
February 24, 2009

Full year 2008 and Q4 results



Agenda

1. 2008 review- Hans Wijers
 2. Financial review - Keith Nichols
 3. Outlook and medium term targets - Hans Wijers
 4. Questions and answers session
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Full year 2008 and Q4 highlights

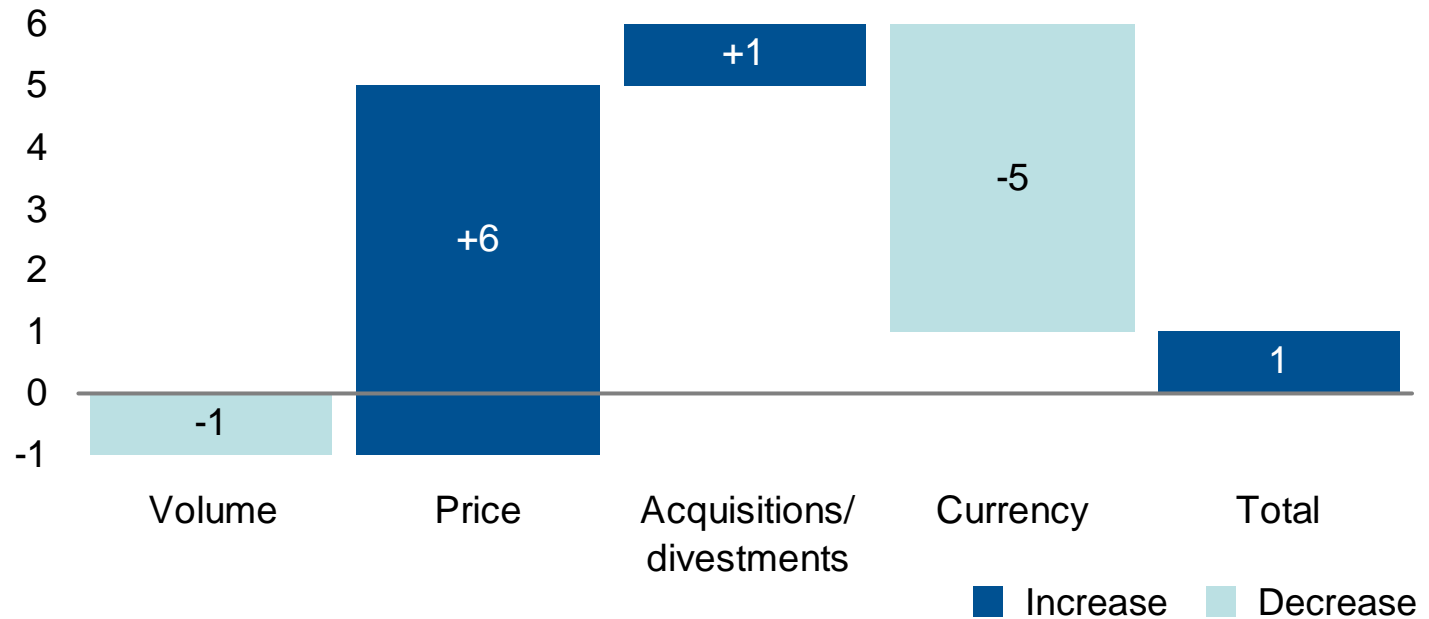
- Full year revenues above last year
- Full year EBITDA before incidentals and National Starch, in constant currencies, in-line with guidance
- Significant slowdown in most markets towards year-end
- Effective margin management offset raw material price increases
- ICI integration remains ahead of schedule
- Market conditions caused impairment charge
- Additional restructuring in progress
- Dividend maintained
- Share Buy Back program not completed



Full year 2008 revenue: Effective margin management offset currency impact

€ mln	2008	Δ%
Revenue constant currencies	16,202	6
Revenue reported	15,415	1

Total revenue growth 2008 vs. 2007 pro forma



Full year 2008 results: resilient performance

<i>€ mln</i>	2008	Δ%
EBITDA constant currencies (excl National Starch)*	1,841	(2)
EBITDA constant currencies*	1,987	(1)
EBITDA reported*	1,878	(7)
Net income from continuing operations*	742	(14)
Net income/(loss) from total operations after incidentals	(1,086)	

<i>Ratio</i>	2008	2007
EBITDA margin reported (%)*	12.2	13.2
Earnings per share (in €)*	3.00	3.11

