

4th August, 2025

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

**Sub.: Q1 FY 2025-26 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 24th July, 2025 with respect to the conference call to be hosted by the Management of our Company on Tuesday, 5th August, 2025 at 11:30 hrs India Time to discuss Q1 FY 2025-26 Financial Results of the Company, we are enclosing herewith an Investor Presentation.

For **KANSAI NEROLAC PAINTS LIMITED**

**G. T. GOVINDARAJAN**  
**COMPANY SECRETARY**  
Encl.: As above

# NEROLAC

## Q1 - Investor Presentation

5<sup>th</sup> August 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*

## AGENDA

1. Nerolac Story

2. Business Environment

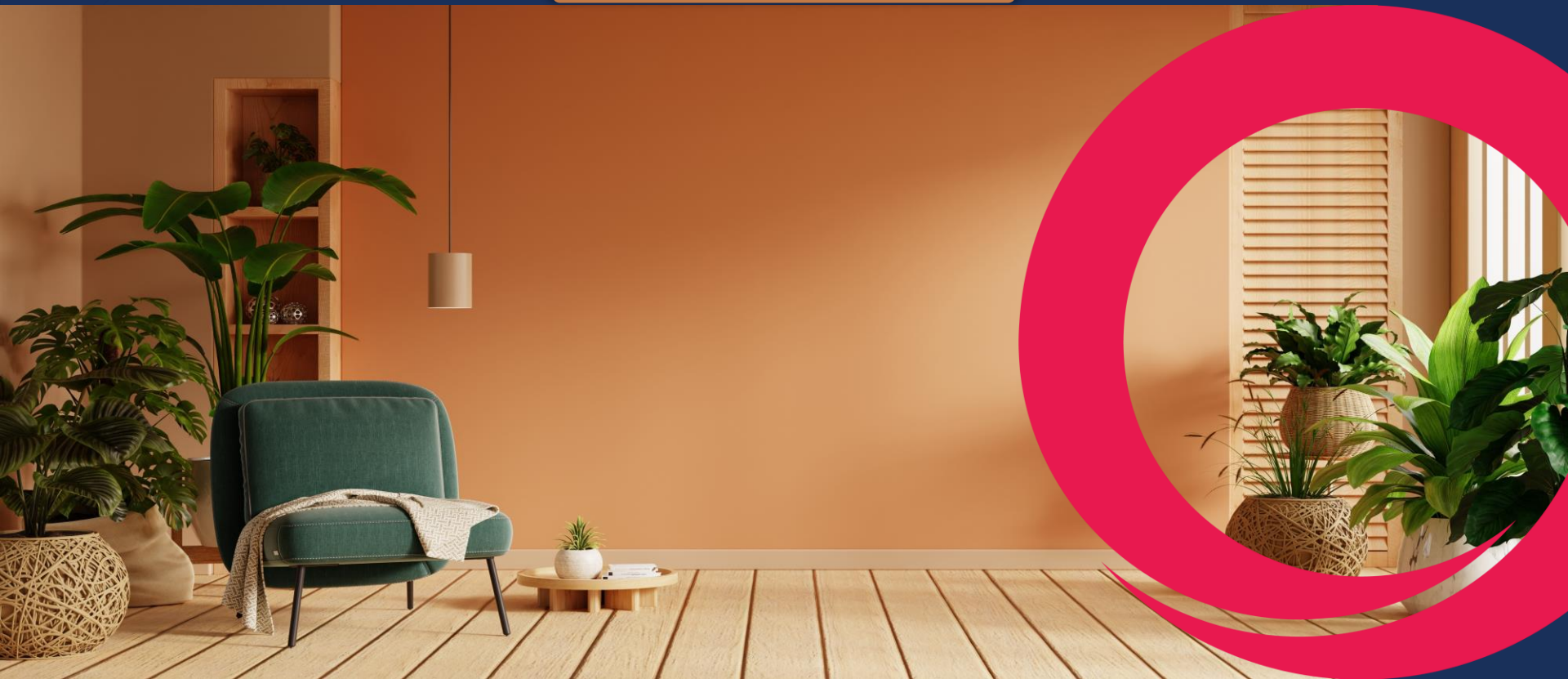
3. Decorative Update

4. Industrial Update

5. Financial Performance

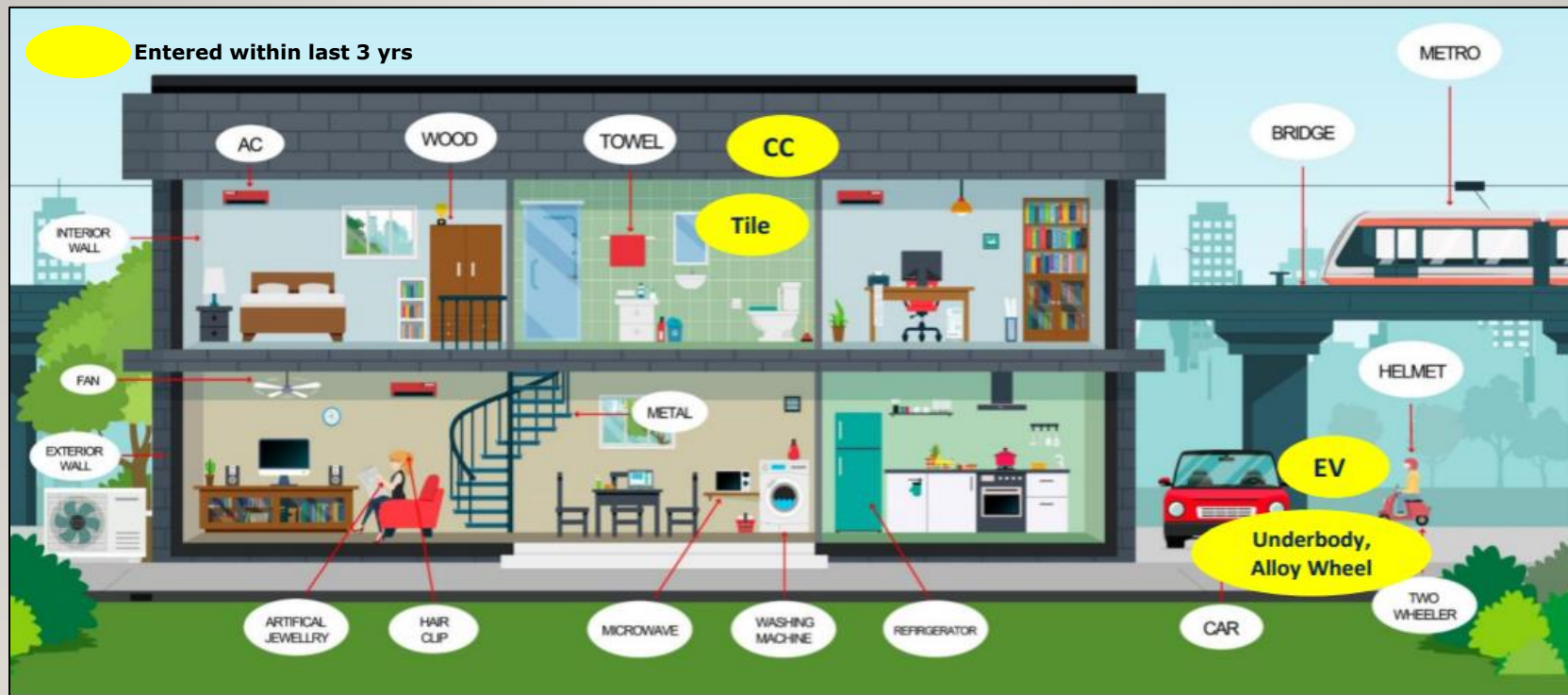
6. Risk and Outlook

## 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**

# We Are A Powerhouse Of Paint

## Expertise and Legacy



## R&D

- State of the art R&D center
- Technological Tie Ups
- Innovative technologies
- Cutting-edge Solutions

## Brand Nerolac



Ranked in No.2 among paint brand  
(Top of mind awareness & Brand equity index)

