



6th May, 2025

1. Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001.

2. Manager – Listing
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400 051.

Sub.: Q4 & FY 2024-2025 Results Investors Meet – Investor Presentation

Ref.: 1. Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015
2. BSE Scrip Code - 500165, NSE Symbol - KANSAINER

Dear Sirs,

Further to the intimation done by the Company on 2nd May, 2025 with respect to the Investor Meet to be hosted by the Management of our Company on Wednesday, 7th May, 2025 from 4:00 p.m. to 5.30 p.m. (IST) at Taj Hotel, Santacruz: Grand Ball Room, off Western Express Highway, Santacruz (East) Mumbai, Maharashtra 400099 to discuss Q4 & FY 2024-25 Results of the Company, we are enclosing herewith an Investor Presentation..

For **KANSAI NEROLAC PAINTS LIMITED**

G. T. GOVINDARAJAN
COMPANY SECRETARY

NEROLAC

Q4 & FY 2024-25 Investor Presentation

7th May 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

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

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ESG: Water Positive, Emission reduction, Green energy

We Are A Powerhouse Of Paint

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Expertise and Legacy



R&D

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

Innovator's Spirit



JAPANESE TECHNOLOGY



LEADERS IN INDUSTRIAL



PAINT+ PRODUCTS IN DECORATIVE

Brand Nerolac

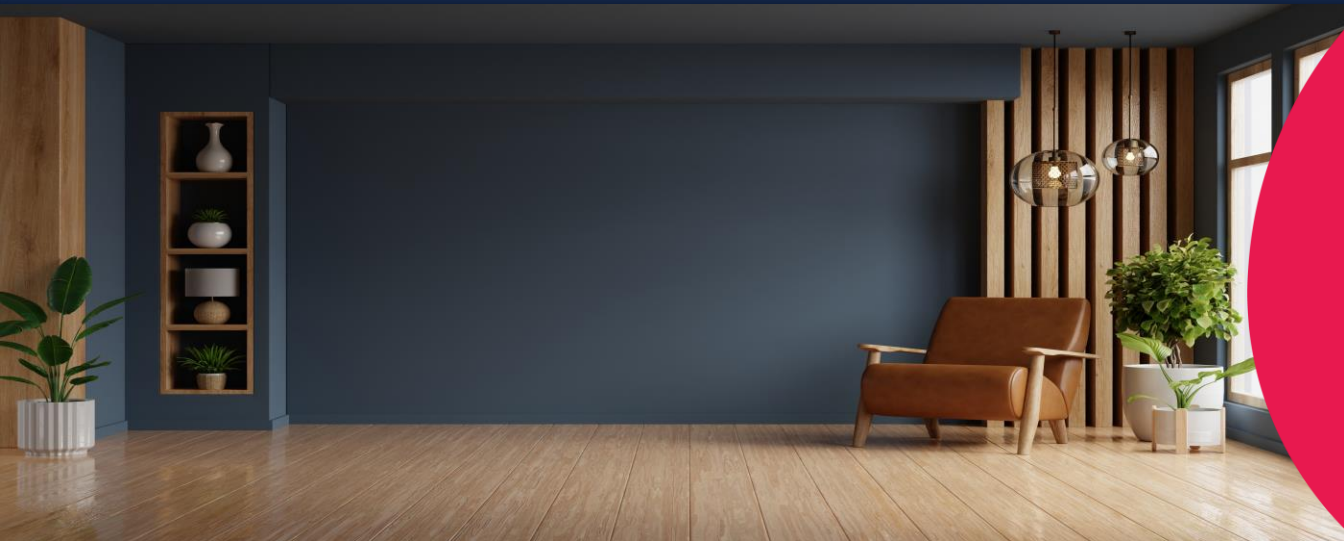


Ranked in No.2 among paint brand
(Top of mind awareness & Brand equity index)



