

**Akzo Nobel India Limited**

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India

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25 October 2012

**AkzoNobel**

Tomorrow's Answers Today

The Secretary  
National Stock Exchange of India Ltd  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No.C/1, G Block  
Bandra-Kurla Complex  
Bandra (E)  
Mumbai - 400 051  
Fax # 022 26598237/8

Page 1 of 9

Dear Sir,

**Un-audited Financial Results**

This is to inform you that the Board of Directors of Akzo Nobel India Limited in its meeting held today has approved the Un-audited Financial Results of the Company for the quarter ended 30 September 2012.

Copy of the Un-audited Financial Results along with the Limited Review Report and the Press Release issued by the Company today are attached herewith.

Yours faithfully,  
For Akzo Nobel India Limited

R Guha  
Company Secretary  
Camp: Bangalore

Encl: as above.

2/9

**Akzo Nobel India Limited****Registered Office : Cestaniji Apartment, 1st Floor, 8-B Middleton Street, Kolkata - 700071****Unaudited Financial Results for the quarter and six months ended 30 September 2012**

(Rs. million)

## PART I

| Particulars                                                                                       | Quarter ended        |                |                      | Year to date for six months ended |                      | Year ended<br>31 March 2012<br>(Audited) |
|---------------------------------------------------------------------------------------------------|----------------------|----------------|----------------------|-----------------------------------|----------------------|------------------------------------------|
|                                                                                                   | 30 September<br>2012 | 30 June 2012   | 30 September<br>2011 | 30 September<br>2012              | 30 September<br>2011 |                                          |
|                                                                                                   | (Unaudited)          |                |                      | (Unaudited)                       |                      |                                          |
| <b>1 Income from operations</b>                                                                   |                      |                |                      |                                   |                      |                                          |
| (a) Net sales (net of excise duty)                                                                | 5,112.5              | 5,497.7        | 3,014.9              | 10,810.2                          | 8,400.5              | 19,425.2                                 |
| (b) Other operating income                                                                        | 121.6                | 132.4          | 24.0                 | 254.0                             | 47.4                 | 453.3                                    |
| <b>Total income from operations (net)</b>                                                         | <b>5,234.1</b>       | <b>5,630.1</b> | <b>3,038.9</b>       | <b>10,864.2</b>                   | <b>8,447.9</b>       | <b>19,878.5</b>                          |
| <b>2 Expenses</b>                                                                                 |                      |                |                      |                                   |                      |                                          |
| (a) Cost of materials consumed                                                                    | 2,513.2              | 2,584.3        | 2,045.6              | 5,097.5                           | 3,727.8              | 10,128.1                                 |
| (b) Purchase of stock-in-trade                                                                    | 518.4                | 515.7          | 11.5                 | 1,035.1                           | 31.5                 | 1,068.6                                  |
| (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                 | 4.7                  | 157.3          | (127.0)              | 162.0                             | (287.9)              | (803.9)                                  |
| (d) Employee benefits expense                                                                     | 465.5                | 460.4          | 208.6                | 925.9                             | 421.1                | 1,473.4                                  |
| (e) Depreciation and amortisation expense                                                         | 100.1                | 93.4           | 61.5                 | 193.5                             | 121.0                | 366.4                                    |
| (f) Other expenses                                                                                | 1,368.0              | 1,379.5        | 987.8                | 2,747.5                           | 1,845.5              | 5,296.8                                  |
| <b>Total expenses</b>                                                                             | <b>4,970.9</b>       | <b>5,190.6</b> | <b>2,867.8</b>       | <b>10,161.6</b>                   | <b>5,859.0</b>       | <b>18,499.3</b>                          |
| <b>3 Profit from operations before other income, finance costs and exceptional items (1-2)</b>    | <b>263.2</b>         | <b>439.5</b>   | <b>171.1</b>         | <b>702.7</b>                      | <b>588.9</b>         | <b>1,379.2</b>                           |
| <b>4 Other income</b>                                                                             | <b>272.6</b>         | <b>355.5</b>   | <b>153.7</b>         | <b>628.1</b>                      | <b>597.1</b>         | <b>1,123.5</b>                           |
| <b>5 Profit from ordinary activities before finance costs and exceptional items (3+4)</b>         | <b>535.8</b>         | <b>795.0</b>   | <b>324.8</b>         | <b>1,330.8</b>                    | <b>1,176.0</b>       | <b>2,502.7</b>                           |
| <b>6 Finance cost</b>                                                                             | <b>(3.2)</b>         | <b>(6.3)</b>   | <b>(1.5)</b>         | <b>(10.2)</b>                     | <b>(4.0)</b>         | <b>(39.2)</b>                            |
| <b>7 Profit from ordinary activities after finance costs but before exceptional items (5+6)</b>   | <b>531.9</b>         | <b>788.7</b>   | <b>323.2</b>         | <b>1,320.6</b>                    | <b>1,172.0</b>       | <b>2,463.5</b>                           |
| <b>8 Exceptional items</b>                                                                        | <b>-</b>             | <b>-</b>       | <b>-</b>             | <b>-</b>                          | <b>-</b>             | <b>-</b>                                 |
| <b>9 Profit from ordinary activities before tax (7+8)</b>                                         | <b>531.9</b>         | <b>788.7</b>   | <b>323.2</b>         | <b>1,320.6</b>                    | <b>1,172.0</b>       | <b>2,463.5</b>                           |
| <b>10 Tax expense - Current tax</b>                                                               | <b>83.3</b>          | <b>183.0</b>   | <b>42.0</b>          | <b>266.3</b>                      | <b>218.0</b>         | <b>432.9</b>                             |
| - Deferred tax                                                                                    | 0.5                  | (3.2)          | 18.1                 | (2.7)                             | 13.1                 | 12.8                                     |
| <b>11 Net profit from ordinary activities after tax (9-10)</b>                                    | <b>448.1</b>         | <b>608.9</b>   | <b>263.1</b>         | <b>1,057.0</b>                    | <b>942.9</b>         | <b>2,017.8</b>                           |
| <b>12 Paid - up equity share capital (ordinary shares of Rs. 10/- each) (Note 2)</b>              | <b>466.5</b>         | <b>479.8</b>   | <b>368.3</b>         | <b>466.5</b>                      | <b>368.3</b>         | <b>368.3*</b>                            |
| <b>13 Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year</b> |                      |                |                      |                                   |                      | <b>13,915.5</b>                          |
| <b>14 Basic and diluted Earnings per share (of Rs. 10 each) (not annualised)</b>                  | <b>9.53</b>          | <b>12.70</b>   | <b>7.14</b>          | <b>22.28</b>                      | <b>21.84</b>         | <b>42.08</b>                             |

