

7th February 2025

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 the investor call presentation document basis the unaudited financial results as approved by the Board of Directors in today's meeting, i.e. on 7th February 2025, for the quarter and nine months ended 31st December, 2024.

Kindly take this on 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

7th Feb 2025

First Dulux Blue Store inaugurated in Faridabad

Safe Harbor Statement

This presentation 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. 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. Also, the Company has been making the required disclosures/clarification from time to time to BSE and NSE pertaining to AkzoNobel NV's (parent/promoter entity) media release on portfolio review with initial focus on Deco South Asia, and the management would not be responding to any general and/or specific query in this regard in this investors' call, however, the investors/public at large would be kept informed of any updates in this regard as per listing regulations.

Q3 2024-25 Performance

Growing topline while maintaining profitability

Q3 Performance

- Volume growth even in subdued market conditions
- Revenue +2%; sustained B2B traction
- Impact of RM inflation curtailed by managing costs

Other Highlights

- New propositions launched across categories in Decorative Paints
- Underwriters Laboratories flame retardant certification for Resicoat; new opportunities in the growing electric vehicle market
- Project Revive[^] felicitated at the second edition of the North-East CSR Awards 2024

Decorative Paints vertical

Muted demand, competitive pressures impacting industry

- A difficult quarter with muted performance across categories.
- Projects business reported growth.
- Launches in Waterproofing and Economy+ categories to increase play



Coatings vertical

Growth traction sustained across verticals



MPY

- Strong growth in Infrastructure, Power and Mining segments driving growth in Protective business.
- Slow business environment for Marine segments.



Powder

- The business did well in Industrial & Consumer, Appliances and Automotive segments.
- Functional segment supported by projects.



ASC

- Auto OEM growth led by auto industry buoyancy
- Competitive refinish market

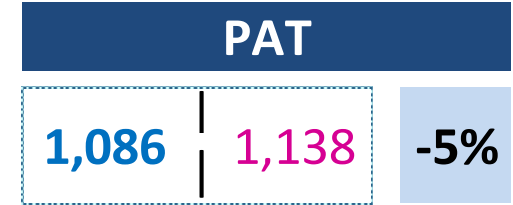
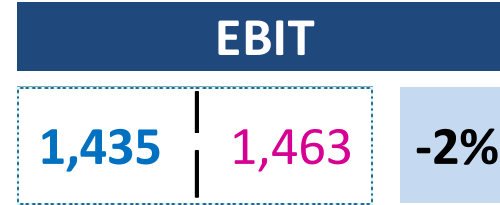
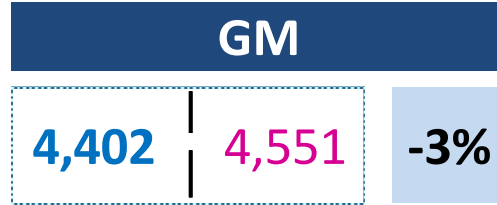
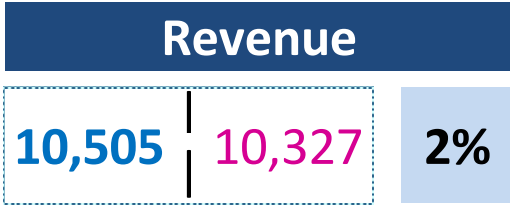


ICO

- Business impacted by stress in overseas markets and pricing pressure
- Pick up in Packaging orders.

Q3 2024-25 Performance

Growth driven by B2B business despite adverse demand conditions and heightened competition; continuing to balance Growth and Profitability



41.9% 44.1%

13.7% 14.2%

10.3% 11.0%

- Moderate volume growth
- Most of the B2B businesses sustained strong growth

- GM% impacted by rising RMC

- Impact of GM dilution somewhat curtailed by OPEX control

- PAT decline of 5% due to lower investment income

CY | LY

Q3 and 9M 2024-25 Performance

(₹ mn)	Quarter ended			9M ended		
	31-Dec-24	31-Dec-23		31-Dec-24	31-Dec-23	
Income						
Revenue from operations	10,505	10,327	2%	30,691	29,882	3%
Other income	60	84		248	255	
Total income	10,565	10,411		30,939	30,137	
Expenses						
Cost of goods sold	6,103	5,776		17,372	16,762	
Employee benefits expense	773	820		2,522	2,474	
Finance costs	33	32		73	93	
Depreciation and amortisation expense	234	201		674	605	
Other expenses	1,960	2,067		5,975	5,943	
Total expenses	9,103	8,896	-2%*	26,616	25,877	0%*
Exceptional Items	0	0		0	0	
Profit before tax	1,462	1,515		4,323	4,260	
Tax expense	376	377		1,112	1,081	
Net Profit for the period	1,086	1,138	-5%	3,211	3,179	1%

* Change in OPEX/ Revenue

Concluding Remarks

- **Delivered on growth and profitability**
- **Recognized for our products and services, innovation and customer service**
- **Maintaining our commitment to shareholder value creation**
- **Steadily progressing towards our ESG ambitions**



Northeast CSR Award 2024, TISS, Guwahati

AkzoNobel

Thank you!