THE NEROLAC
JINGLE

2. Business Environment



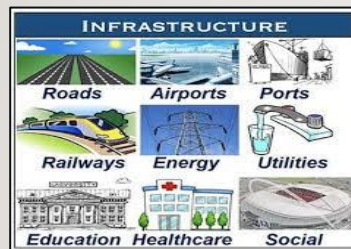
Recap of Business Environment FY 24-25

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Stable Demand in Automotive



Govt. focus on Infrastructure



Decrease in Crude Oil Price



Rural Demand Recovery



Geopolitical Challenges



Rupee Depreciated



3. Decorative Update





PAINT+

NEW PRODUCTS

INFLUENCER PROGRAM

NEW BUSINESS

**PROJECTS BUSINESS
(B2B)**

BRANDING & MEDIA SPEND

PREMIUMISATION

Along with portfolio expansion, engage directly with consumer and influencer to drive secondary sale

Retail

- Product superiority based on Paint+, Japanese technology
- Influencer program, painter loyalty program
- Distribution expansion

Strategy	Drivers
Extraction from existing network	Expand Painting Service
	Strengthen offering at Point of Sale
	Influencers engagement
	New Products
Expansion across geographies & channels	Direct dealer expansion
	Distribution channel

Key Growth Drivers

Projects

- Increase Geographical Reach
- Build pipeline of Project Sites
- Separate range of Products

New Business (Pre WF + CC)

- Complete Product Portfolio range
- Distribution expansion
- Architect & Interior Designer program

DIVERSE APPLICATIONS, DIVERSE BUSINESS OPPORTUNITIES

Paint (Retail/Project)

Interior Paints



Exterior Paints



Construction Chemicals

Water-proofing



Wood Finish Premium

Waterborne coating



Enamel Paints



Texture Wall Paints



Tile Adhesives



Pigmented Wood system



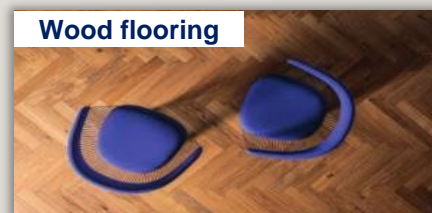
Paint Ancillary



Admixture



Wood flooring



“PAINT+”, THE NEWLY LAUNCHED PREMIUM PRODUCT LINE THAT EMBODIES OUR BRAND

- ❑ Saliency increased by **190+** Basis Points (Y-o-Y)

NEROLAC PAINT+

High Performance

Differentiated Range

Quality Assurance and Warranty

KEY PRODUCTS:



WOW RANGE:
Whitest of White
in Industry



**IMPRESSION
SHEEN:**
Luxury Sheen Finish



NODAMP+:
14 years of Waterproofing
Warranty



CRYSTAL SEAL:
Waterproofing with
Crystalline
Technology



EXCEL NODUST:
Highest Dust
Resistance property
in the category



EXCEL EVERLAST 12:
India's 1st Self Cleaning
Paint



Impressions Kashmir:
India's 1st No Smell Paint



Icro Water based PU Range:
Transforming wood coatings with
Less VOC & Minimal Odour

20+ New Products launched in FY 24-25

EXTERIOR EMULSION



WOW WHITE RANGE



INTERIOR EMULSION



WOOD FINISH & CONSTRUCTION CHEMICAL





NEROLAC
NBTGEN
PAINTING SERVICES



FOR A FREE SITE VISIT, CALL: 1800 266 5566 OR  NxtGen Painting Services 

NxtGen painting services is available in select cities

Paint as a service (NxtGen)

- Present in **250+** cities
- Continued to invest in the NextGen service
- Increased salience in Decorative Sales

Architects & Interior Designers (Illuminati)

- Present in **45+** cities
- Architects onboarded **8000+**
- Healthy growth in business

Painters (Pragati Program)

- **1 Lac+** Painters associated with Pragati (Scanning) program
- Increase in throughput value per painter
- Secondary salience to primary has increased