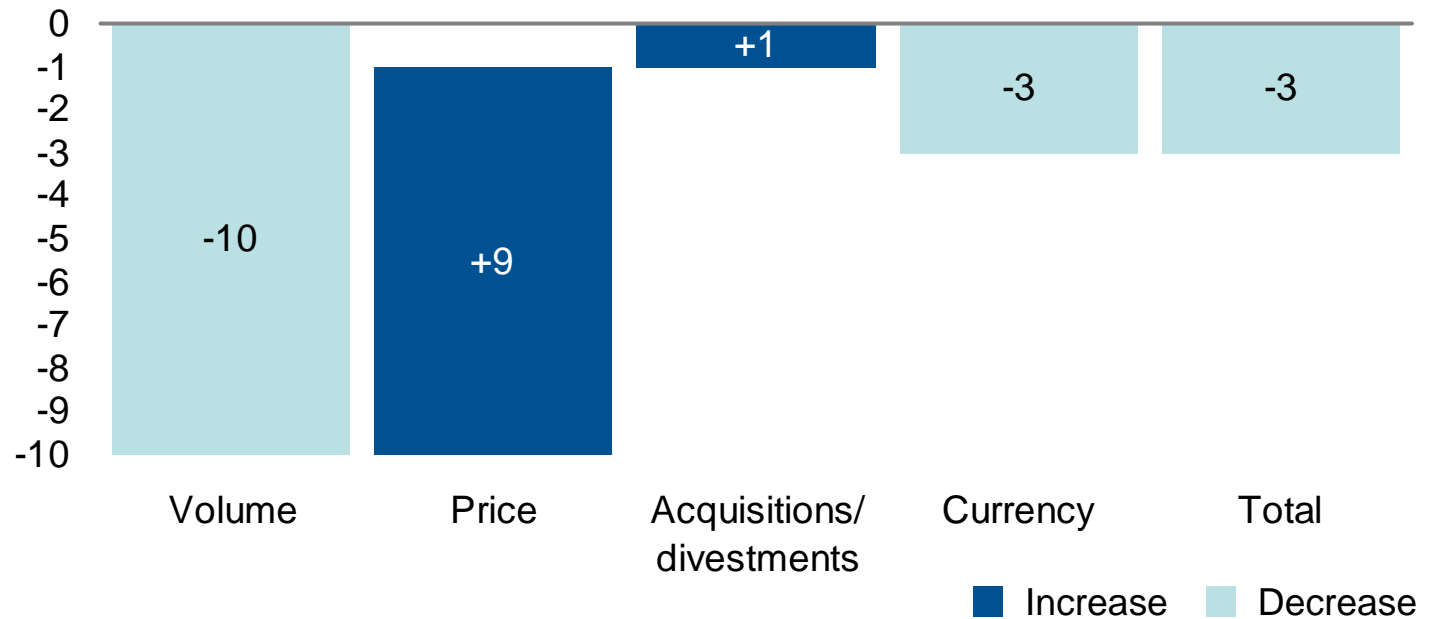
*Continuing operations before incidentals; 2007 pro forma



Q4 revenue: Effective margin management offset by volume decline

€ mln	2008	Δ%
Revenue constant currencies	3,669	-
Revenue reported	3,561	(3)

Total revenue growth Q4 2008 vs. Q4 2007 pro forma



Q4 results: slowdown evident

<i>€ mln</i>	2008	Δ%
EBITDA constant currencies (excl National Starch)*	356	(13)
EBITDA constant currencies*	391	(12)
EBITDA reported*	368	(17)
Net income from continuing operations*	121	(38)
Net income/(loss) from total operations after incidentals	(1,486)	

<i>Ratio</i>	2008	2007
EBITDA margin reported (%)*	10.3	12.1
Earnings per share (in €)*	0.52	0.75

*Continuing operations before incidentals; 2007 pro forma



Q4 other costs and incidental charges

Other costs in EBITDA of €19 million (2007: €33 million),
mainly corporate and technology costs

Incidental charges of €1,562 million (2007: €192 million)
include:

- €1,275 million impairment charges
- €205 million restructuring costs
- €25 million transformation costs related to the ICI integration



Restructuring and ICI integration at an advanced stage

<i>Full year 2008</i>	ICI integration	Additional restructuring	Total
Net FTE reductions*	566	1,094	1,660
Cash Costs (€ million)	77	79	156
Annualized savings (€ million)	97	37	134

We will continue to pursue efficiency improvements:

- Site rationalization and in-plant productivity improvement
- Further reduction of overhead cost and third party spend
- 2009 salary freeze for the Board of Management, more than 500 executives, and where possible for most other employees.

