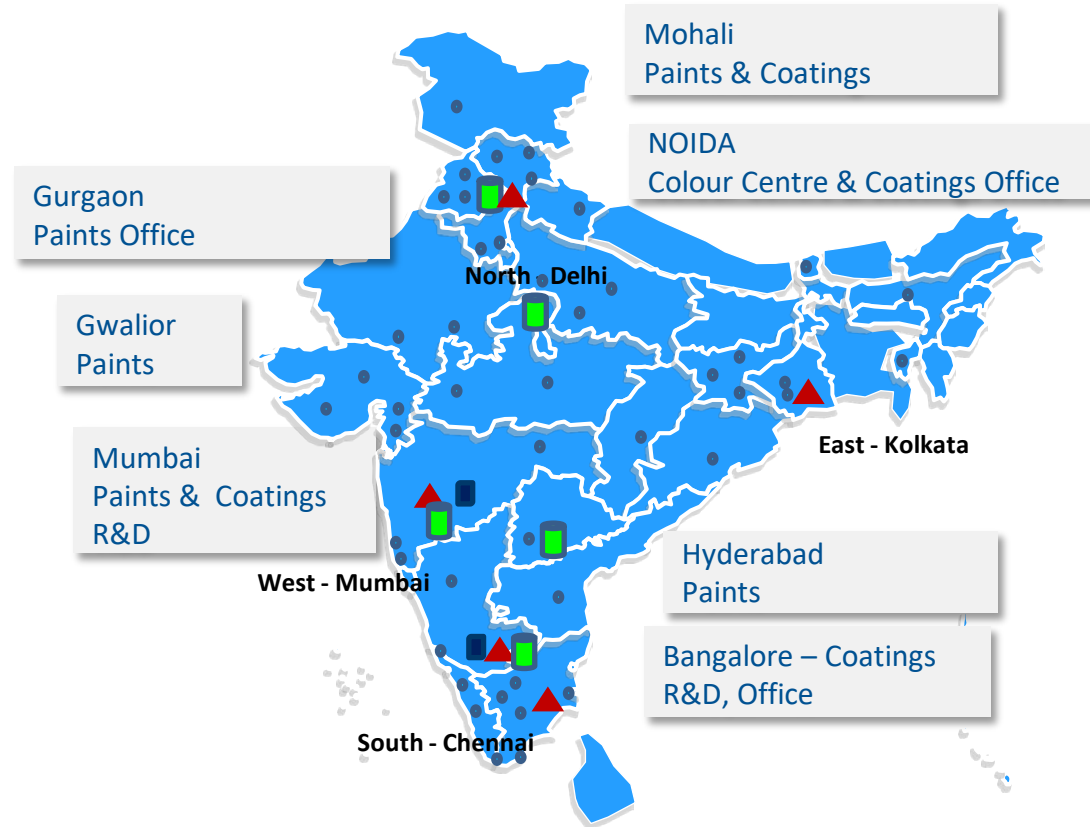


Business Update



Akzo Nobel India at a glance

- ↗ ~1,460 employees
- ↗ 5 manufacturing sites; **Capacity augmentation & expansion plans in place**
- ↗ 5 offices
- ↗ **Scale up of distribution with increased numeric reach and tinting machines penetration** (16,000+ retailers, ~15,000 tinting machines)
- ↗ ~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

People. Planet. Paint
Our new Purpose

Decorative Paints A quarter of Premiumization and Launches

AkzoNobel

Velvet Touch with True Color



Portfolio expansion with FloorPlus



Redefining crack-proofing with PU* technology



- 4.7% Price increase during the quarter
- Impact of Omicron in Jan-Feb; strong turnaround in March
- Growth led by Premium category, Projects business and new launches

* Polyurethane

Decorative Paints Bringing world-class products and propositions to Indian markets

AkzoNobel

Expanding boundaries with Dulux simply refresh, the first DIY multi-surface range



Anti-microbial bio-based eco paint



Click to add text

Paint The Future India Challenge....

AkzoNobel

DIGITAL CONSUMER EXPERIENCE

How can your digital solution boost the magic of paint and transform the way consumers experience Dulux paint in India?