Retail Platform for Customers (Offline)

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350+ Nerolac NextGen Shoppee and Shop in Shop network with presence in more than 240 towns

NXTGEN SHOPPE



120+ NXTGEN Shoppee



NEROLAC PAINT+ CORNER

230 Shop in Shop



NEW BUSINESS (CC, WATER PROOFING & WOOD FINISH)

- ☐ Higher than market growth and increasing our market share
- ☐ Significant growth witnessed in New Business
- ☐ Increased in Saliency of New Business

Construction Chemical

Water-proofing



Tile Adhesives



Admixture



Premium Wood Finish

Waterborne coating



Pigmented Wood system



Wood flooring



PROJECTS (B2B)

- ☐ Higher than market growth and increasing our market share
- ☐ Expanded presence to more towns
- ☐ Increase in Saliency of Projects
- ☐ Increase in Active set of contractors
- ☐ Strong Pipeline of potential projects

Geographical Reach



80+ Towns



Pipeline of Projects

Strong pipeline



TVC promotion optimized with increase in Digital spends and introduction of new Regional TV channels

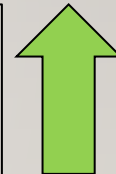


Nerolac Brand Awareness



Organic Traffic

20%



Organic Leads

15%



SEO prioritized to ensure sustainable and efficient growth



Accolades & Marquee Projects

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Decorative Accolades



3 E4M Real Time Awards (1 Gold & 2 Silver)

- Best Paid Search Ad Campaign
- Best use of Technology
- Best Digital Campaign

2 Imagexx Awards (1 Gold & 1 Silver)

- Best Omnichannel Marketing campaign
- Emerging Technology Integration

Front Benchers 2024 (Bronze)

- Performance Marketing

Quoraverse

- Most Impactful Campaign on Quora

Marquee Projects



**Tibetan University
(Varanasi)**



**Udyog Bhavan
(Delhi)**

4. Industrial Update



DIVERSE APPLICATIONS, DIVERSE BUSINESS OPPORTUNITIES

Powder

White Goods



Kitchen



Alloy Wheels



Air conditioner



Washing Machine



Rebar



GI + HPC^(*)

Helmet



Coil Coating



Agricultural Equipment



Floor Coating



Can Coating



Construction Equipment



Plant



Bridges



*Abbreviation
GI... General Industrial
HPC... High Performance Coatings

Industrial Strategy

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CONTINUE TO EXPAND THE BUSINESS

Automotive

Strengths/ Uniqueness

- We are accessible to the global latest technology through the tie-up with Japan and other countries
- In addition to our very strong presence in Japanese OEMs, we are also increasing our presence in Indian OEMs
- Extremely strong R&D setup in India



Strengths/ Uniqueness will help us with:

- Catch up with the demands from the customers constantly
- Grow new segments
- Increase presence in identified accounts and thrust EVs

Industrial (GI, HPC, Powder, Coil) & ARF

Strategy

Premiumisation

New Technologies

New Approvals

Expansion

*Abbreviation

GI... General industrial

HPC... High Performance Coatings

ARF... Auto Refinish

Industrial Highlights - Auto

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Automotive

Focus on Innovation and creating New technologies to increase Total Addressable Market

Passenger Vehicle:

- 6% demand growth (SIAM)
- KNP witnessed high growth momentum
- Introduced Matte clear coat with exceptional line workability

2W+3W (Two & Three-Wheeler):

- 11% demand growth (SIAM)
- Robust double-digit growth witnessed
- Launched a low-bake product suitable for plastic and metallic substrates
- Low-Cost Performance Monocoat specifically designed for 2W fuel tanks

Commercial Vehicle & Tractors

- Modest contraction at FY with better Q4 performance for Commercial Vehicle
- Growth led by Rural demand in Tractor segment
- Corrosion resistance casting sealer launched for tractors



