

6th February, 2025

1. Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001.
2. Manager – Listing
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400051.

Sub.: Q3 FY 2024-25 Financial Results Conference Call – Investor Presentation

- Ref.: 1. Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**
2. BSE Scrip Code- 500165, NSE Symbol - KANSAINER

Dear Sirs,

Further to the intimation done by the Company on 30th January, 2025 with respect to the conference call to be hosted by the Management of our Company on Friday, 7th February, 2025 at 11:00 hrs India Time to discuss Q3 FY 2024-25 Financial Results of the Company, we are enclosing herewith an Investor Presentation.

For **KANSAI NEROLAC PAINTS LIMITED**

P. D. PAI
CHIEF FINANCIAL OFFICER

NEROLAC

Investor Presentation
Q3 2024-25
(7th February 2025)



This presentation may contain statements which reflect management's current views and estimates and could be construed as forward making statements. The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments

1 Nerolac Story

2 Business Environment

3 Business Update

4 Financial Performance

5 Risk and Outlook

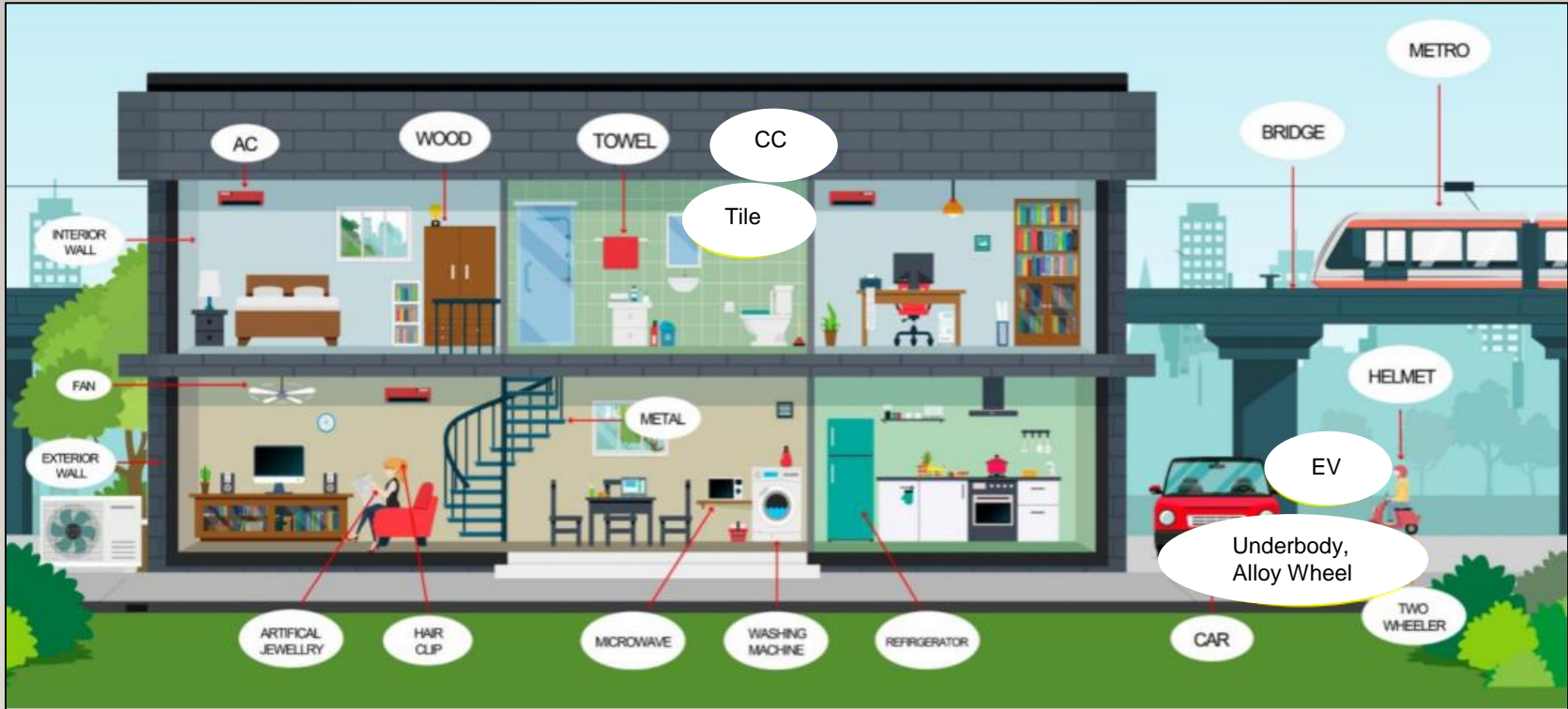


1. Nerolac Story



Purpose: Create environments for a healthy and beautiful future.

Vision: We design solutions that protect, inspire and touch lives everyday



ESG: Water Positive, Emission reduction, Green energy



BRAND NEROLAC:



2nd STRONGEST BRAND



THE NEROLAC JINGLE

INNOVATOR'S SPIRIT:



JAPANESE TECHNOLOGY



LEADERS IN INDUSTRIAL



PAINT+ PRODUCTS IN DECORATIVE

A graphic showing colorful paint splashes in shades of yellow, orange, pink, and blue.

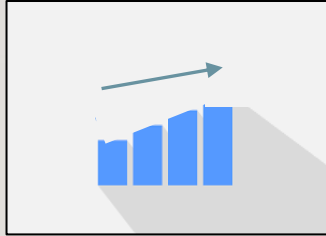
2. Business Environment



Decrease in Crude Oil Price



Stable Demand in Automotive



Rural Demand Recovery



Govt. focus on Infrastructure



Geopolitical Challenges



Rupee Depreciated



3. Business Update



NEROLAC PAINT+

Your walls deserve a **PARADISE** moment too

NEROLAC PAINT+

FLAMING RED
COLOUR CODE - 474

NEROLAC PAINT+

From designs to colours,
every detail matters!

#HappyWorldArchitectureDay

NEROLAC PAINT+