Transforming Consumer experience...



Coatings Innovative launches for customer-centric B2B solutions

AkzoNobel

Protecting assets and aesthetics



Sustainable solutions through Powder



New generation of coatings for food & beverages



- Demand buoyancy in infrastructure, power, mining and packaging sectors driving growth
- Double-digit growth across most businesses
- Pricing actions slow to translate due to long-term nature of projects

Coatings Partnering with Industry bests

AkzoNobel

Exclusively approved Coatings for Super Premium luxury segment



Decorative Paints

A quarter of Premiumization and Launches

AkzoNobel

Velvet Touch with Tru Color



Portfolio expansion with FloorPlus



Redefining crack-proofing with PU* technology



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Decorative Paints

Bringing world-class products and propositions to Indian markets

AkzoNobel

Expanding boundaries with Dulux simply refresh, the first DIY multi-surface range



Anti-microbial bio-based eco paint



DIGITAL CONSUMER EXPERIENCE

How can your digital solution boost the magic of paint and transform the way consumers experience Dulux paint in India?

Transforming Consumer experience...

Surface Health

True Visualization

Personalization & Inspiration

Direct to Home / Delivery

Trusted Application

Quicker Application

Trusted Advisor

Safety & Security

Wall Care & Maintenance



Coatings

Innovative launches for customer-centric B2B solutions

AkzoNobel

Protecting assets and aesthetics



Sustainable solutions through Powder



New generation of coatings for food & beverages



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Coatings

Partnering with Industry bests

AkzoNobel

Exclusively approved Coatings for Super Premium luxury segment



Planet

Pioneering increasingly sustainable solutions and processes



Planet

Tangible ambitions towards addressing Sustainability challenges

kzoNobel

Sustainability is integrated in everything we do. By 2030, we aim to

- utilize 100% of our energy requirements from renewable sources
- reduce our carbon emissions by 50%
- move towards zero waste

Planet

Focusing on reducing our energy use, emissions and waste



Harvesting solar energy



Green belt in sites



Solvent recovery to reduce waste

People

Purpose-led initiatives fostering respect, diversity, inclusion & community development



People AkzoNobel Cares - for Communities



Promoting Education & Skill Development Driving Diversity & Inclusion Health & Telemedicine



 CII-ITC Sustainability Award and Communitas Award for domain excellence in CSR

18

People AkzoNobel Cares - for Employees



Driving Diversity & Inclusion with #BreakTheBias Driving employee engagement



 OHI (Organization Health Index) in top decile

19

People

AkzoNobel Cares - for Communities

Promoting Education & Skill Development



Driving Diversity & Inclusion



Health & Telemedicine



CII-ITC Sustainability Award and Communitas Award for domain excellence in CSR

People

AkzoNobel Cares - for Employees

Driving Diversity & Inclusion with #BreakTheBias



Driving employee engagement



AkzoNobel

Health & Safety initiatives



OHI (Organization Health Index) in top decile

Financial Performance

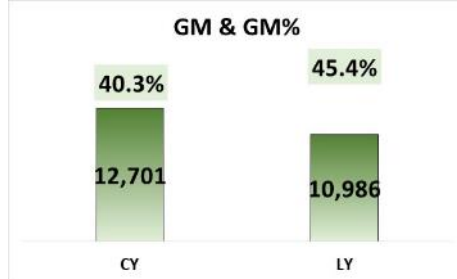
FY 2021-22 Performance

Strong progress on Grow & Deliver ambition with highest-ever Revenue and Profit from Operations



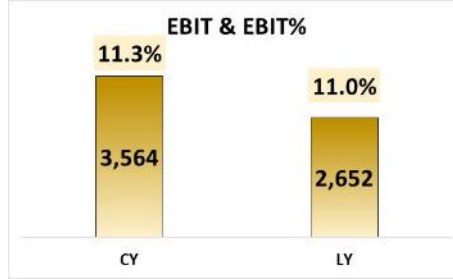
Highest-ever Revenue from Operations.

Growth driven by new launches, market share gains and infrastructure-led economic growth.



