

World Leader in Powder Coatings



**Mr. Hans Wijers**  
Chairman of the Board  
of Management



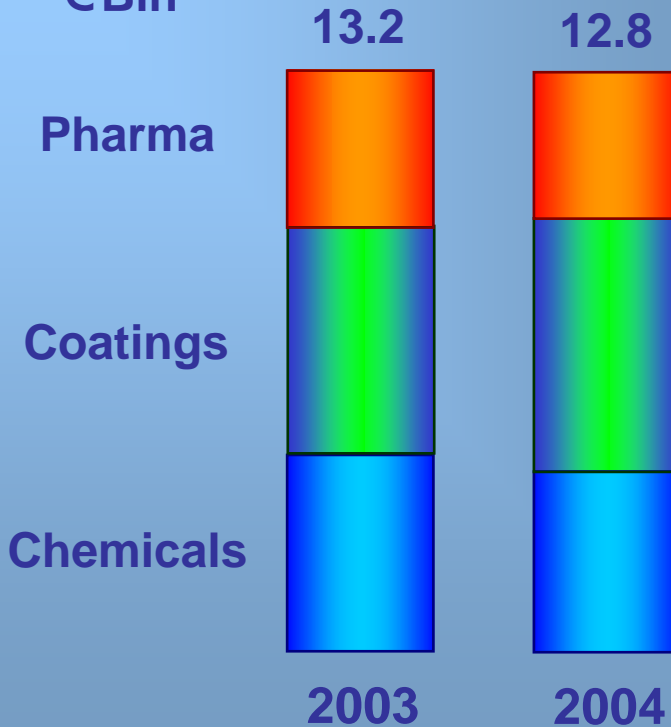
**AKZO NOBEL**

# Key Figures : Akzo Nobel 2004

	<i>million €</i>
<b>Net sales</b>	<b>12,688</b>
<b>Operating income</b> <i>before nonrecurring items</i>	<b>1,210</b>
<b>Property, Plant &amp; Equipment</b>	
- Expenditure	<b>561</b>
- Depretiation	<b>593</b>
<b>Number of employees (year end)</b>	<b>61,400</b>

# Business Areas

Net Sales  
€Bln



## Pharma –

performance improved  
across the board

## Coatings –

shift to growth mode

## Chemicals –

looking to the future with  
confidence



Organon, Intervet, Diosynth



**25% of Total Sales**  
**19,390 Employees**



Responsible:  
Mr. A.T.M (Toon) Wilderbeek  
Board of Management

# Chemicals

Pulp & Paper Chemicals, Functional Chemicals, Surface Chemistry, Polymer Chemicals, Base Chemicals, Salt, Energy.



**34% of Total Sales**  
**11,890 Employees**

Responsible:  
Mr. Leif Darner  
Board of Management

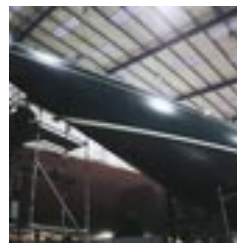
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**AKZO NOBEL**

# Coatings

Powder Coatings  
Decorative Coatings  
Industrial Finishes  
Marine & Protective Coatings  
Car Refinishes  
Nobilas



**41% of total sales**  
**29,070 employees**  
**Total sales €5,249 million Euro**



Responsible: Mr. Hans Wijers,  
Chairman and CEO  
Board of Management

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# Company History

## Akzo Nobel Today

Ferro N. America/Asia  
Powder Coatings (2002)

Divestment Fibres  
(1999)

Courtaulds (1998)  
(founded in 1913)

Divestment Chefaro (2000)

Hoechst Roussel Vet (1999)  
(Veterinary Products since  
1863)

## Akzo Nobel (1994)

Divestment Bofors (1991)

Crown Berger (1990)

Sadolin (1989)

EKA (1985)

Reliance USA (1988)

Stauffer Spec. Chemicals (1987)

Divestment Consumer Products  
(1987)

## AKZO (1969)

AKU (1969)

Algemene Kunstzijde Unie (1929)  
(Fibres since 1899)

Koninklijke Zwanenberg Organon (1953)  
(Speciality chemicals, pharmaceuticals,  
and consumer products since 1792)