\* Excluding share capital pending allotment amounting to Rs. 111.2 million pursuant to Scheme of Amalgamation, as referred to in note 3.

3/9

**Akzo Nobel India Limited****Registered Office : Gaganjali Apartment, 1st Floor, 8-B Middleton Street, Kolkata -700071****Unaudited Financial Results for the quarter and six months ended 30 September 2012****PART II**

| Particulars | Six months ended  |              |                   | Year ended    |
|-------------|-------------------|--------------|-------------------|---------------|
|             | 30 September 2012 | 30 June 2012 | 30 September 2011 | 31 March 2012 |
|             | (Unaudited)       | (Unaudited)  | (Unaudited)       | (Audited)     |

**A PARTICULARS OF SHAREHOLDING****1 Public shareholding**

- Number of shares
- Percentage of shareholding

|            |            |            |            |
|------------|------------|------------|------------|
| 12,815,979 | 14,925,979 | 15,058,118 | 14,866,787 |
| 27.04%     | 31.12%     | 43.80%     | 40.38%     |

**2 Promoter and Promoter Group Shareholding****a) Pledged/ Encumbered**

- Number of shares
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)
- Percentage of shares (as a % of the total share capital of the company)

|   |   |   |   |
|---|---|---|---|
| - | - | - | - |
| - | - | - | - |
| - | - | - | - |