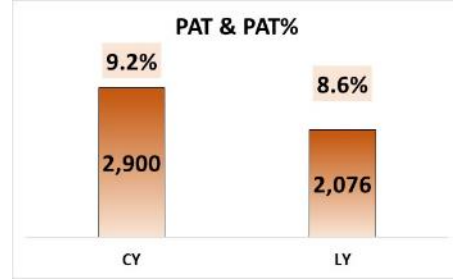
RM inflation stressing GM%.

Paints margins held; Coatings slower to benefit due to long-term nature of projects.



Highest ever EBIT from operations.

Double-digit profitability for 3rd consecutive year.

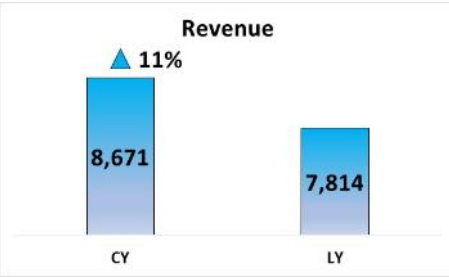


PAT 40% up; highest growth in industry.

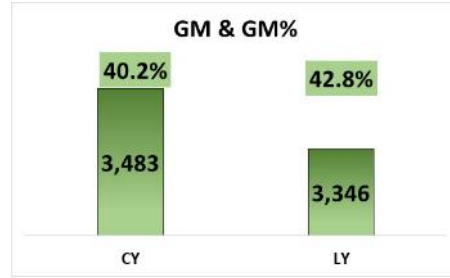
32% growth excluding impact of ₹162 mn on account of reversal of tax provision pertaining to earlier years.

Q4 2021-22 Performance

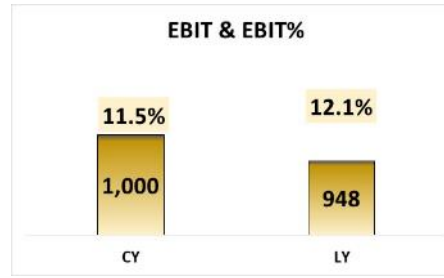
Solid finish to the year despite Omicron and higher input costs



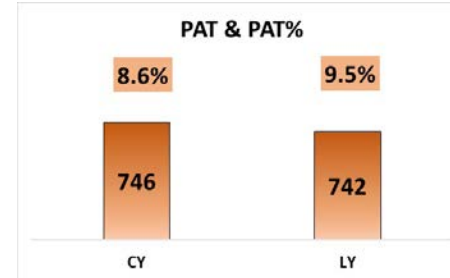
Growth across Paints & Coatings.
Market share gains in select categories and geographies. Growth led by Tier-1/ urban markets.
5th quarter of double-digit growth.



GM% under stress as Raw Material inflation ahead of Price increase. However, **inflation covered in absolute terms.**

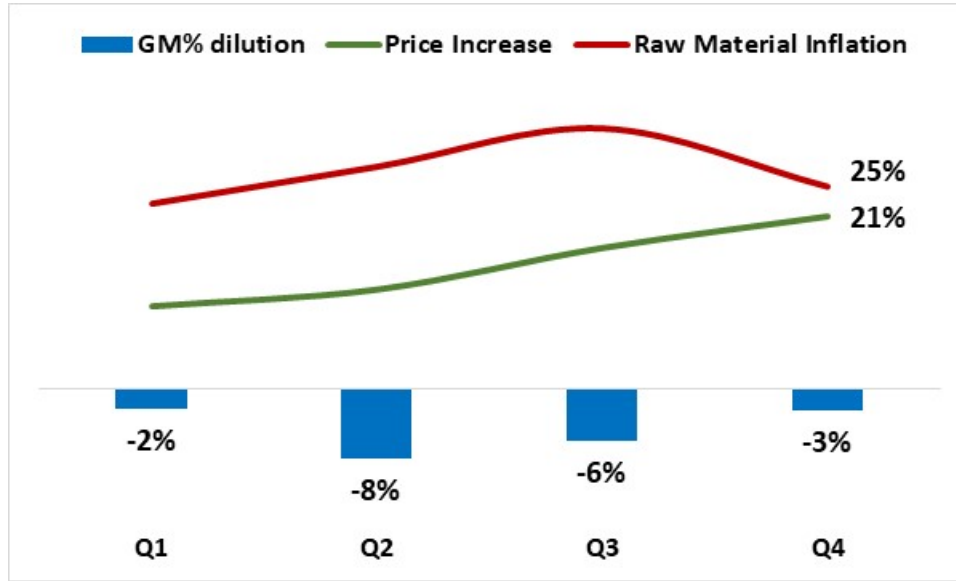


5% growth in EBIT.
Double-digit profitability for 13 quarters (excluding Covid quarter).