KZO (1967)

Koninklijke Zout Organon

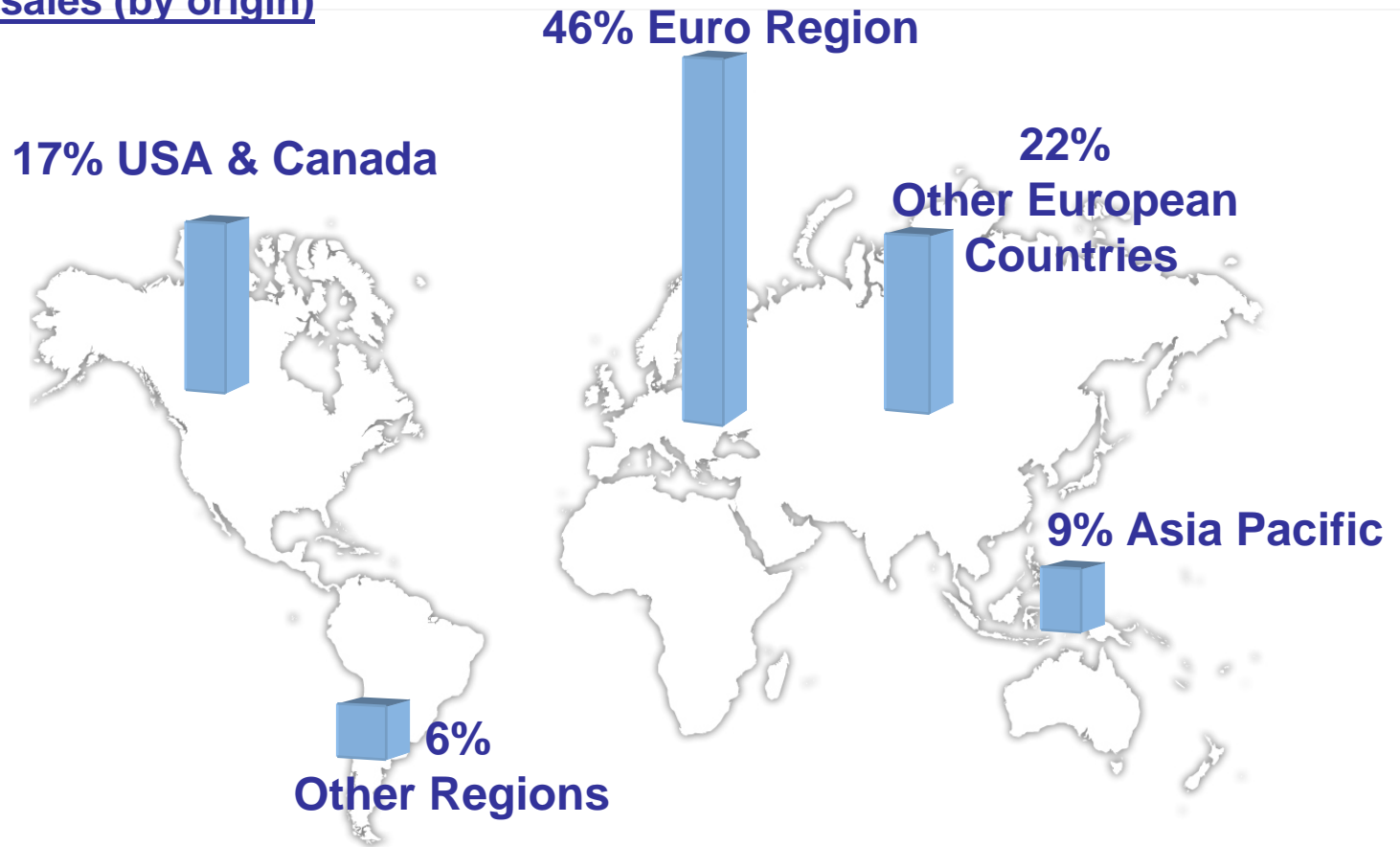
Koninklijke Zout-Ketjen (1961)  
(Paints, coatings, Salt, chemicals  
since 1792)