Painting the future green!

Kansai Nerolac Paints is proud to achieve top 8 percentile in the S&P Global Large-Midcap ESG Index 2024, Top 10 percentile for 3 consecutive years

NEROLAC PAINT+

His vision filled our nation with colours

#HappyGandhiJayanti

NEROLAC PAINT+

AB DEEWARON PE **CHAMAK** AT AFFORDABLE PRICE

Introducing Nerolac Beauty Little Master Sheen

- Ease of Application
- Economical Product with Optimum Performance
- Rich Sheen Finish

1st TIME IN INDIA

NEROLAC PAINT+

NEROLAC NITGEN PAINTING SERVICES

- Trained and Certified Painters
- Clean and dust-free process
- Hassle-free painting experience
- Advanced colour selection tools

TOLL FREE No. - 1800 266 5566

EXTERIOR EMULSION



WOW WHITE RANGE



INTERIOR EMULSION



WOOD FINISH & CONSTRUCTION CHEMICAL



New Product

- New product contribution >10% of Decorative Business
- 20+ New Products till Q3.

 Paint+

- Continued the growth trajectory with increase in saliency >10%

 New Business

- Sustained strong performance in Construction chemicals & Premium Wood-finishes contributing now >10% to Decorative sales

 Project/ Institutional Business

- Double digit growth trajectory in Project Business
- Presence increased to 80+ towns

 Premiumisation

- Premium segment continued to do better
- Degrowth in putty and distemper

 Distribution Network

- Network expansion on track
- 300+ Nerolac NextGen Shopeee and Shop in Shop outlets in 200+ Towns

 Services

- Saliency of Nxt Gen Painting services and Architect & Interior Designer reached a critical mass of ~5% to Decorative sales





Atal Medical Institute (Lucknow)



IIT Roorkee (Roorkee)



Ludlow Castle Sports Complex (Delhi)



Jaslok Hospital (Mumbai)



IIT Delhi (Delhi)

Automotive

Passenger Vehicle & 2- Wheeler

- PV & 2W segment witnessed good growth on account of the Festive Season

Commercial Vehicle & Tractors

- Subdued growth in the segment



Auto Refinish

- High Single digit growth in the segment
- Notable wins in Bodyshop count



Performance Coating

Liquid

- Sustained strong growth led by High Performance Coatings

Powder

- Growth recovery Qtr on Qtr basis.