PAT ~flat.
Includes impact of ₹20 mn provision reversal in relation to erstwhile divested business.

Limiting margin dilution with calibrated price increases

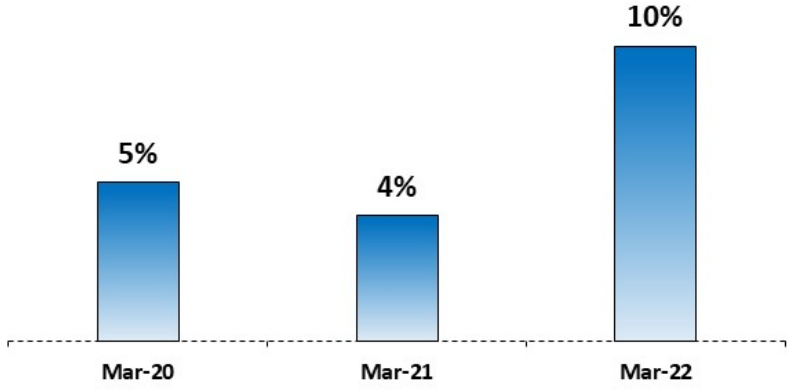


- Leading the industry in pricing actions; ~21% increase taken till March-exit
- Raw material inflation likely to persist due to ongoing geopolitical tensions
- ANI continuing to review impact closely; to evaluate further price increases, if required

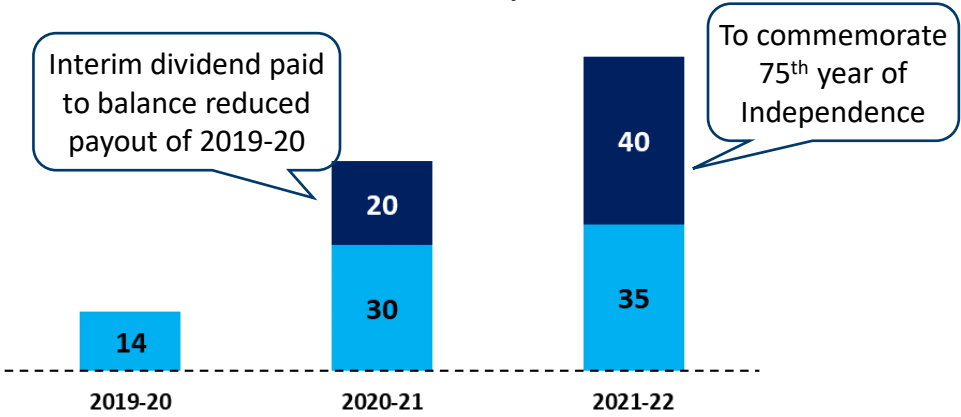
OWC and Cash Flow

Higher working capital requirement managed;
 ₹75/share Dividend to commemorate 75th anniversary of
 Independence

OWC/ Revenue %



■ Normal Dividend ■ Interim/ Special Dividend




Conclusion

Concluding Remarks

- Initial investor engagements in 2018-19 had highlighted concerns about ANI performance; We had promised a performance of Growth and double-digit Profitability
- Through the years, we invested in Brand, Distribution and Technology to bring a plethora of groundbreaking innovations and disruptive solutions
- In the journey of 3,000 Cr topline and double-digit profitability, we became the **second-fastest growing company in 2021-22** and **the only player to improve margins***

* Only top 4 players considered



A journey of a
thousand miles
begins with
a single step.

-Lao Tzu

www.tebecoanilize.com

Thank you