**b) Non-encumbered**

- Number of shares
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)
- Percentage of shares (as a % of the total share capital of the company)

|            |            |            |            |
|------------|------------|------------|------------|
| 34,044,335 | 33,034,335 | 20,776,213 | 21,967,544 |
| 100%       | 100%       | 100%       | 100%       |
| 72.96%     | 68.89%     | 56.40%     | 59.64%     |

**B PARTICULARS OF INVESTOR COMPLAINTS**

|                                                | Six months ended 30 September 2012 |
|------------------------------------------------|------------------------------------|
| Pending at the beginning of the quarter        | -                                  |
| Received during the quarter                    | 4                                  |
| Disposed of during the quarter                 | 4                                  |
| Remaining unresolved at the end of the quarter | -                                  |

\* Excluding share capital pending allotment amounting to Rs. 111.2 million pursuant to Scheme of Amalgamation, as referred to in note 3.

4/9

## Statement of Assets and Liabilities as at 30 September 2012

(Rs. million)

| Particulars | September   |      | As at 31 March<br>2012<br>(Audited) |
|-------------|-------------|------|-------------------------------------|
|             | 2012        | 2011 |                                     |
|             | (Unaudited) |      |                                     |

|                                            |                 |                 |                 |
|--------------------------------------------|-----------------|-----------------|-----------------|
| <b>A EQUITY AND LIABILITIES</b>            |                 |                 |                 |
| <b>1 Shareholders' Funds</b>               |                 |                 |                 |
| (a) Share capital                          | 466.6           | 368.3           | 479.6           |
| (b) Reserves and surplus                   | 13,822.2        | 11,490.6        | 13,930.9        |
| <b>Sub total - Shareholders' funds</b>     | <b>14,288.8</b> | <b>11,858.8</b> | <b>14,410.5</b> |
| <b>2 Non-current liabilities</b>           |                 |                 |                 |
| (a) Deferred tax liabilities (net)         | 23.1            | 54.7            | 25.8            |
| (b) Other long-term liabilities            | 188.7           | 193.9           | 191.0           |
| (c) Long-term provisions                   | 724.7           | 579.6           | 628.5           |
| <b>Sub total - Non-current liabilities</b> | <b>936.5</b>    | <b>828.2</b>    | <b>845.3</b>    |
| <b>3 Current liabilities</b>               |                 |                 |                 |
| (a) Trade payables                         | 4,029.1         | 2,574.5         | 4,161.4         |
| (b) Other current liabilities              | 813.6           | 291.5           | 906.5           |
| (c) Short-term provisions                  | 619.6           | 279.6           | 1,756.6         |
| <b>Sub total - Current liabilities</b>     | <b>5,462.2</b>  | <b>3,145.6</b>  | <b>6,824.5</b>  |
| <b>TOTAL - EQUITY AND LIABILITIES</b>      | <b>20,687.5</b> | <b>15,832.6</b> | <b>22,080.3</b> |
| <b>B ASSETS</b>                            |                 |                 |                 |
| <b>1 Non-current assets</b>                |                 |                 |                 |
| (a) Fixed assets                           | 3,802.7         | 2,056.9         | 3,710.5         |
| (b) Non-current investments                | 399.9           | 599.9           | 849.6           |
| (c) Long term loans and advances           | 585.3           | 481.3           | 539.5           |
| (d) Other non-current assets               | 11.0            | -               | 4.0             |
| <b>Sub total - Non-current assets</b>      | <b>4,798.9</b>  | <b>3,138.1</b>  | <b>5,103.6</b>  |
| <b>2 Current assets</b>                    |                 |                 |                 |
| (a) Current investments                    | 7,821.2         | 8,985.4         | 9,185.5         |
| (b) Inventories                            | 3,471.5         | 1,963.3         | 3,334.1         |
| (c) Trade receivables                      | 2,494.5         | 875.2           | 2,260.5         |
| (d) Cash and cash equivalents              | 773.0           | 300.2           | 739.4           |
| (e) Short term loans and advances          | 1,222.7         | 570.4           | 1,190.9         |
| (f) Other current assets                   | 105.7           | -               | 266.3           |
| <b>Sub total - Current assets</b>          | <b>15,888.6</b> | <b>12,694.5</b> | <b>16,976.7</b> |
| <b>TOTAL - ASSETS</b>                      | <b>20,687.5</b> | <b>15,832.6</b> | <b>22,080.3</b> |

