

4 March 2020

Department of Corporate Services
BSE Limited
1st floor, New Trading Ring
Rotunda Building, P J Towers
Dalal Street, Fort
Mumbai - 400 001

The Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, 5th floor,
Bandra-Kurla Complex
Bandra (E)
Mumbai - 400051

Dear Sirs,

Outcome of Schedule of Analyst / Institutional Investor Meetings

This is further to our intimation dated 2 March 2020.

With reference to regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, we hereby inform that meetings were held on 2nd (evening) and 3rd (full day) March 2020 at Mumbai with following investors:

Date	Name of Investors (present and potential)	Venue
2 & 3 March 2020	<ul style="list-style-type: none"> • Aditya Birla Mutual Fund • Aditya Birla Insurance Co. • Axis Mutual Fund • Canara HSBC OBC Life Insurance • Canara Robeco Mutual Fund • Enam Asset Management • Essel Mutual Fund • ICICI Prudential Mutual Fund • IDFC Mutual Fund • IIFL Mutual Fund • L&T Mutual Fund • Kotak Mahindra Mutual Fund • Nippon Mutual Fund • Ocean Dial Asset Management • Tata AIA Life Insurance • Tata Mutual Fund • UTI Mutual Fund 	Mumbai



The objective of the meetings was to interact with the investors and address their queries. A copy of the presentation made to the investors during the meetings is attached for your reference.

Yours Faithfully,
For Akzo Nobel India Limited



Harshi Rastogi
Company Secretary



Encl: as above.



AkzoNobel

Akzo Nobel India Ltd.

March 2020



About Us



Paints & Coatings – recent Industry trends



Our Financial Performance



People. Planet. Paint

About AkzoNobel (group)

A focused, high performing Paints & Coatings company

AkzoNobel

200+ years of legacy in Paints & Coatings

Presence in 150+ countries

World class portfolio of brands

13 years of top 10 ranking in DJSI

5% reduction in value chain carbon emissions

20% revenue from eco-premium solutions

Listed on Euronext Amsterdam; €17 bn* Market Capitalization

34,500 employees

70 labs, 5 technology centers globally

3,000 scientists worldwide; 3100 patents owned

€9.3 bn revenue in 2019



* As of 24 Feb 2020

AkzoNobel in India

AkzoNobel

5 manufacturing sites; 2 R&D centres

Crossed ₹100 bn Market Capitalization (Feb 2020)

₹ 29,184 mn revenue in 2018-19

Presence across Decorative Paints & Industrial Coatings

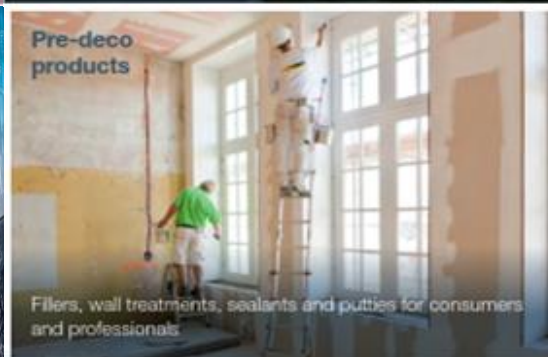
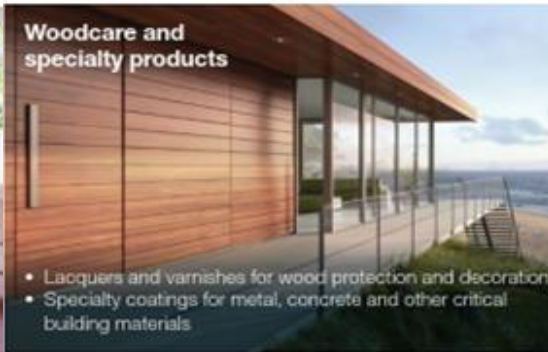
Only player to “coat any surface”!

High scores in Sustainability

Awarded for our innovations, sustainability and CSR initiatives

Our footprint

AkzoNobel



We coat every surface!



AkzoNobel

**Paints & Coatings
Recent Industry Trends**

P&C growth slowed down towards latter part of 2019; Commodity cost seeing softening

 **2.2%**
Core Sector growth
(January)

 **7.59%**
Retail inflation
(January)

 **5.15%**
Repo Rate
(February)

 **\$56/bbl**
Brent Crude
(February avg)

 **71.5**
US\$-Rupee
(February avg)

Recent Headwinds



Liquidity crisis



Declining industrial
production



Muted consumer
offtake



Heavy rainfall

Benefit from



Soft commodity
prices

Oil &
Gas

Auto

Real
Estate

Power

Infra

Emerging Trends in the Industry

AkzoNobel

Industry's pace of growth has slowed down in last 2 quarters

Industrial coatings seeing slowdown in certain segments like Auto, whilst Infrastructure and Oil & Gas seeing traction