* The gross number of 2657 was offset by new hires of 997, mainly in emerging markets



Operational review Decorative Paints



Decorative Paints: Margin management compensated for volume decline

- Revenue in Europe in 2008, in constant currencies, stable
- Significant cost reduction in Europe
- UK market share holding up
- US revenue declined by 9 percent due to recessionary market conditions
- Asia delivered double-digit constant currency revenue growth in 2008; in Q4 volumes declined, compensated by margin management
- A year marked with restructuring, integration and margin management

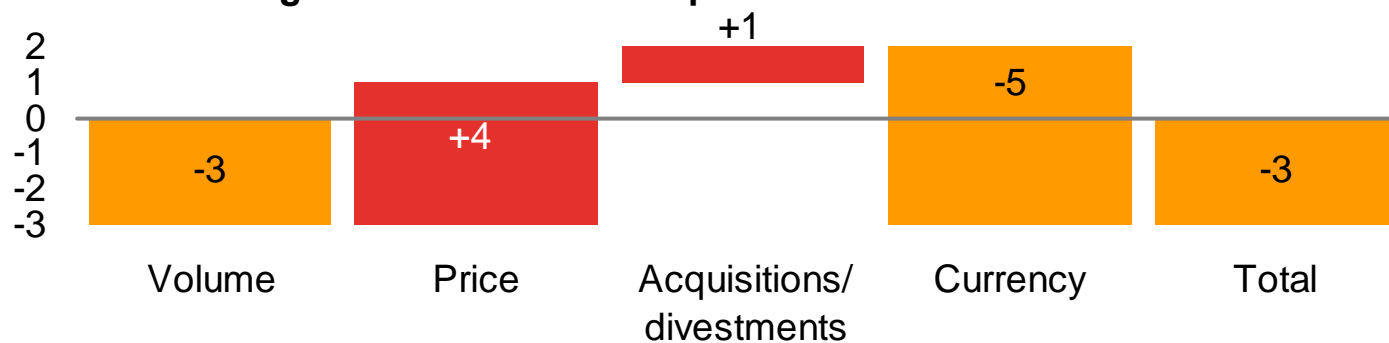


Decorative Paints full year 2008: resilient performance

€ mln	2008	Δ%
Revenue constant currencies	5,385	2
Revenue reported	5,118	(3)
EBITDA constant currencies	628	–
EBITDA reported	593	(6)

Ratio, %	2008	2007
EBITDA margin reported	11.6	11.9

Total revenue growth 2008 vs. 2007 pro forma



Before incidentals; 2007 pro forma

■ Increase ■ Decrease

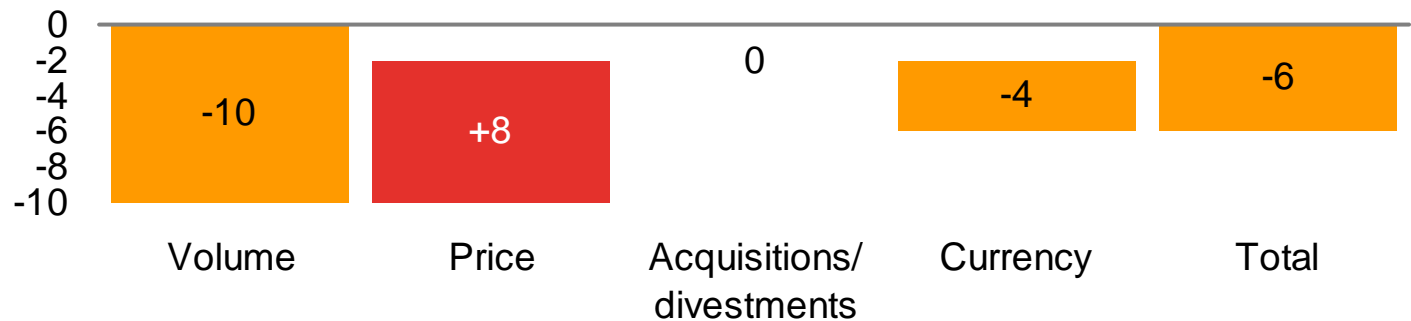


Decorative Paints Q4: lower volumes impact profitability

€ mln	Q4 2008	Δ%
Revenue constant currencies	1,179	(2)
Revenue reported	1,128	(6)
EBITDA constant currencies	101	(20)
EBITDA reported	89	(29)