Industrial Highlights - Refinish

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Auto Refinish

Business Growth

- High single digit growth

Premiumisation

- Continued same growth momentum over LY

New Technology

- Developed water-based solutions, reinforcing commitment to sustainability
- Introduced low-VOC, environmentally friendly products

Digitization

- Implemented Body Shop Management software enhancing customer experience and engagement, ensuring streamlined operations and superior service delivery

Industrial Highlights – Performance Coating

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Performance Coating

Liquid

- Strong growth driven by growth in infrastructure and demand for high quality durable coatings
- Nerocoil, Nerotherm and Nerothane are the key additions in the product portfolio with better performance

Powder

- Modest growth driven by demand from white goods and electrical appliances
- Introduced pigmented primer-cum-basecoats specifically designed for alloy wheels, enhancing both performance and aesthetics.
- Breakthrough product was launched to deliver one-shot matt black finishes without the need for a matting agent
- Monocoat metallic coatings for 4W ancillary applications, offering superior abrasion resistance and durability



**‘Reliable partner in Quality & Delivery’
Award by Royal Enfield**



**KNPL was awarded for Long associated
Partner by Siemens**



CAPACITY

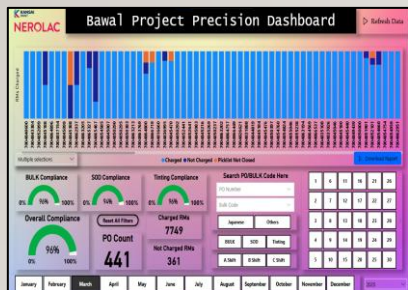


- ☐ Jainpur WB capacity augmentation project is under commissioning
- ☐ Vizag Phase 1 commissioned & production started in FY 24-25

Future Capacity Expansion:

- ☐ Auto Paints Capacity augmentation is planned

DIGITALISATION



- ☐ Barcode Management System for Raw Materials
- ☐ IOT based conditional monitoring system at selected production sections
- ☐ Energy Management System (EMS) implementation system

Supply Chain & Human Capital

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Supply Chain & Services

Continuing the Digital Transformation Journey

- Implementation of Transport Management system
- Implementation of SAP IBP in process



Human Capital

People First



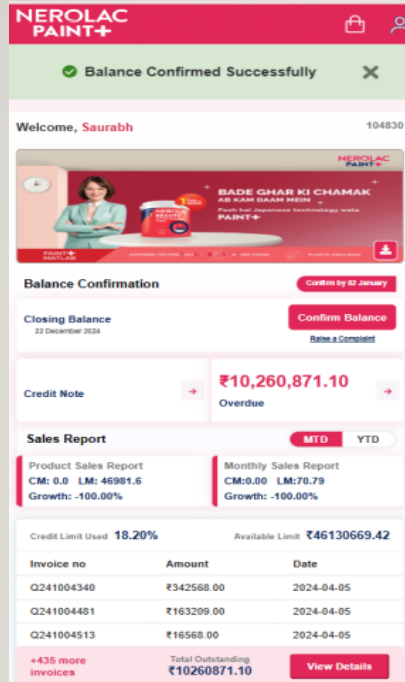
Nurturing Talent



Engagement, Collaboration & Recognition



SAATHI (DEALER)



The SAATHI (DEALER) portal interface shows a user named Saurabh with a balance confirmation message. It displays a closing balance of ₹10,260,871.10 as of 23 December 2024. A credit note is shown as overdue. The sales report includes product and monthly sales data, and a table of invoices with details like invoice number, amount, and date.