Mumbai Metro line 5 Thane Bridge Project



MRIDC Bridge Project (Chandrapur)

New Products in Industrial

- **Everlast matt clear Coat** on Passenger Vehicle body with excellent line workability.
- **Special PU Clear** for 2W customer to achieve finish at lower dry film thickness with good sagging resistance at higher film thickness.
- **PU Matt Metallic** for 2W customer in Monocoat system against conventional two coat system, that has helped to eliminate one product
- **PU Primer** for Glass Filled ABS Plastic Fan.
- **Topcoat Fusion Bonded polyester** for External and Internal Pipe Coating

S&P Dow Jones Indices

A Division of **S&P Global**

Rated in top 8% globally within chemical industry group (CSA 2024).

KNPL is a constituent company in the S&P Global Large Midcap ESG Index.



FTSE4Good

Rated in top 12% globally within Constructions and Material sector.

KNPL is a constituent company in the FTSE4Good Index.



Community Development



Security Post (Portable Cabin) at Urban Estate, Kapurthala



Children Park and Open Gym Equipment Park, Kapurthala



Construction of Tin shed for Kasola Thana Vehicle Parking

Prev. Health care & Sanitation



Syntex water tank for the villagers of Sheldi Vaghanwadi.



Construction of Toilets at Jainpur Fire Station, Jainpur



Provision of Borewell at Nirvhal Block, Chiplun

Promoting Education



Empowering Young Minds at locations like Chirni, Bhelsai etc



Computer Lab at R.C.Kale English School, Pedhe



Provision of Science Books & Stationery, Vagra



**GOLDEN
PEACOCK
AWARDS**

W I N N E R

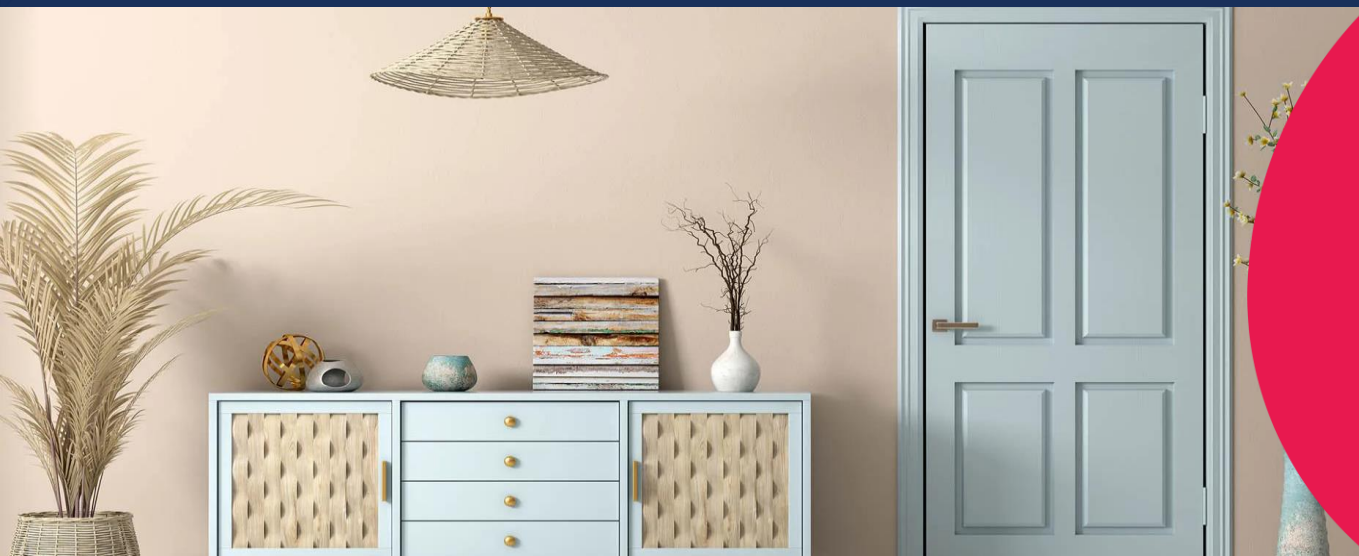
**Corporate Social
Responsibility
2024**