Ratio, %	Q4 2008	Q4 2007
EBITDA margin reported	7.9	10.5

Total revenue growth Q4 2008 vs. Q4 2007 pro forma



Before incidentals; 2007 pro forma

■ Increase ■ Decrease

Full year 2008 and Q4 results 13





Performance Coatings: a mixed year

- Full year and Q4: continued strong performance at Marine & Protective Coatings
- Global economic downturn had greater impact on trading levels in Industrial Activities as the year developed
- Volumes at Car Refinishes close to 2007
- Stable year for Packaging Coatings
- Multiple cost saving projects are aligning our cost structure to the changed market environment

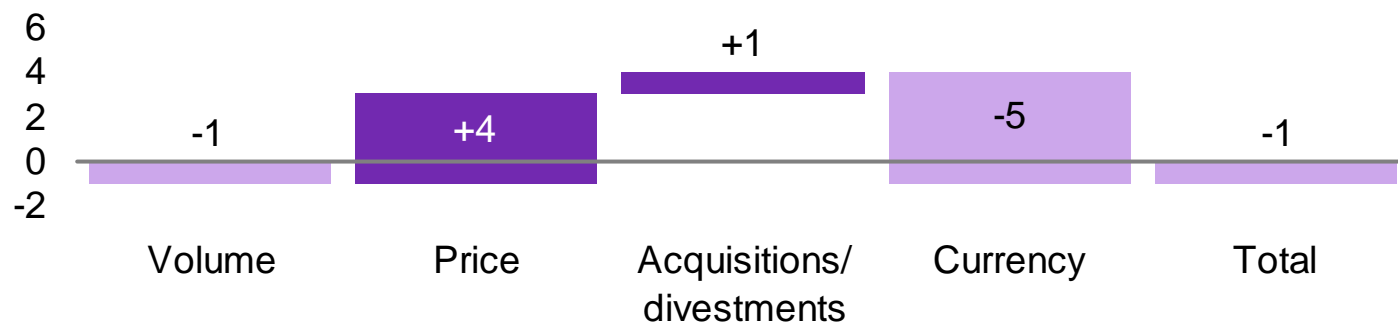


Performance Coatings full year 2008: stable results

€ mln	2008	Δ%
Revenue constant currencies	4,691	4
Revenue reported	4,463	(1)
EBITDA constant currencies	566	–
EBITDA reported	546	(4)

Ratio, %	2008	2007
EBITDA margin reported	12.2	12.6

Total revenue growth 2008 vs. 2007 pro forma



Before incidentals; 2007 pro forma

■ Increase ■ Decrease

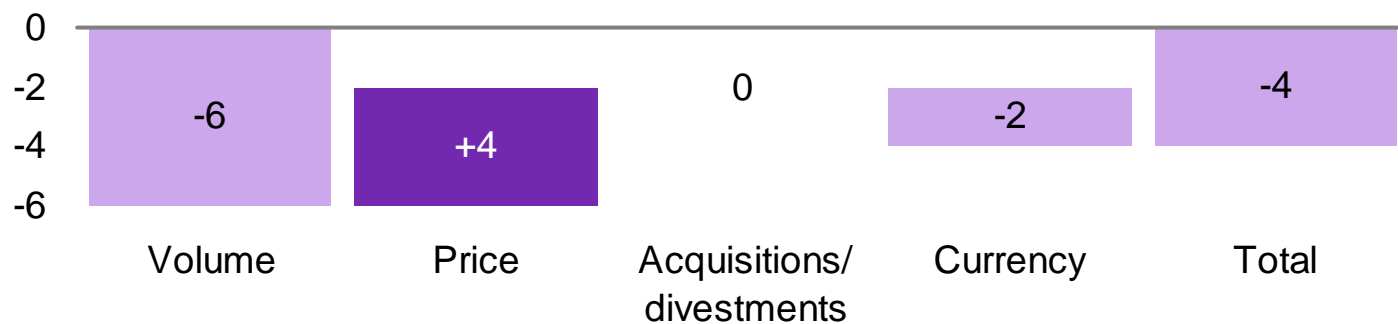


Performance Coatings Q4: weaker

€ mln	Q4 2008	Δ%
Revenue constant currencies	1,077	(2)
Revenue reported	1,054	(4)
EBITDA constant currencies	116	(15)
EBITDA reported	115	(16)