Adjacent spaces & bottom of pyramid seeing faster growth

Financial report

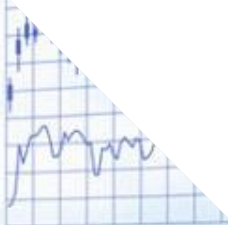
Balance sheet

Assets	1,734,826
Current assets	88,905
Non-current assets	1,645,921
Liabilities	166,630
Current liabilities	110,327
Non-current liabilities	56,303
Equity	74,393
Paid-in capital	72,921
Retained earnings	1,472



Equity statement

Current year	1,774,576
Comprehensive income	15,897
Issue of share capital	88,905
Dividends	23,853
Previous year	166,630
Comprehensive income	110,327
Issue of share capital	56,303
Dividends	67,678



Income statement

Revenues	12,978,516
Net sales	12,873,892
Investment	104,624
Expenses	6,372,535
Research and Development	1,385,395
Operating expenses	4,439,118
Marketing	548,022
Net income	6,505,981



Cash flow statement

Operations	12,978,516
Earnings	12,873,892
Depreciation	104,624
Investing	6,372,535
Real estate	1,385,395
Equipment	4,439,118
Financing	6,505,981
Dividends	6,505,981



Our Financial Performance

Key Financial Highlights Q3 2019-20

Highest-ever EBIT% since 2013-14; sustained profitability improvement in current year

Return on Sales (EBIT%)



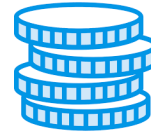
13.3%
250 bps up

Revenue from Operations



₹7,270 mn
-7% YoY growth (L2L)

Profit from Operations



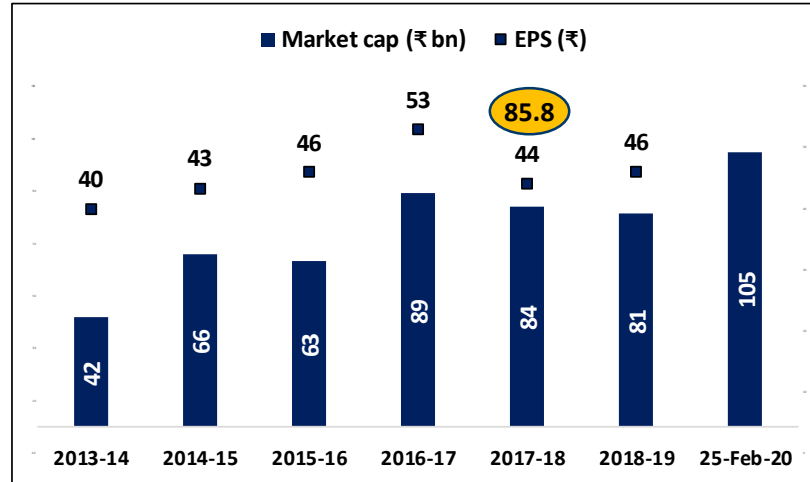
₹968 mn
14% YoY growth

Profit after Tax



₹770 mn
27% up

Sustained value creation for shareholders



ANI stock touched an all-time high of ₹2,500 on 17th Feb 2020.

Share price is currently trading near these levels.

PEOPLE. PLANET. PAINT.

Our approach to sustainability

AkzoNobel



PEOPLE - Creating Better Lives

AkzoNobel Paint Academy



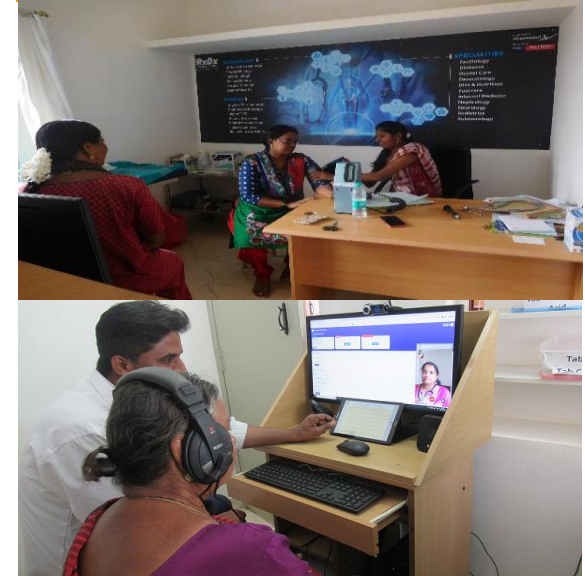
Over 5k youths (incl. ~100 women) trained through academies & Kaushal Vahans. Trained 100 jail inmates; 20 rehabilitated as Painters

Education



10k+ under privileged children have received non-formal & remedial education; ~50k children/youth sensitized on road safety

Community Health



5k+ villagers been provided access of specialist doctors through E health clinics at Hoskote, Bengaluru



Golden Globe Tiger CSR Awards 2019

PLANET - Taking a shine to Solar Energy

AkzoNobel



AkzoNobel's target of making 100% use of renewable energy by 2030.

33% milestone covered already by our Thane plant through solar power.

PAINT - Technology-led differentiation

Global products
customized for Indian
markets



Expanding in Oil &
Gas sector



44-countries supply
deal with BMW –
delivering value

Thank You

Safe Harbour Statement

AkzoNobel

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. 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.