AkzoNobel Powder Coatings

A global leader in powder coatings manufacture and technology
AkzoNobel today

- Revenue €14.6 billion
- 49,560 employees
- 44% of revenue from high growth markets
- Major producer of Paints, Coatings and Specialty Chemicals
- Leadership positions in many markets

Revenue by Business Area

Operating income by Business Area

EBITDA by Business Area

6.6% Return on sales (operating income/revenue)

10.4% EBITDA/revenue

Performance Coatings
Decorative Paints
Specialty Chemicals
High growth markets are 44% of revenue and their importance will increase

% of 2013 revenue, excluding Decorative Paints North America

15% North America
11% Latin America

38% Mature Europe
8% Emerging Europe
3% Middle East and Africa
25% Asia Pacific*

Our goal: Greater than 50% of revenues from high growth markets

* Relative growth offset by the sale of Chemicals Pakistan and adverse currency movements
Our Business Portfolio

Decorative Paints
- Europe
- Latin America
- Asia

Performance Coatings
- Marine and Protective Coatings
- Automotive and Aerospace Coatings
- Powder Coatings
- Industrial Coatings

Specialty Chemicals
- Functional Chemicals
- Industrial Chemicals
- Surface Chemistry
- Pulp and Performance Chemicals

...covering multiple customer needs in four segments
Buildings and Infrastructure

~44% of revenues

New Build Projects
Maintenance, Renovation and Repair
Building Products and Components

Transportation

~16% of revenues

Automotive OEM, Parts and Assembly
Automotive Repair
Marine and Air Transport

Consumer Goods

~16% of revenues

Consumer Durables
Consumer Packaged Goods

Industrial

~24% of revenues

Natural Resource and Energy Industries
Process Industries
Leading positions in many markets

<table>
<thead>
<tr>
<th>Category</th>
<th>No.1 position</th>
<th>Other key players</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decorative</td>
<td>Multiple regions outside North America</td>
<td>AkzoNobel</td>
</tr>
<tr>
<td>North America*</td>
<td>Sherwin-Williams</td>
<td></td>
</tr>
<tr>
<td>Protective</td>
<td>AkzoNobel</td>
<td>Sherwin-Williams, Jotun</td>
</tr>
<tr>
<td>Powder</td>
<td>AkzoNobel</td>
<td>Axalta, Jotun, regional players</td>
</tr>
<tr>
<td>Auto refinish</td>
<td>Axalta</td>
<td>PPG, AkzoNobel</td>
</tr>
<tr>
<td>Wood</td>
<td>AkzoNobel</td>
<td>Sherwin-Williams, Valspar</td>
</tr>
<tr>
<td>Marine</td>
<td>AkzoNobel</td>
<td>Jotun, Chugoku</td>
</tr>
<tr>
<td>Coil</td>
<td>AkzoNobel</td>
<td>PPG, Beckers</td>
</tr>
</tbody>
</table>

* AkzoNobel not present with North America divestment to PPG
The Executive Committee

Ton Büchner
Chief Executive Officer

Keith Nichols*
Chief Financial Officer

Ruud Josten
Decorative Paints

Conrad Keijzer
Performance Coatings

Werner Fuhrmann
Speciality Chemicals

Marten Booisma
HR & Organizational Development

Sven Dumoulin
General Counsel

*Until 30 June 2013
Decorative Paints overview

Key figures in € millions

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>4,297</td>
<td>4,174</td>
</tr>
<tr>
<td>Operating income</td>
<td>94</td>
<td>398²</td>
</tr>
<tr>
<td>ROS%</td>
<td>2.2</td>
<td>9.5</td>
</tr>
<tr>
<td>Invested capital</td>
<td>2,981</td>
<td>2,589</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>206</td>
<td>171</td>
</tr>
<tr>
<td>ROI%</td>
<td>2.0</td>
<td>13.7</td>
</tr>
</tbody>
</table>

¹ Excluding goodwill impairment.
² Including the divestment gain on Building Adhesives of €198 million.