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# Akzo Nobel in the World

## Geographic breakdown net sales (by origin)

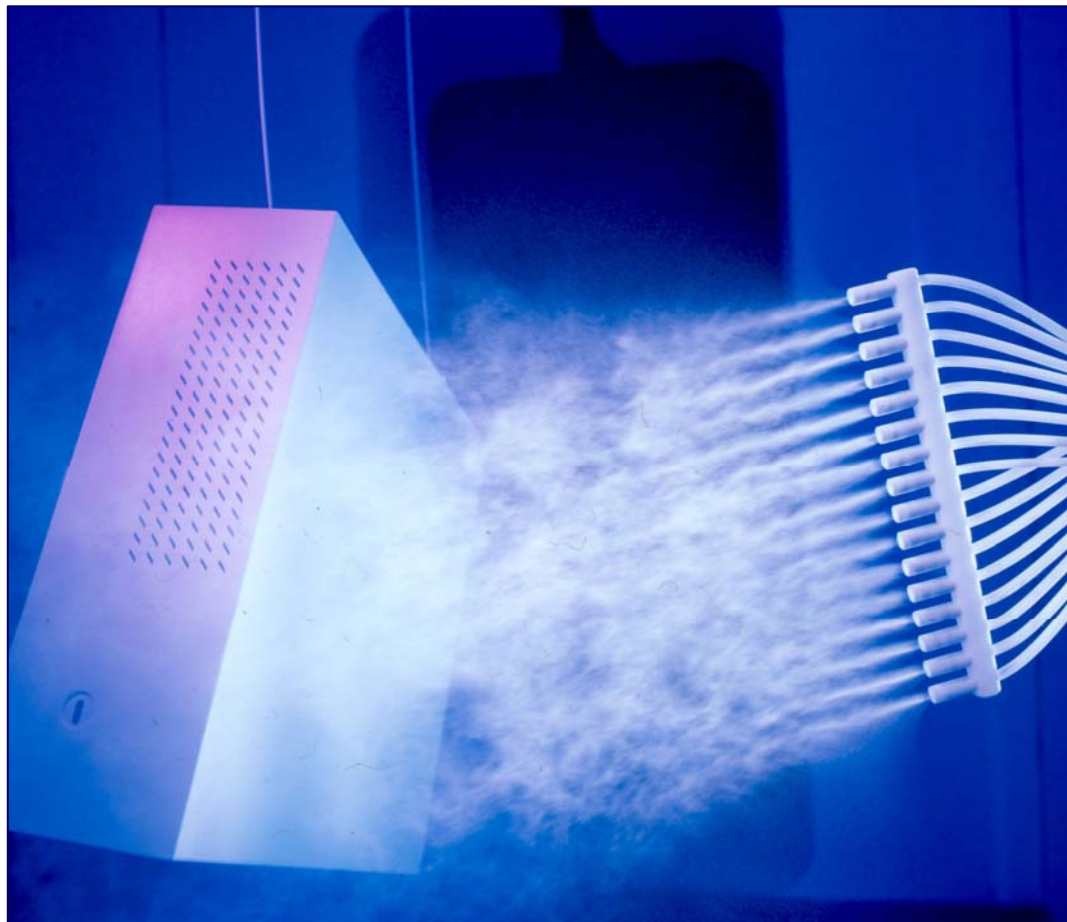


World Leader in Powder Coatings





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# Coatings : Business Units

Industrial Finishes

Marine & Protective

Decorative Coatings  
(International)