THE NEROLAC JINGLE

## Innovator's Spirit



JAPANESE  
TECHNOLOGY



LEADERS IN INDUSTRIAL



PAINT+ PRODUCTS IN DECORATIVE

## 2. Business Environment

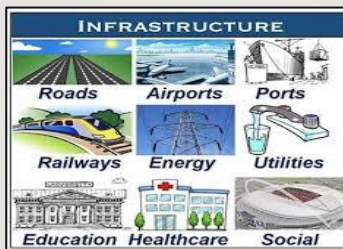




## Sluggish Demand in Automotive



## Govt. focus on Infrastructure



## Decrease in Crude Oil Price



## Geopolitical Challenges



## Early Monsoon



## Rural Demand Stable



### 3. Decorative Update



## Paint +

- Paint+ product range continue to gain traction
- Uptick in Saliency

**PAINT+**

## New Business

- Continued strong performance in Construction chemicals, Water proofing & Premium Wood-finishes



## Network Expansion

- Mid single digit growth in network
- Nerolac NextGen Shopee and Shop in Shop network 400+



## New Product

- 3 New Products Launched in Q1
- New product contribution >10% of Decorative Business



## Project/ Institutional Business

- Mid single digit growth in Project Business.
- Exterior Texture and Waterproofing were the growth drivers



## Services

Services continue to grow and is contributing ~5% of our decorative business



## Decorative

- **Nerolac Perma No Heat:** Unique product with Superior whiteness, excellent dirt pick up resistance and 15 deg surface temperature reduction
- **Soldier Rain Raksha White Emulsion:** Low VOC product offers 300 % elongation, excellent weather resistance and water proofing performance warranty

## Industrial

**Auto 4W:** High Gloss Clear Coat with excellent line workability, wet look with enhanced appearance has been launched

**Auto 2W:**

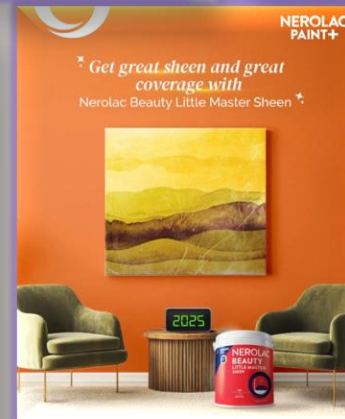
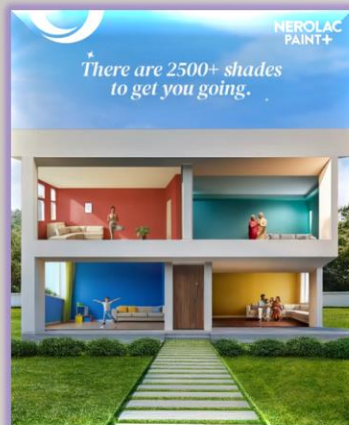
- **New product Q2D Matt** developed with new polymer coated metallic pigment to suit customer applications
- **Nerolac Heat resistance** primitive silver having high level of sparkle with a non-yellowing has been launched

**PC Liquid:**

- **Nero siloxane** system for steel structure of infrastructure buildings launched.
- **Anti Carbonation Water based system for concrete substrate** with high durability has been launched

**PC Powder:** Polyethylene based anti-freeze thermoplastic coating launched for White goods segment









*Switzerland*

**Gold Winner  
Ambient Media**



**12 Awards won**

**1 x Grand Prix (Best in  
Industry)**

**3 x Gold | 2 x Silver | 6 x  
Bronze**



**7 Baby Blue  
Elephant Awards**

## 4. Industrial Update



## Automotive

- On the back of sluggish demand, we continued to perform well and gain market share.
- Focus on Innovation and creating New technologies to increase Total Addressable Market



## Performance Coating

### Liquid

- Protective coating has reported high growth

### Powder

- Witnessed moderate demand growth driven



## Auto Refinish

- Technology upgrade has aided growth in Premium PU segment
- Key brands in PU and Alkyd have shown significant growth in the Retail segment







**TAFE Global  
Supplier Meet 2025**

**Best Supplier Award**



**Maruti Suzuki**

**Superior Performance in  
Safety Award**



**Suzuki Motorcycle  
India**

**Cost Down Award**





KNPL has been awarded a Bronze Medal. This result places KNPL among the **top 26% of companies** assessed by Ecovadis