Ratio, %	Q4 2008	Q4 2007
EBITDA margin reported	10.9	12.5

Total revenue growth Q4 2008 vs. Q4 2007 pro forma



Before incidentals; 2007 pro forma

■ Increase ■ Decrease





Specialty Chemicals: solid performance, but volume declined in Q4

- Solid performance for 2008, volume declined in Q4
- Demand weakness in Polymer Chemicals and a significant decline in results for the Pakistan PTA business
- Functional Chemicals finished behind 2007 as demand softened in Q4 and sulfur prices declined sharply
- Industrial Chemicals and National Starch repeated their strong performance of 2007
- Diverse markets and effective margin management led to improved performance at Surface Chemistry

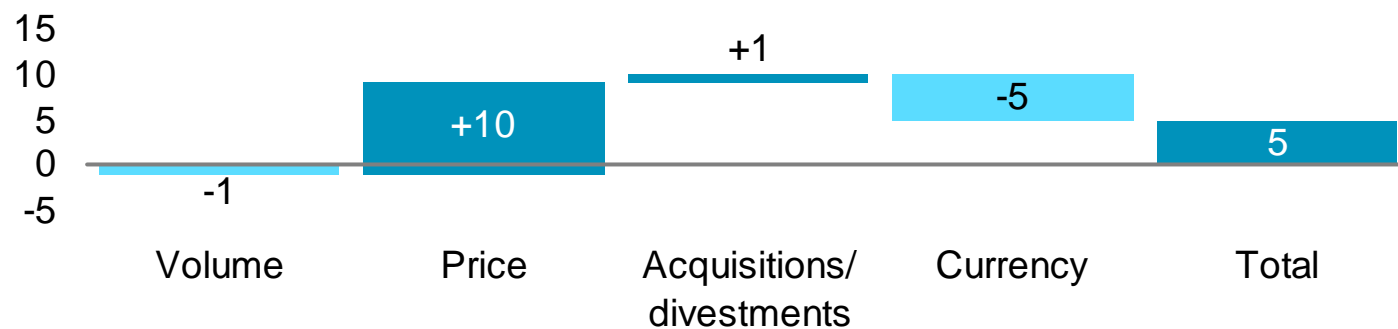


Specialty Chemicals full year 2008: solid performance but volume declined

€ mln	2008	Δ%
Revenue constant currencies	5,964	10
Revenue reported	5,687	5
EBITDA constant currencies	951	3
EBITDA reported	891	(4)

Ratio, %	2008	2007
EBITDA margin reported	15.7	17.2

Total revenue growth 2008 vs. 2007 pro forma



Before incidentals; 2007 pro forma

■ Increase ■ Decrease

Full year 2008 and Q4 results 20

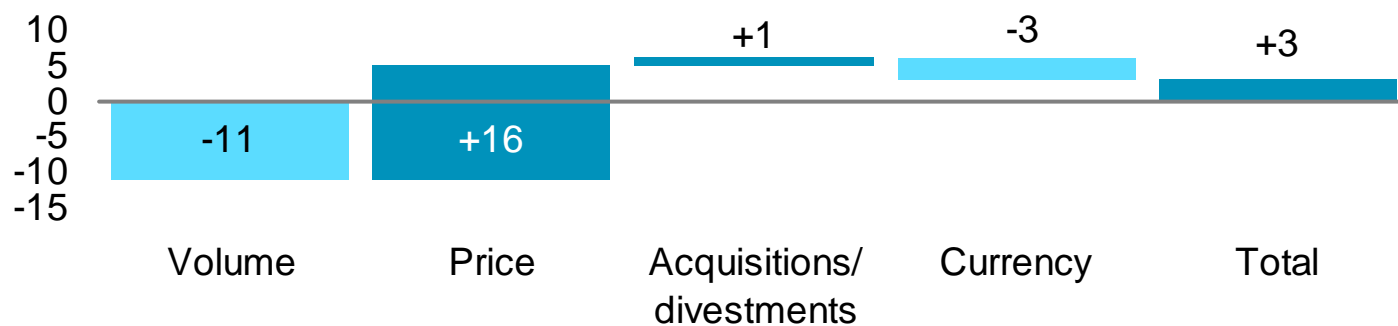


Specialty Chemicals Q4: volume down

€ mln	Q4 2008	Δ%
Revenue constant currencies	1,438	6
Revenue reported	1,399	3
EBITDA constant currencies	195	(9)
EBITDA reported	183	(14)

Ratio, %	Q4 2008	Q4 2007
EBITDA margin reported	13.1	15.8

Total revenue growth Q4 2008 vs. Q4 2007 pro forma



Before incidentals; 2007 pro forma

■ Increase ■ Decrease

Full year 2008 and Q4 results 21



To sum things up

Hans Wijers

We continue to successfully innovate

Intersleek® 900

- Ship number 100 coated during 2008. Reduces fuel consumption with up to 6 percent.