Car Refinishes

Nobilas

**AKZO NOBEL**

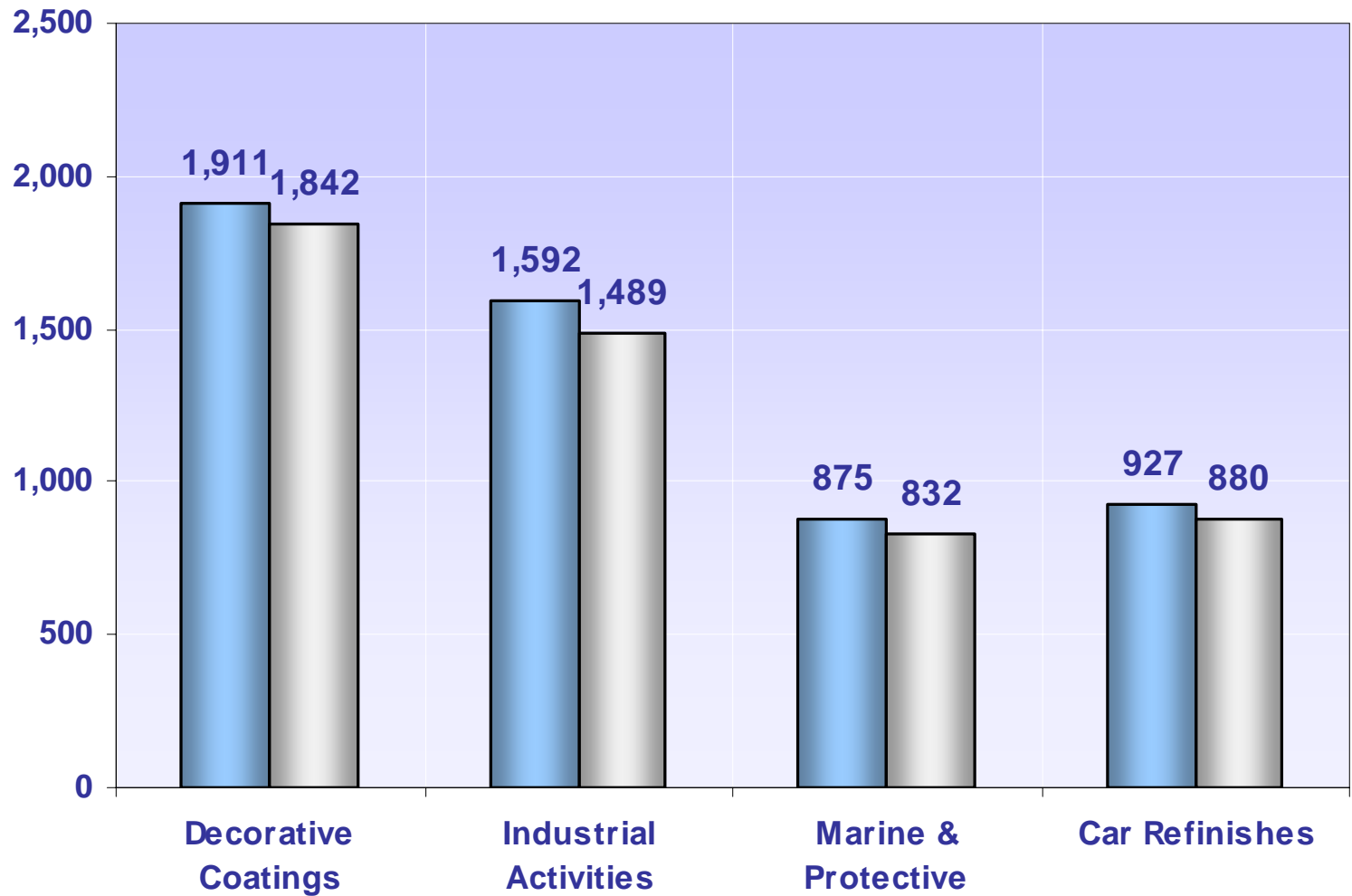
Decorative  
Coatings Europe

Powder Coatings

World Leader in Powder Coatings



# Sales in Million (€)Euro



World Leader in Powder Coatings

# Key Figures : Coatings 2004

World Leader in Powder Coatings

	<i>million €</i>
<b>Net sales</b>	<b>5,249</b>
<b>Operating income</b> <i>before nonrecurring items</i>	<b>421</b>
<b>R&amp;D expenses as % of sales</b>	<b>3.2%</b>
<b>Number of employees (year end)</b>	<b>29,070</b>