Recognized in the **"Strong"** Category by CRISIL ESG Ratings 2025

## S&P Dow Jones Indices

A Division of **S&P Global**

Rated in the **Top 8 Percentile** within the Chemical Industry Group in the **S&P Global Large-Midcap ESG Index 2024**



## FTSE4Good

Ranked in the **Top 12 Percentile** of FTSE4Good Index 2024 Review



## SUSTAINALYTICS

a Morningstar company

Ranked 26/582 in the chemical sector and received **Low RISK** rating



# CSR Initiatives

## LOTE PLANT



Creating a Sacred Grove (Devrai) for a Greener Tomorrow – Development of Green Belt



## BAWAL PLANT



Caring for the Community - Medical Camp Empowers Rural Health

## SAYAKHA PLANT



Painting of R. K. Vakil Higher Secondary School, Ilav



## MUMBAI HO



Enhancing Neurological Healthcare Access through support for procuring Immunological Testing Equipment

## GOA PLANT



Promoting Community Health - Medical Camp

## HOSUR PLANT



Caring for Community Health - Public health camp at Moranalappalli

## VIZAG PLANT



Fostering Civic Pride - Painting for renovation and beautification of District Police Office

## JAINPUR PLANT



Supporting Foundational Education - Study Desk to Primary School at Kanpur Dehat

## 5. Financial Performance





# Financials Standalone Q1 FY 25-26

Rs. In Millions	Q1 2024-25	% to Net Revenue	Q1 2025-26	% to Net Revenue
<b>Net Revenue</b>	<b>20504</b>	<b>100.0%</b>	<b>20874</b>	<b>100.0%</b>
Material Cost	12918	63.0%	13336	63.9%
Operating Expenses	4242	20.7%	4418	21.2%
<b>PBDIT</b>	<b>3344</b>	<b>16.3%</b>	<b>3120</b>	<b>14.9%</b>
<b>PBT</b>	<b>3234</b>	<b>15.8%</b>	<b>3101</b>	<b>14.9%</b>
<b>PAT</b>	<b>2411</b>	<b>11.8%</b>	<b>2309</b>	<b>11.1%</b>