NEROLAC PAINTS+

Balance Confirmed Successfully

Welcome, Saurabh 104830

Balance Confirmation Confirm by 02 January

Closing Balance 23 December 2024 Confirm Balance Balance is Compliant

Credit Note ₹10,260,871.10 Overdue

Sales Report MTD YTD

Product Sales Report CM: 0.0 LM: 46981.6 Growth: -100.00%

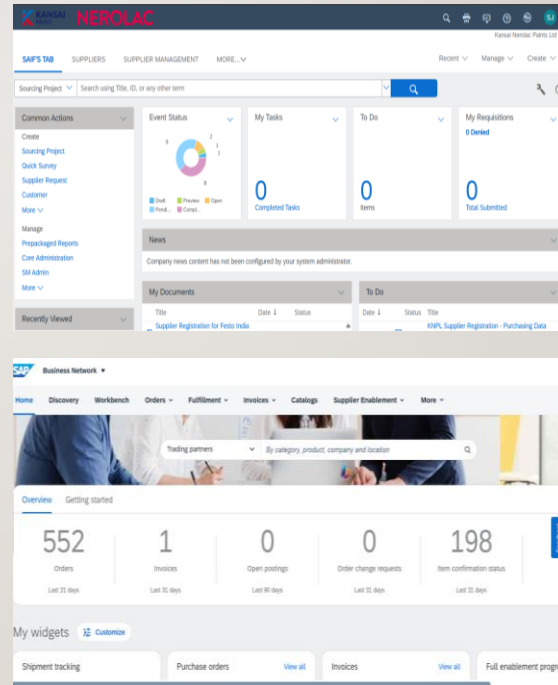
Monthly Sales Report CM: 0.0 LM: 70.79 Growth: -100.00%

Credit Limit Used 18.20% Available Limit ₹46130669.42

Invoice no	Amount	Date
Q241004340	₹342568.00	2024-04-05
Q241004481	₹163299.00	2024-04-05
Q241004513	₹16568.00	2024-04-05

+435 more Invoices Total Outstanding ₹10260871.10 View Details

SAP ARIBA (SOURCING)



The SAP ARIBA (SOURCING) portal interface shows a dashboard with various metrics and a list of documents. It includes sections for Common Actions, Event Status, My Tasks, To Do, My Requisitions, and Recently Viewed.

NEROLAC

SAP's TAB SUPPLIERS SUPPLIER MANAGEMENT MORE

Recent Manage Create

Sourcing Project Search using Title, ID, or any other term

Common Actions

Create Sourcing Project Quick Survey Supplier Request Customer More

Event Status

My Tasks 0 Completed Tasks

To Do 0 Items

My Requisitions 0 Denied Total Submitted

Manage

Prepackaged Reports Core Administration SM Admin More

News

Company news content has not been configured by your system administrator

My Documents

To Do

Recently Viewed

Title Supplier Registration for Feds India Date 1 Status 4 Date 1 Status 100% Supplier Registration - Purchasing Data

SAP Business Network

Home Discovery Workbench Orders Fulfillment Invoices Catalogs Supplier Enablement More

Trading partners By category, product, company and location

Overview Getting started

552 Orders Last 30 days

1 Invoices Last 30 days

0 Open postings Last 30 days

0 Order change requests Last 30 days

198 Item confirmation status Last 30 days

My widgets Customize

Shipment tracking Purchase orders View all Invoices View all Full enablement progress

SAP ARIBA PORTAL

DSN (VENDOR) PORTAL



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

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**



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

CRISIL
An **S&P Global** Company

Recognized in the **"Strong"** Category by CRISIL ESG Ratings 2023

Decarbonization

15 %

Reduction in Scope 1+Scope 2 emissions since FY2018-2019



45 %

Total energy consumption by renewable energy

39 %

Renewable electricity consumption



ISO 50001

Energy Management system implemented at Goindwal Sahib Plant

Resource Use

Water Positive

Freshwater withdrawal replenished to the community we operate in



28%

Consumption of water through Recycled and Rainwater



>30%

Reduction in specific water Consumption since FY 2018-19



>12000 MT

of post consumer plastic waste collected and recycled



Quality of Life

80,000+

Lives touched through CSR initiatives

Zero

Lost time injury frequency rate

>28%

Employee participation in CSR activities

ISO 45001

8 Plants with ISO 45001 Certification

Diversity

> 4.5 %

Gender Diversity (Excluding Workers)