# Powder Coatings

World Leader in Powder Coatings



# Powder Coatings



**General Manager:** Mr. Rob Molenaar

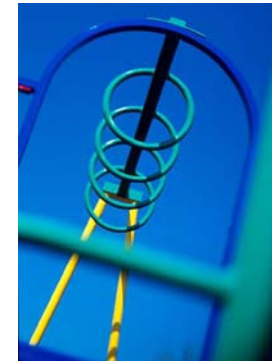
**Headquarters:** UK

**Employees:** > 3200

**Factories:** > 25

## Key Sectors:

- Architectural*
- Automotive*
- Domestic Appliance*
- Functional*
- Furniture*
- General Industrial*
- General Trade Coaters*
- IT*



# BU Powder Coatings

Management Team Organisational Structure



**BU Manager  
Rob Molenaar**

**Controller / IT  
Sander Gunst**



**CSR / QHSE  
John Kettley**



**Marketing  
Barry Tomlinson**



**R&D  
John Ring**



**HR & Comms  
Dick Higgins**



**Purchasing  
Dick Bartelse**



**Man. Ops.  
Frank van Ooijen**



**SBU Americas  
Robin Randall**



**SBU Europe  
Leon Ouziel**



**SBU Asia Pacific  
Alan Kwek**



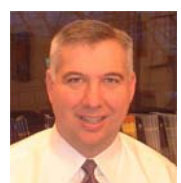
**SBU Functional  
Allan Duncan**



**SBU Cromadex  
Ivor Wilson**



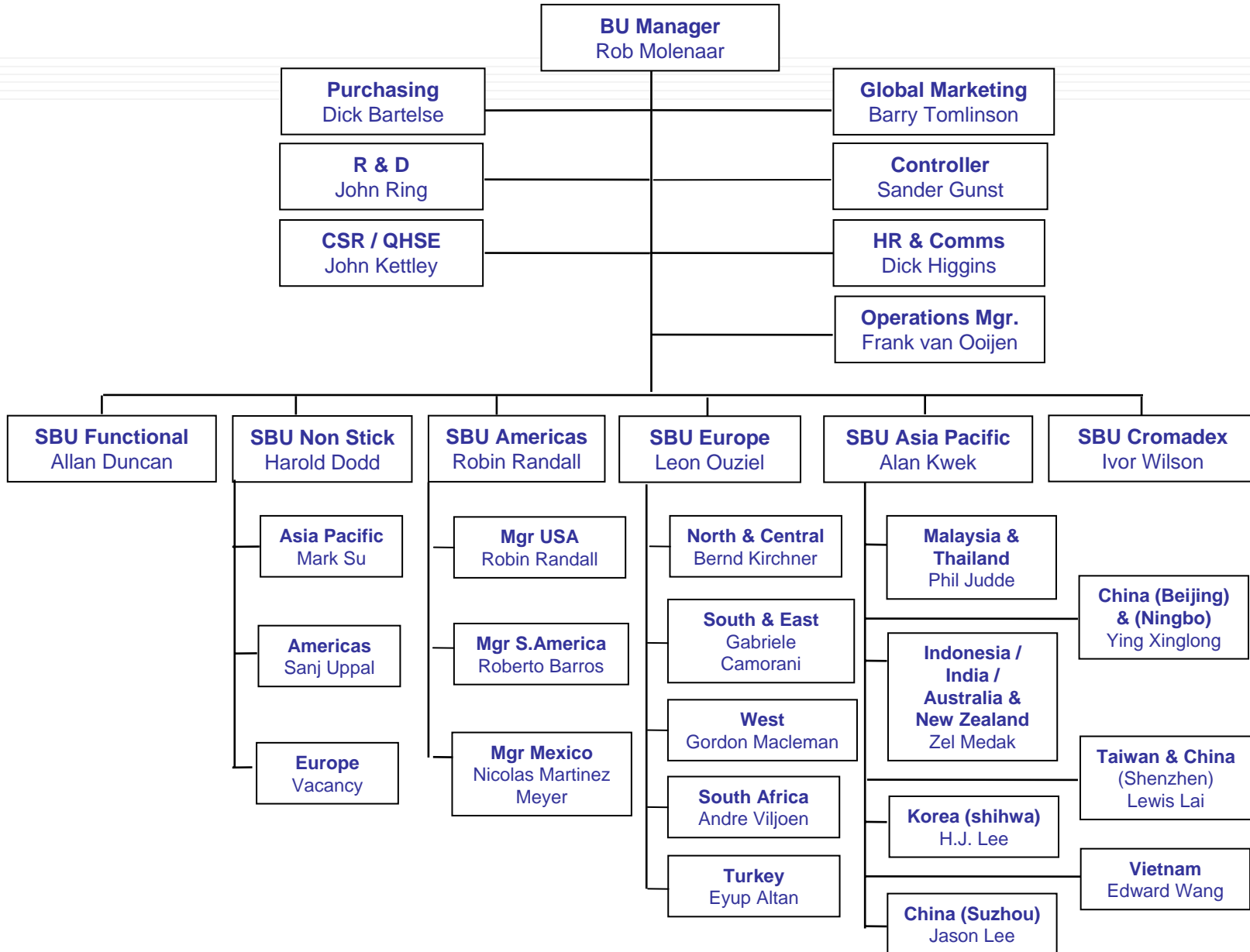
**SBU Non Stick  
Harold Dodd**



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# Global Powder Coatings