Also refer to Note 3

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Page 3 of 5

5/9

**Akzo Nobel India Limited****Registered Office : Geetanjali Apartment, 1st Floor, 8-B, Middleton Street, Kolkata -700071****Segment wise Revenue, Results and Capital Employed  
For the quarter and six months ended 30 September 2012**

(Rs. million)

|                                                                             | Quarter ended  |                |                | Year ended          | Year ended          | Year ended           |
|-----------------------------------------------------------------------------|----------------|----------------|----------------|---------------------|---------------------|----------------------|
|                                                                             | 30 September   | 30 June 2012   | 30 September   | 30 September        | 30 September        | 31 March 2012        |
|                                                                             | 2012           | 2012           | 2011           | 2012                | 2011                | 2012                 |
|                                                                             | (Unaudited)    |                |                | (Unaudited)         | (Unaudited)         | (Audited)            |
| <b>1 Segment Revenue</b>                                                    |                |                |                |                     |                     |                      |
| a) Coatings                                                                 | 5,019.9        | 5,403.6        | 3,015.3        | 10,423.5            | 6,392.2             | 19,048.3             |
| b) Others                                                                   | 214.2          | 226.5          | 23.6           | 440.7               | 55.7                | 830.2                |
| <b>Total income from operations (net)</b>                                   | <b>5,234.1</b> | <b>5,630.1</b> | <b>3,038.9</b> | <b>10,864.2</b>     | <b>6,447.9</b>      | <b>19,878.5</b>      |
| <b>2 Segment Results [Profit before interest and tax from each segment]</b> |                |                |                |                     |                     |                      |
| a) Coatings                                                                 | 237.4          | 440.2          | 196.6          | 877.6               | 636.4               | 1,402.9              |
| b) Others                                                                   | 38.0           | 18.4           | 5.4            | 58.4                | 14.8                | 121.8                |
| <b>Total</b>                                                                | <b>275.4</b>   | <b>458.6</b>   | <b>202.0</b>   | <b>936.0</b>        | <b>651.2</b>        | <b>1,524.7</b>       |
| Finance Cost                                                                | (3.9)          | (6.3)          | (1.8)          | (10.2)              | (4.0)               | (39.2)               |
| Other un-allocable income net of (un-allocable expenditure)                 | 280.4          | 336.4          | 122.8          | 596.8               | 525.0               | 978.0                |
|                                                                             | 531.9          | 788.7          | 323.2          | 1,320.6             | 1,172.0             | 2,463.5              |
| Exceptional items                                                           | -              | -              | -              | -                   | -                   | -                    |
| <b>Profit before tax</b>                                                    | <b>531.9</b>   | <b>788.7</b>   | <b>323.2</b>   | <b>1,320.6</b>      | <b>1,172.0</b>      | <b>2,463.5</b>       |
| <b>3 Capital Employed (Segment Assets - Segment Liabilities)</b>            |                |                |                | <b>As at</b>        | <b>As at</b>        | <b>As at</b>         |
|                                                                             |                |                |                | <b>30 September</b> | <b>30 September</b> | <b>31 March 2012</b> |
|                                                                             |                |                |                | <b>2012</b>         | <b>2011</b>         |                      |
| a) Coatings                                                                 |                |                |                | 5,334.5             | 2,114.1             | 4,887.6              |
| b) Others                                                                   |                |                |                | 445.7               | 45.8                | 498.8                |
| Unallocated                                                                 |                |                |                | 8,508.6             | 9,899.1             | 9,024.1              |
| <b>Total</b>                                                                |                |                |                | <b>14,288.8</b>     | <b>11,858.8</b>     | <b>14,410.5</b>      |

**Foot Notes:**

- Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments. Other un-allocable items in Segment Results include income from investment of surplus funds of the Company and unallocable corporate expenses.
- "Unallocated" in Capital Employed includes un-allocable corporate assets, liabilities and investments.
- Also refer to note 3.