Inclusivity

- Accessibility Audit conducted for HO, Mumbai
- 2 differently abled employees in permanent workforce

Age

Good mix of youth & experience



Governance

Compliance

Compliant with Statutory Regulation in letter and spirit

Biannual

Board-level Risk Committee review

400+

Employees covered under Risk Management training

ISAE(3000)

Assurance on selected non-financial parameters

Note: The provided values could change post external assurance

Livelihood & Skill Enhancement Program



Advanced Open Training in Painting



Rural / Community Development



Handicraft & Jewelry workshop - Sayakha



Community Hall - Hosur

Preventive Health Care & Sanitation



Distribution of Mosquito Nets - Vizag

Promoting Education



Computer lab - Jainpur



Computer & Printer for School - Lote

Ensuring Environmental Sustainability



Beautiful and Colorful Stalls - Mahakumbh



Program Head	Skill Enhancement	Ensuring Env. Sustainability	Community Development	Prev. Health care & Sanitation	Promoting Education
Spend in %	Partnership Goal (68%)	Economic & Env. Goals (20%)		Social Goals (12%)	



5. Financial Performance



Rs. In Millions	Q4 2023-24	% to Net Revenue	Q4 2024-25	% to Net Revenue	FY 2023-24	% to Net Revenue	FY 2024-25	% to Net Revenue
Net Revenue	16617		17404		73933		74967	
Material Cost	10842	65.2	11379	65.4	47697	64.5	48526	64.7
Operating Expenses	3983	24.0	4247	24.4	16007	21.7	16700	22.3
PBDIT	1791	10.8	1778	10.2	10229	13.8	9741	13.0
PBT Before Exception Item	1623	9.8	1638	9.4	9236	12.5	9074	12.1
Exception Item	-190	-1.1	-	0.0	6423	8.7	4792	6.4
PBT After Exception Item	1433	8.6	1638	9.4	15658	21.2	13866	18.5
PAT	1015	6.1	1235	7.1	11829	16.0	10212	13.6

Growth (Q4 2024) - Net Revenue: 4.7% , PBDIT: -0.8%, PBT: 0.9%

Growth (YTD 2024) - Net Revenue : 1.4% PBDIT: -4.8%, PBT before exceptional: -1.8%

Rs. In Millions	Q4 2023-24	% to Net Revenue	Q4 2024-25	% to Net Revenue	FY 2023-24	% to Net Revenue	FY 2024-25	% to Net Revenue
Net Revenue	17694		18167		78014		78230	
Material Cost	11615	65.6	11886	65.4	50441	64.7	50693	64.8
Operating Expenses	4289	24.2	4624	25.5	17296	22.2	18113	23.2
PBDIT	1790	10.1	1657	9.1	10278	13.2	9423	12.0
PBT Before Exception Item	1566	8.8	1435	7.9	9000	11.5	8485	10.8
Exception Item	0	0.0	0	0.0	6613	8.5	6295	8.0
PBT After Exception Item	1566	8.8	1435	7.9	15612	20.0	14780	18.9
PAT	1143	6.5	1024	5.6	11759	15.1	11093	14.2

Growth (Q4 2024) - Net Revenue : 2.7% PBDIT: -7.4% PBT : -8.3

Growth (YTD 2024) - Net Revenue : 0.3% PBDIT: -8.3% PBT before exceptional:-5.7%

Rs Millions	FY 2023-2024		FY 2024-2025	
Working Capital	Value	NOD	Value	NOD
Inventories	16160	124	16097	121
Debtors	12153	46	12747	47
Loans & Advances	4792		4822	
Cash & Bank balances	1624		857	
Total	34729		34523	
Less: Curr. Liab. & Prov	15717		16030	
Net Working Capital	19012		18493	