Geo-mix revenue by destination

Core processes and capabilities

- Branding
- Distributor, wholesaler, retail management
- Understanding and serving professional painters
- Consumer inspiration
- Quality management, including product portfolio management
Specialty Chemicals overview

Key figures in € millions

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>5,543</td>
<td>4,949</td>
</tr>
<tr>
<td>Operating income</td>
<td>500</td>
<td>297(^1)</td>
</tr>
<tr>
<td>ROS%</td>
<td>9.0</td>
<td>6.0</td>
</tr>
<tr>
<td>Invested capital</td>
<td>3,528</td>
<td>3,355</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>484</td>
<td>346</td>
</tr>
<tr>
<td>ROI%</td>
<td>13.6</td>
<td>8.2</td>
</tr>
</tbody>
</table>

\(^1\) Including €139 million impairment on a business held for sale.

Geo-mix revenue by destination

Core processes and capabilities

- Management of integrated value chains
- Continuous technological advancement
- Engineering and project management
- Process safety
- Product and margin management
- Managing capital intensive businesses and expansions
Performance Coatings overview

Key figures in € millions

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>5,702</td>
<td>5,571</td>
</tr>
<tr>
<td>Operating income</td>
<td>542</td>
<td>525</td>
</tr>
<tr>
<td>ROS%</td>
<td>9.5</td>
<td>9.4</td>
</tr>
<tr>
<td>Invested capital</td>
<td>2,439</td>
<td>2,251</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>123</td>
<td>143</td>
</tr>
<tr>
<td>ROI%</td>
<td>21.7</td>
<td>21.3</td>
</tr>
</tbody>
</table>

Geo-mix revenue by destination

Core processes and capabilities

- Industrial key account management
- Technical support and service
- Design, color and color matching
- Continuous innovation in functionality and ease-of-use
- Sustainable, safe solutions
Powder Coatings
We are AkzoNobel Powder Coatings

- We are the largest global manufacturer of powder coatings and a world leader in powder coatings technology

- Powder coatings are solvent-free paints applied to metal and other conductive surfaces. They are used on metal furniture, window frames, radiators, pipes and cars, and even wood and plastic

- We supply nine key market sectors – ACE, appliance, architectural, automotive, functional, furniture, general industry, general trade coaters and IT – with our global brands Interpon® and Resicoat®
BU Powder Coatings facts

- Our HQ is in Sassenheim, The Netherlands
- Our Managing Director is John Wolff
- We have more than 4000 employees globally
- We manufacture at 31 factories in 22 countries
- We have offices and representatives in more than 40 countries around the world
- There are no VOCs in our powder coatings
- Our powder coatings are a sustainable coating option
AkzoNobel Powder Coatings factfile

Revenue in € millions

Geo-mix revenue by region in 2013
We have many sites in many places

Manufacturing Locations
Australia, Brazil, China, Czech Republic, Egypt, France, Germany, India, Indonesia, Italy, South Korea, Malaysia, Mexico, Russia, South Africa, Spain, Taiwan, Turkey, UAE, UK, USA, Vietnam
We’ve come a long way to get where we are

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1994</td>
<td>Creation of AkzoNobel</td>
</tr>
<tr>
<td>1998</td>
<td>Courtaulds Acquisition</td>
</tr>
<tr>
<td>2002</td>
<td>Acquisition of Ferro’s North America and Asia Powder Coatings Business</td>
</tr>
<tr>
<td>2002</td>
<td>Akzo Nobel enters into a 60% joint venture with Coatech in Egypt</td>
</tr>
<tr>
<td>2005</td>
<td>Akzo Nobel enters into a 60% joint venture with Coatech in Egypt</td>
</tr>
<tr>
<td>2005</td>
<td>New powder site opened in Orekhova-Zuevo, Russia</td>
</tr>
<tr>
<td>2007</td>
<td>New powder site opened in Orekhova-Zuevo, Russia</td>
</tr>
<tr>
<td>2008</td>
<td>New powder site opened in Jebel Ali, Dubai</td>
</tr>
<tr>
<td>2008</td>
<td>AkzoNobel Powder Coatings acquires Rohm and Haas Powder Coatings</td>
</tr>
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</table>
Our brands

Our products are sold under three global brands:

Interpon®
powder coatings
EVERY COLOR IS GREEN

RESICOAT®
Experts in Functional Powder Coatings

cromadex®
Our Markets

We supply nine key markets

Appliance  ACE  Architectural  Automotive

Functional  Furniture  General Industrial  IT  General Trade Coaters
Appliance
We develop:

- Liquid and Powder coatings totally exclusive to the appliance segment
- Novel colors and finishes

Our appliance coatings have unique features including:

- Reduced film thickness (even to 20µ)
- Advanced fluidity
- Reduced faraday cage
- Temperature resistance
Agricultural, Construction and Earthmoving Equipment
Interpon ACE coatings offer:

- high quality finish
- outstanding durability
- excellent color and gloss retention
- superior anticorrosion properties

Products in the range are guaranteed by the ACE MasterSpec and comply with even the most rigorous and demanding OEM specifications

Interpon ACE products are available in a wide range of colors, both stock and made-to-order
Architectural
Sold under the brand name Interpon D, our architectural coatings offer:

- Durability in any climate
- Color expertise
- Anti corrosive primers
- Color Warranties

We offer textured, smooth, glossy and matt finishes, and meet major architectural standards, including **AAMA**, **Qualicoat** and **GSB**.

Our powder coatings protect and decorate many exciting buildings, including the Mission Hospital in California, the Acropolis Museum in Athens and 2012 London Olympic structures.
Automotive – Interpon A

We are proud to supply:
- quality primer surfacer to OEMs
- trim coatings
- wheel coatings – including some liquids
- a range of underbody/underhood coatings – e.g. suspension and brake systems
- coatings for the two and three-wheeler market

With OEM approvals from some of the world’s largest automotive companies, we improve cars’ performance. You can find our powder coatings on some of the biggest brands in the world, including Volkswagen, BMW, Honda, etc.
Functional

- Electrical Insulation
- Valves & Fittings
- Pipelines
- Rebar
Functional Coatings - Resicoat

- We provide solutions for pipelines, valves & fittings, reinforced steel, and electrical insulation under the brand name Resicoat®.

- We have approvals for drinking water in major markets (Europe, USA, China). We are members of GSK, the European quality association for heavy duty corrosion protection with powder coating.

- We also have approvals from major oil and gas companies for our pipe powders; various DOT State approvals in the US, as well as Valley Forge approvals for our Rebar powder.

- There are different UL approvals for our electrical insulation powders, depending on the application.
Furniture
Our Furniture coatings include engineered wood and metal.

We develop coatings with unique features such as anti graffiti and scratch resistance.

Our Furniture brand names include:

- The **Interpon F range** which offers both contemporary and trend color ranges, as well as superior scratch resistance and durability.

- Interpon **Woodcote T**, a thermal cure system for MDF
General Industrial
General Industrial

• General Industrial is a very diverse market with 3 main sub-segments: Public Transportation, Renewable Energy and Packaging.

• Other sub-segments include Shopfitting, Exterior Lighting, Energy and Elevators

• We supply global customers such as the United Technologies Corporation, ABB, Ingersoll Rand, GE and many more.

• We supply durable, robust coatings, zinc anti-corrosive primers, active protection primer (non-zinc), easy clean anti-graffiti coatings and many more
IT & Consumer Electronics
IT & Consumer Electronics

- We are the world’s no. 1 supplier of powder coatings to the IT & Consumer Electronics industry

- At the forefront of IT design innovation

- We focus on 5 main sub-sectors: telecommunications, servers, consumer electronics, self service technology and laptops

- We supply global OEMs and global design manufacturers, such as: Dell, HP, IBM, Foxconn and Flextronics.
Trade Coaters
We have a dedicated, flexible and responsive approach to trade coaters that features rapid product availability.

Cromadex is a European network of fully owned distribution businesses offering powder and liquid coating systems.

We have a comprehensive product range available from stock and a rapid made-to-order service, with face to face customer support and expert technical assistance.

Multiple other sales & service channels are also used – Inside sales teams, internet stores, direct field sales, agents & distributors, and regional stocking centers.
Every Color is Green

With Interpon Powder Coatings Every Color Is Green because:

• There are no Volatile Organic Compounds (VOCs) in Interpon Powder Coatings

• There are no toxic heavy metals such as lead or chromium (VI) in Interpon Powder Coatings

• 99% of Interpon Powder bought actually coats the parts, significantly reducing waste.

• Most applications of powder use less energy to apply and cure than competing products
We care for our employees, customers and the environment

Through our product stewardship programme we are constantly working to reduce hazardous materials used.

We also work with our customers to improve every aspect of their health and safety environment.

We compete with other businesses in a fair manner and with the highest business integrity.

Our compliance teams make sure we adhere to local and international regulations.

Our employees are active in their local communities through hands-on community programs.
Thank you