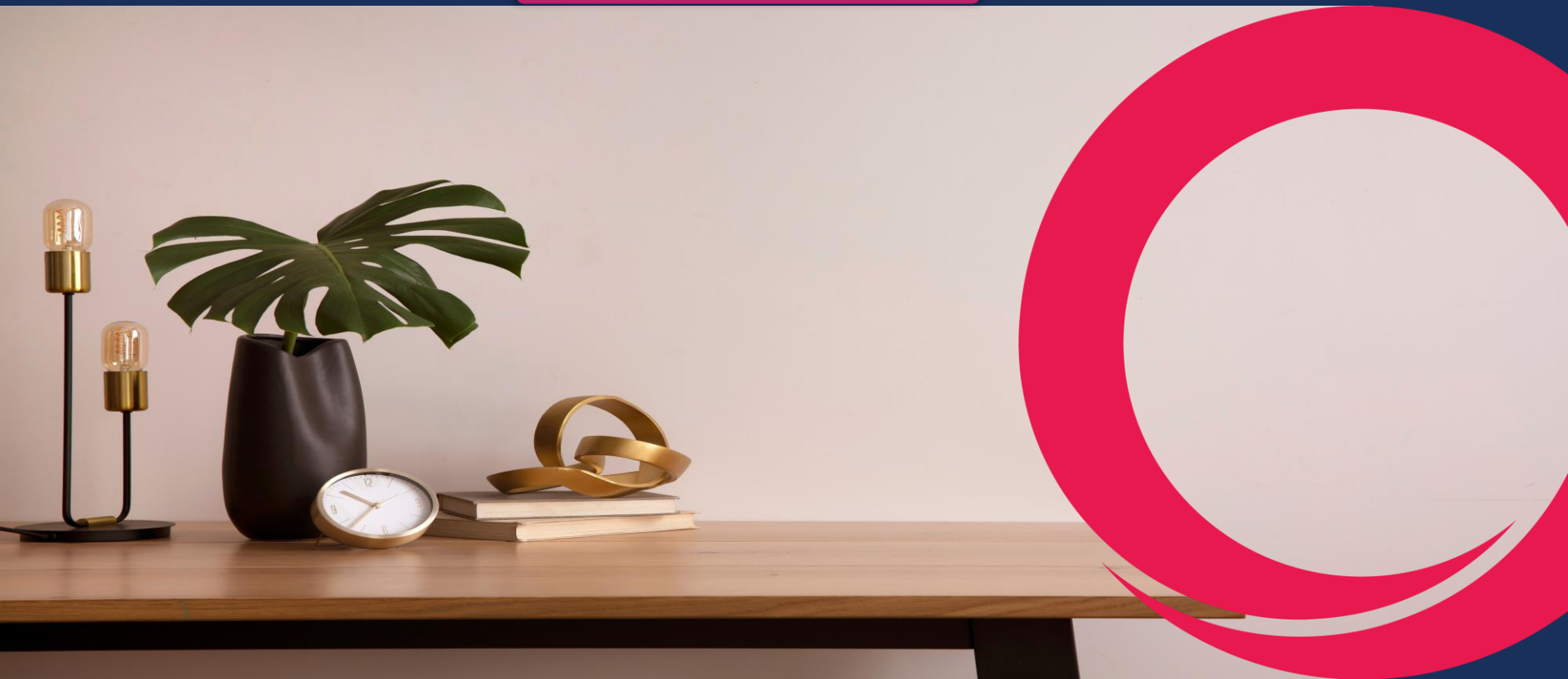
**Growth (Q1 2025) :** Net Revenue : 1.8% PBDIT: -6.7%, PBT: -4.1%

# Financials Consolidated Q1 FY 25-26

Rs. In Millions	Q1 2024-25	% to Net Revenue	Q1 2025-26	% to Net Revenue
<b>Net Revenue</b>	<b>21331</b>	<b>100.0%</b>	<b>21620</b>	<b>100.0%</b>
Material Cost	13477	63.2%	13821	63.9%
Operating Expenses	4557	21.4%	4768	22.1%
<b>PBDIT</b>	<b>3296</b>	<b>15.5%</b>	<b>3032</b>	<b>14.0%</b>
<b>PBT</b>	<b>3081</b>	<b>14.4%</b>	<b>2955</b>	<b>13.7%</b>
<b>PAT</b>	<b>2249</b>	<b>10.5%</b>	<b>2156</b>	<b>10.0%</b>

**Growth (Q1 2025):** Net Revenue: 1.4%; PBDIT: -8.0%; PBT: -4.1%

## 6. Risk and Outlook





## Risk

- Geopolitical tensions leading to supply chain disruptions and volatility in commodity prices
- Inflationary risk due to the tariffs

## Outlook

- As per RBI, Construction activity to sustain momentum
- In Automotive,
  - PV & 2W segment demand is expected to be stable/ subdued, but Tractor segment is expected to do well backed by growth in agriculture activity
- Growth in Infrastructure such as railways, roads, airports, power augur well for the paint industry and will drive demand for high-end coatings.



**Nerolac Paints**  
*ka bharosa, Rakhe*  
*tension-free humesha.*

**NEROLAC PAINT+**

**WARRANTY**

Complete range of **Interior & Exterior** products come with warranty assurance.

Scan for warranty registration and info

The advertisement banner features a row of six Nerolac paint cans in various colors (orange, pink, green, yellow, blue, and dark green) with labels like 'NEROLAC BEAUTY', 'NEROLAC IMPRESSIONS KASHMIR', 'NEROLAC EXCEL EVERLAST 12', 'NEROLAC EXCEL', and 'NEROLAC EXCEL MATCHABLE'. To the right, there's an illustration of a modern house with a green roof and a hand painting a wall with a roller. A red circular stamp with the word 'WARRANTY' is overlaid on the house. A QR code is located in the bottom right corner of the banner.

# THANK YOU