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Page 4 of 5

6/9

**Akzo Nobel India Limited**  
**Registered Office: Gectanjali Apartment, 1st Floor, 8B Middleton Street, Kolkata - 700 071**

**Unaudited Financial Results for the quarter and six months ended 30 September 2012**

**Notes:**

1. The above results have been approved by the Board of Directors at its meeting held on 25 October 2012. The statutory auditors of the Company have carried out a Limited Review of the financial results for the quarter and six months ended 30 September 2012 and a modified (emphasis of matter without qualification) report has been issued with reference to para 3 below. The same has been filed with the stock exchange and is available on the website of the Company.
2. In terms of the share buy back scheme approved by the Board of Directors on 21 May 2012, the Company has, during the quarter, bought back 1.3 million shares for an aggregate consideration of Rs. 1,196 million. The nominal value of shares bought back has been adjusted against share capital. The difference between the consideration paid and nominal value of shares, and related expenses of Rs. 12.5 million, have been adjusted against free reserves. The share buy back scheme closed on 13 July 2012.

During the quarter, the promoters have intimated to the Company vide their letter dated 1 August 2012 that they have acquired 1.01 million shares in the Company on 31 July 2012. As a result of this share acquisition, promoter holding in the Company has gone up to 72.96%.

3. The Scheme of amalgamation ('Scheme') of Akzo Nobel Coatings India Private Limited, Akzo Nobel Car Refinishes India Private Limited and Akzo Nobel Chemicals (India) Limited (collectively referred to as 'transferor companies') with the Company became effective from 18 May 2012 with an Appointed Date of 1 April 2011. Accordingly, the results for the year ended 31 March 2012 included the results of the transferor companies for that year. Their income from operations and profit before tax for the year ended 31 March 2012 amounted to Rs. 6,250 million and Rs. 241 million respectively.

The results for the quarters ended 30 June 2012 and 30 September 2012 include the results of the transferor companies for the relevant period, whereas the results for the quarter and half year ended 30 September 2011 were as reported at the relevant times and have not been restated, and hence are not directly comparable.

The above treatment has been adopted awaiting clarification sought from stock exchanges in this regard. Accordingly, the figures reported under the aforesaid quarters (including in respect of segments) are not comparable.

4. The figures for the previous periods have been regrouped/ reclassified (primarily on account of adoption of Revised Schedule VI) to make them comparable.

Bangalore  
25 October 2012

**Amit Jain**  
**Managing Director**

# B S R & Associates

(Registered)  
Chartered Accountants

Building No.10, 8th Floor, Tower-B  
DLF Cyber City, Phase - II  
Gurgaon - 122 002 (India)

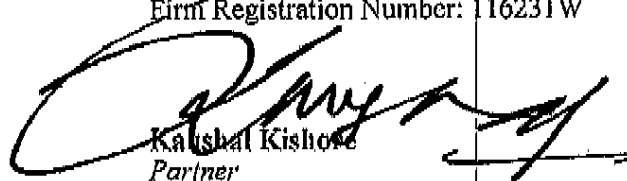
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7/9

## Review report to the Board of Directors of Akzo Nobel India Limited

- 1 We have reviewed the accompanying statement of un-audited financial results ('the Statement') of Akzo Nobel India Limited ('the Company') for the quarter and half year ended 30 September 2012, except for the disclosures regarding "Public Shareholding" and "Promoter and Promoter Group Shareholding", which have been traced from disclosures made by the management and have not been reviewed by us. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial results based on our review.
- 2 We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
- 3 Without qualifying our report, attention is drawn to note 3 to the attached financial results, which explains that the results for the quarter ended 31 March 2012 include the results of the transferor companies in the Scheme of Amalgamation, as stated therein, for the full year. Since the Company had accounted for the Scheme of Amalgamation during the quarter ended 31 March 2012, the results of that quarter are the balancing figures between the audited figures in respect of the full financial year and the already published year to date figures up to the third quarter ended 31 December 2011, which were not restated. Further, the results for the quarter ended 30 September 2011 also do not include the results of the transferor companies for the quarter, since the Company had already published results for that period and, thus, not restated. The Company has sought clarification from the stock exchanges, the response to which is awaited.
- 4 Based on our review conducted as above and pending the clarification from the stock exchanges, as explained in note 3 above, nothing has come to our attention that causes us to believe that the accompanying statement of un-audited financial results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Associates  
Chartered Accountants  
Firm Registration Number: 116231W