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# Powder Coatings Worldwide

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● Production Sites

# Powder Coatings Worldwide

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● Sales

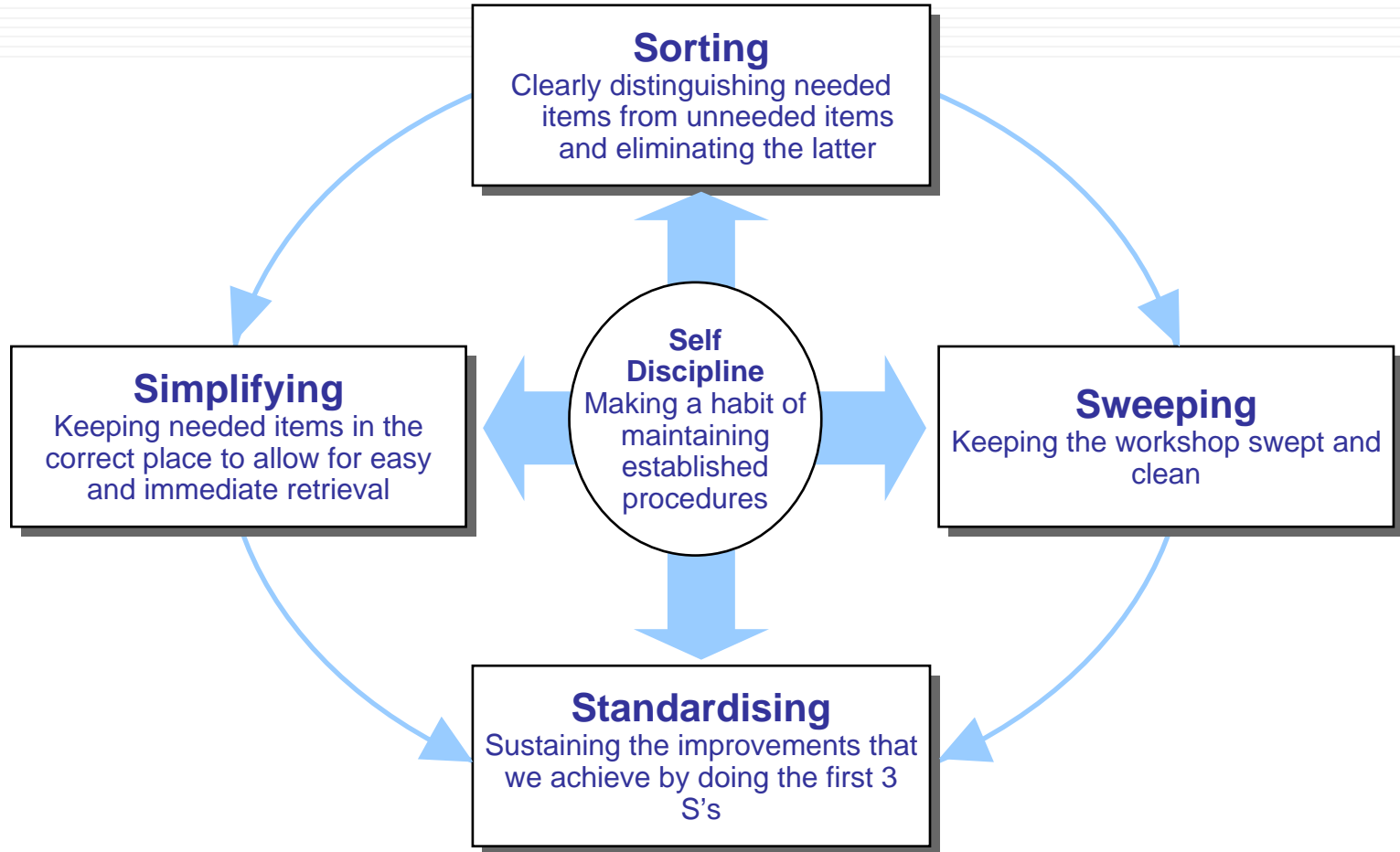
# Corporate Social Responsibility/ HSE

- ▲ “Conducting business in ways that produce social, environmental and economic benefits for the communities in which we operate in order to maintain our license to operate”
  
- ▲ Akzo Nobel subscribes to
  - ▲ Worldwide Business Council for Sustainable Development
  - ▲ United Nations’ Global Compact
  - ▲ Business Charter for Sustainable Development (ICC)
  - ▲ Coatings Care Program for paint industries
  - ▲ Seeking listing on “Dow Jones Green Index”

# Management of CSR / QHSE in Powder Coatings

- ▶ QHSE Management Systems
  - ▶ ISO9001:2000, ISO14001, OHSAS 18001
- ▶ Product Stewardship programmes
  - ▶ Reduction of hazardous materials
  - ▶ Working with customers to improve HSE aspects
- ▶ Adherence to Business Principles Specifications
