

29 June 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 Analyst / Institutional Investor Calls

This is further to our intimation dated 26 June 2020.

With reference to regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, we hereby inform that conference calls with various domestic & international investors and analysts were held on 29 June 2020 as under:

Name of the Investor/Fund/Firm	Venue
Tata Mutal Fund	Con call
Sundaram Mutual Fund	Con call
UTI Mutual Fund	Con call
L&T Mutual Fund	Con call
Group of Investors	Con call
Bajaj Allianz	Con call

The calls were addressed by our senior management. The objective of the calls was to interact with the investors and address their queries. A summary of points discussed in the group call is attached for your reference.

Yours Faithfully,  
For Akzo Nobel India Limited



Harshi Rastogi  
Company Secretary  
Membership#A13642

Encl: as above.

## Q4 FY2019-20 and FY 2019-20 Investor Call

### Mr Rajiv Rajgopal, Managing Director- Opening Remarks

We started the year well on track to achieve our Winning together: 15 by 20 ambition by achieving the highest ever profitability for ANI in 2019. While the continuing impact of economic slowdown in pre COVID period had led to a significant drop in growth seen by the Industry; COVID 2019 further accentuated the revenue challenge.

Our approach during these times is spread across Immediate, Near Term and Mid Term Actions. We are focused on 'Three Rings of Protection' to help us navigate in these difficult times. The three rings of protection being Self & Family, Team & Site, and Company.

With COVID 2019, the situation continues to evolve, and we are constantly adapting our actions to continue serving customers, reducing costs while responding quickly to changes in market demand. Our focus areas are People, Customers & Operations, Cash, Cost and the community around which we operate.

All these steps are designed to ensure that we stay resilient, remain as strong as we possibly can and are ready to quickly get back into the saddle and up to speed once we come out to the other side.

### Lakshay Kataria – CFO and Wholetime Director – Results

The revenue had started to show stability in first two months of 2020 after two quarters of decline. However, the countrywide lockdown due to COVID 2019 has impacted the business from the second fortnight of March 2020.

#### Q4 2019-20 Standalone results

- **Revenue from operations at ₹581.3 crores** declined by 18% over the previous year impacted by lockdown in 2<sup>nd</sup> fortnight of March 2020.
- **Profit from Operations at ₹67.7 crores** declined by 20% over the previous year led by volume loss partly offset by savings in opex and margin acceleration
- **Profit after Tax was ₹54.0 crore** declined by 23% over the previous year; on a comparable basis decline was 9% excluding impact of Tax refund of last year and exceptional items

#### FY 2019-20 Standalone results

2019-20 was a challenging year marked by sluggish economic environment towards the later part of the year and slowdown in automobile and real estate, our key end-segments.

- **Revenue from operations at ₹2,661.8 crore** declined 9% over the previous year
- **Contribution Margin** development was positive led by pricing, Raw Material Cost and Cost re-engineering; was the highest at 46%

- **Profit from operations at ₹300.1 crore** grew by 8% over the previous year. Strong margin management initiatives and OPEX control measures were in play during the year
- **Profit after Tax at ₹237.4 crore** grew by 13% over the previous year due to reduction in tax rate and improvement in Profit from operations

AkzoNobel historically has had a consistent dividend policy. Despite the prevailing pandemic situation and the uncertainties around it, the Board has recommended a dividend of ₹ 14 per share, subject to the approval of shareholders.

### **Mr Rajiv Rajgopal, Managing Director- Update on COVID 2019**

With cases on the rise and reverse urbanisation, there are indeed some challenges in returning to normalcy once markets open up. While Business has seen partial resumption in Q1 2020-21, certain categories like functional paints, waterproofing are likely to revive faster. Further the demand in Tier 2/3 towns and Rural has seen relatively faster recovery vis a vis large cities due to the evolving pandemic scenario.

The non essential and labour intensive sectors of the Coatings Industry have been impacted the most. Auto & Auto Components, Construction, Consumer durables, Shipping and Oil & Gas have seen impact.

Our plants are running at ~55-60% capacity and currently ~80% dealers are open.

Safety of our people is of utmost priority and hence all sites, offices and warehouses are being Sanitized at regular intervals. All safety protocols are being adhered to. Hand sanitizers have been installed at entrances. Temperature screening and respiratory protection mandated.

The Company has also supported the government in their endeavour towards this noble cause. The Company besides contributing to the PM Cares Fund, has also undertaken various initiatives like initial screening for COVID 2019, provision of essential food items to daily wage earners, including underprivileged children studying at AkzoNobel supported education centers. In addition, we have partnered with Faridabad district prison to meet the surging demand for face masks.

I'm very proud of how our business is still moving forward despite the many difficulties being posed by the current situation.

### **THANK YOU**

AkzoNobel continues to abide by the government directives, and we are thankful to the central and state government for providing continued support.

Thank you everyone and we would be happy to take any questions that you may have. But most importantly, stay safe and stay healthy.