  
Kaushal Kishore  
Partner

Place: Bangalore

Akzo Nobel India Limited  
Country Communications  
DLF Cyber Terraces  
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DLF Cyber City  
Phase III, Gurgaon  
Haryana - 122002



**AkzoNobel**  
Tomorrow's Answers Today

# Press Release

## Akzo Nobel India sees good growth in all segments

### Unaudited financial results for Q2 of FY 2012-13

#### Bangalore, October 25, 2012

Today, the Board of Directors of Akzo Nobel India Limited approved the unaudited financial results for the second quarter (ended 30<sup>th</sup> September) of the FY 2012-13.

#### Unaudited financial results - Performance Highlights \*

#### AKZO NOBEL INDIA LIMITED (Q2 FY 2012-13 as against Q2 FY 2011-12)

- ☆ **Total income** for the quarter is 5113 million rupees as against 3015 million rupees; a **QoQ growth of 70%**
- ☆ **Earnings from Operations** at 263 million rupees as against 171 million rupees; a **QoQ growth of 54%**
- ☆ Raw material cost increase of 13% and currency depreciation have impacted operating margin
- ☆ **Other Income** for the quarter at 273 million rupees has increased by 119 million rupees, due to staggered maturity of investments.
- ☆ **Profit after tax (PAT)** for the quarter is 448 million rupees as against 263 million rupees; a **QoQ increase of 70%**

\* The current quarter's performance is not directly comparable with the corresponding quarter of the last financial year since the current quarter reflects the performance of the recently merged company.

Akzo Nobel India Limited  
Country Communications  
DLF Cyber Terraces  
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20<sup>th</sup> Floor  
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Haryana - 122002

9/9  
  
**AkzoNobel**  
Tomorrow's Answers Today

## Comments:

**Amit Jain**  
**Managing Director, Akzo Nobel India**

"All coatings & Chemical business segments continue to demonstrate robust growth propelled by new product innovations and capacity additions. Due to uncertain market conditions, our businesses have taken appropriate measures on containing costs to protect margins."

### About Akzo Nobel India Limited:

Present in India for over 100 years and a significant player in the Paints industry. Over the years, it witnessed sustained expansion, growth and transformation. In 2008, Akzo Nobel N.V. became owner of the entire equity share capital of Imperial Chemical Industries Ltd., by virtue of which the Company became a member of the AkzoNobel Group. Akzo Nobel India manufactures and markets paints, coatings and specialty chemicals. In 2012, three AkzoNobel Group companies in India, namely, Akzo Nobel Car Refinishes India Private Limited, Akzo Nobel Chemicals (India) Limited, Akzo Nobel Coatings India Private Limited got merged with Akzo Nobel India Limited, thereby expanding the Company's presence in a wide range of coatings covering Decorative, Powder, Marine & Protective, Automotive & Aerospace, Coil & Specialty Plastics.

Dulux is its most popular brand of its Decorative coatings business while the Performance Coatings business provides solutions to many industries and sectors including automotive, consumer electronics, power, aviation, shipping & leisure craft, construction, oil & gas, water & waste water, food & beverages, etc.

Its chemicals business in India sells more than 30 products grouped under organic peroxides, metal alkyls and Polymer additives to pharmaceutical companies, polymer producers, composite & rubber industry. Every year we try and introduce new products in India to further strengthen our position as an innovative specialty chemicals company.

With employee strength of over 1700, Akzo Nobel India has manufacturing sites, offices and distribution network spread across the country. Its commitment to Health, Safety, Environment & Security (HSE&S) has been amongst the best in class globally, with due care being taken to protect the people and the environment.

### Company contacts:

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Shankhadipa Talukdar, Genesis Burson Marsteller, Shankhadipa.talukdar@bm.com

### Safe Harbour Statement:

This press release contains statements which address such key issues as Akzo Nobel'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 forecasted 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.