  - ▶ Human rights, Fair competition, Business integrity, Community activities and Compliance
- ▶ CSR / HSE Performance Data
  - ▶ Lost Time Injury Frequency Rate has fallen for 6 years

# All Powder sites world wide have implemented the 5S process



***5S is a systematic approach to a safe, clean and orderly workplace***

## Product Series

### Interpon D1000 Series

Products & color collections meeting Qualicoat Class 1 / AAMA 2603



D1094



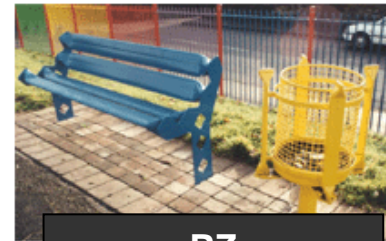
D1036 Futura

### Interpon D2000 Series

Qualicoat Class 2 / AAMA 2604-02



D2525



PZ



D1036

### Interpon D3000

AAMA 2605-02



D3000



D2000

### Interpon PZ770

## Products

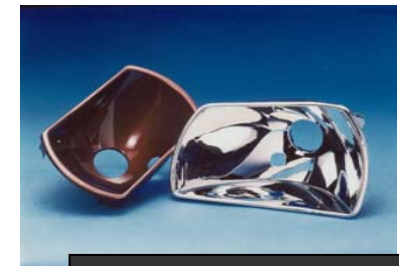
- ▶ **Interpon Autobody**  
Exterior quality
- ▶ **Interpon Autobody 5000**  
High durability exterior quality
- ▶ **Interpon Autoblock**  
Anti corrosion coating for engine block
- ▶ **Interpon Autopart**  
Protection for functional components
- ▶ **Interpon Autowheel**  
Coating systems for alloy wheels
- ▶ **Interpon Autosurfacer**  
Primer surfacers