Dividend

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Financial Year	2021-22	2022-23	2023-24	2024-25
Dividend %	225	270	375*	375*
Dividend per share Rs (Face Value Re 1 each)	2.25	2.70	3.75	3.75

*Including special dividend 125%

Rs Million	2021-22	2022-23	2023-24	2024-25
Projects	1,415	280	696	1,741
Normal	875	1,116	1,676	1,755
Total Capex	2,290	1,396	2,372	3,496

6. Risk and Outlook



Risk and Outlook

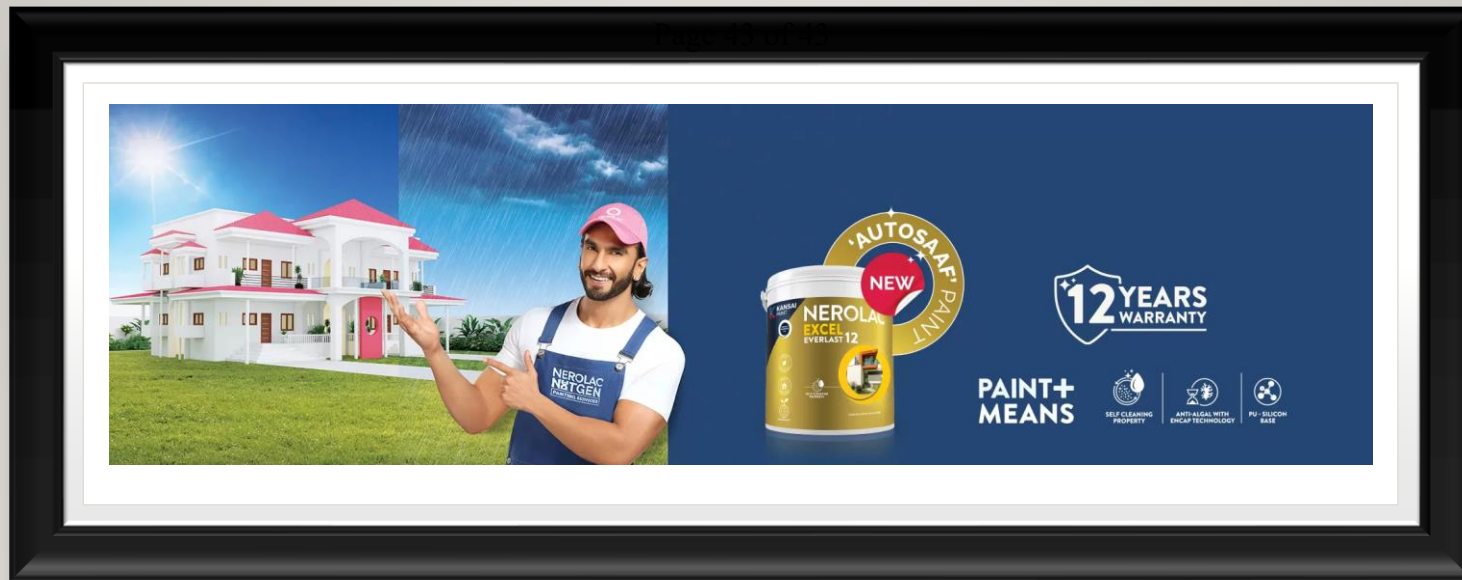
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Risk

- Rupee depreciation will increase cost of imports
- Uncertain Geopolitical conditions
- Increase in uncertainty in Global supply chains due to trade tensions
- Inflationary risk due to the tariffs

Outlook

- As per RBI bulletin,
 - Rural demand is expected to continue the demand momentum
 - Construction activity is poised to increase
- Passenger Vehicle & 2-Wheeler segments is expected to continue the demand momentum.
- Tractor Sales is seeing signs of recovery
- Performance Coating is expected to remain strong on the back of a good order pipeline



THANK YOU