GOLDEN PEACOCK
A W A R D S

Winner *of* Corporate Social Responsibility 2024

**Winner of 'Golden Peacock Award for Corporate
Social Responsibility' for the year 2024**

4. Financial Update



Rs. In Millions	Q3	% to	Q3	% to	YTD	% to	YTD	% to
	2023-24	Net Revenue	2024-25	Net Revenue	2023-24	Net Revenue	2024-25	Net Revenue
Net Revenue	18149	100.0	18422	100.0	57316	100.0	57563	100.0
Material Cost	11583	63.8	11919	64.7	36855	64.3	37147	64.5
Operating Expenses	4167	23.0	4033	21.9	12024	21.0	12453	21.6
PBDIT	2399	13.2	2469	13.4	8437	14.7	7963	13.8
PBT Before Exception Item	2129	11.7	2281	12.4	7613	13.3	7436	12.9
Exception Item	-	0.0	4792	26.0	6613	11.5	4792	8.3
PBT After Exception Item	2129	11.7	7073	38.4	14226	24.8	12228	21.2
PAT	1576	8.7	5265	28.6	10813	18.9	8978	15.6

Growth (Q3 2024) - Net Revenue: 1.5%, PBDIT: 2.9%, PBT before exceptional: 7.2%, PBT after exceptional: 232.3%
 Growth (YTD 2024) - Net Revenue: 0.4%, PBDIT: -5.6%, PBT before exceptional : -2.3%, PBT after exceptional: -14.0%

Rs. In Millions	Q3	% to	Q3	% to	YTD	% to	YTD	% to
	2023-24	Net Revenue	2024-25	Net Revenue	2023-24	Net Revenue	2024-25	Net Revenue
Net Revenue	19187	100.0	19219	100.0	60321	100.0	60063	100.0
Material Cost	12266	63.9	12446	64.8	38827	64.4	38808	64.6
Operating Expenses	4482	23.4	4422	23.0	13007	21.6	13490	22.5
PBDIT	2440	12.7	2351	12.2	8487	14.1	7766	12.9
PBT Before Exception Item	2082	10.9	2141	11.1	7434	12.3	7050	11.7
Exception Item	-	0.0	6295	32.8	6613	11.0	6295	10.5
PBT After Exception Item	2082	10.9	8437	43.9	14047	23.3	13345	22.2
PAT	1521	7.9	6623	34.5	10616	17.6	10069	16.8

Growth (Q3 2024) - Net Revenue: 0.2%, PBDIT: -3.7%, PBT before exceptional: 2.8%, PBT after exceptional: 305.2%
 Growth (YTD 2024) - Net Revenue: -0.4%, PBDIT: -8.5%, PBT before exceptional : -5.2%, PBT after exceptional: -5.0%

5. Risk and Outlook



Risk

- Rupee depreciation will increase cost of imports
- Uncertain Geopolitical conditions

Outlook

- As per RBI bulletin,
 - Rural demand continues to gain momentum
 - Revival in public capex on infrastructure is likely to stimulate growth in key sectors.
- Passenger Vehicle & 2-wheeler: Overall demand situation seems to remain good for this segment.
- Tractor: Owing to good monsoon and harvest, tractor segment expected to show growth
- Performance Coating is expected to remain strong on the back of Govt's focus on infrastructure.



Thank You!



**RESISTS TOUGH
INDIAN STAINS:**

- | | | | |
|--|--------|---|---------|
|  | PICKLE |  | CHUTNEY |
|  | OIL |  | HALDI |
|  | TEA |  | CRAYONS |