**Autowheel**



**Autoblock**



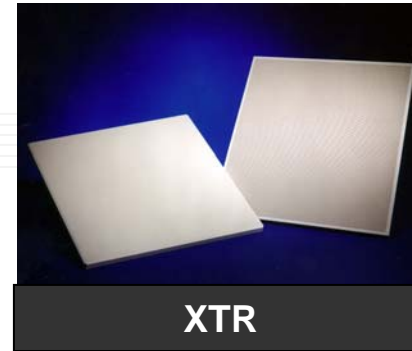
**Autopart**



**Autobody 5000**

## Products

- ▶ **Interpon AF**  
Advanced Fluidity
- ▶ **Interpon XTR**  
Thin Film
- ▶ **Interpon AC**  
Reduced Faraday Cage
- ▶ **Interpon HT**  
Temperature Resistance
- ▶ **Interpon HYF**  
Internal Boiler Coating
- ▶ **Interpon AB**  
Anti-Bacterial Coating



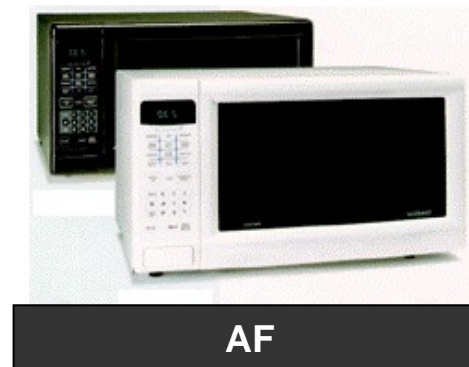
XTR



HT



AC



AF

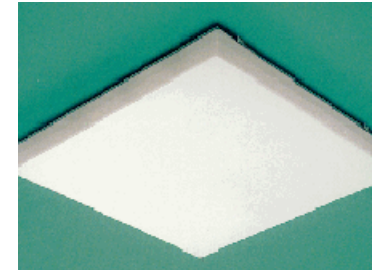


## Products

- ▶ **Interpon MR**  
Colour stable metallic coatings
- ▶ **Interpon PZ**  
Zinc anti corrosive primers
- ▶ **Interpon APP120**  
Active Protection Primer (non-zinc)
- ▶ **Interpon STF**  
Sublimation transfer finish
- ▶ **Interpon EC**  
Easy clean anti graffiti coatings
- ▶ **Interpon *Extra***  
Application Enhanced Powders



**MR**



**Extra**



**PZ**



**EC**

## Products

### ▶ **Interpon Woodcote T**

Thermal cure systems for wood and MDF

### ▶ **Interpon FC**

High hardness and abrasion resistance

### ▶ **Interpon 100**

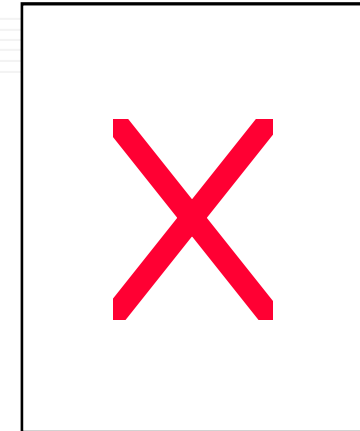
Epoxy Polyester

### ▶ **Interpon 600**

Polyester Industrial Range

### ▶ **Interpon 700**

Epoxy Polyester industrial range



**Woodcote T**



**100**

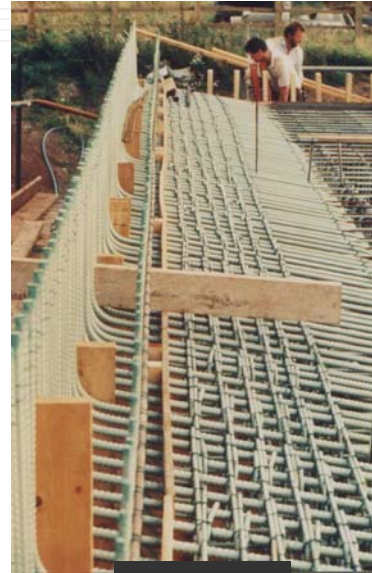


**600**

## Products

- ▶ **Resicoat Electrical Insulation**  
EL, EL1, EL4
- ▶ **Resicoat Pipe**  
R5, R6, DL, PI
- ▶ **Resicoat Valves and Fittings**  
R4
- ▶ **Resicoat Rebar**  
RB

**RESICOAT®**



Rebar



Pipes

## Functional



Valves



Electrical



**Interpon®**

**RESICOAT®**

# Interpon®

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