Autoclear® UV

- Clearcoat which cures by UV light, saving energy and increases body shop productivity.

The Freshaire Choice™

- Zero VOC paint & colorant system launched in USA in 2008. Delivered in recyclable cans.



Compozil Fx

- System for the largest and fastest paper machines, reduces both raw material costs and energy usage because of faster drying

Dissolvine® MP

- Recently endorsed by the Eastman Kodak Company. Used to process worldwide prints of Oscar winner Slumdog Millionaire



Actions underway to deliver future strength

Sound fundamentals

- Strong positions in diverse, highly attractive sectors
- Wide geographic spread
- Strong balance sheet

Actions

- Significant level of additional restructuring
- Rigorous cost management
- Prudent capital allocation without jeopardizing growth



Financial review

Keith Nichols

Strong balance sheet maintained after share buy back and impairment

€ million	Dec 31, 2008	Dec 31, 2007¹
Equity	7,913	12,091
Net debt	2,084	2,910
Pension deficit	988	1,510

€ million	2008	2007
Net cash from operating activities	91	643

- Equity impacted by share buyback, impairments and currency translation
- Net debt and pension deficit reduced
- Net cash impacted by pension top-ups and expenditures for working capital



¹ Pro forma

Pro-active pension risk management

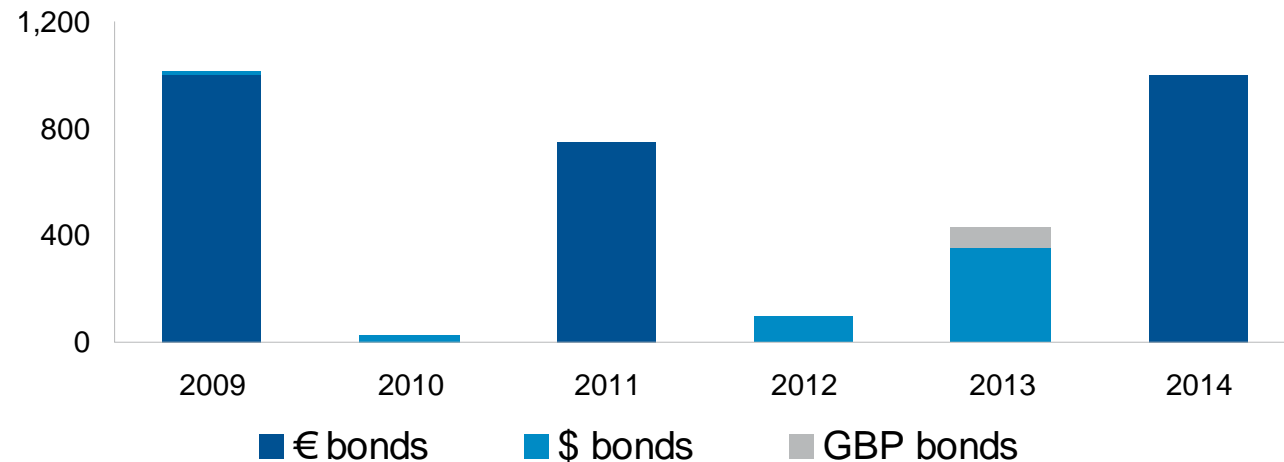
- 2004 pro forma (including ICI) pension under funding was around €4 billion
- End-2008 pension under funding €988 million
- Committed to further de-risk over time
- Defined Benefits closed to new entrants, major plans closed in 2001 (ICI) and 2004 (Akzo Nobel)
- ICI top-ups expected to continue at current level
- €115 million higher non-cash P&L charge in 2009 - due to decrease in plan assets value



Strong liquidity headroom

€1.0 billion debt maturing in May 2009

Debt maturity, € million



Objective is to lengthen the duration of the debt book

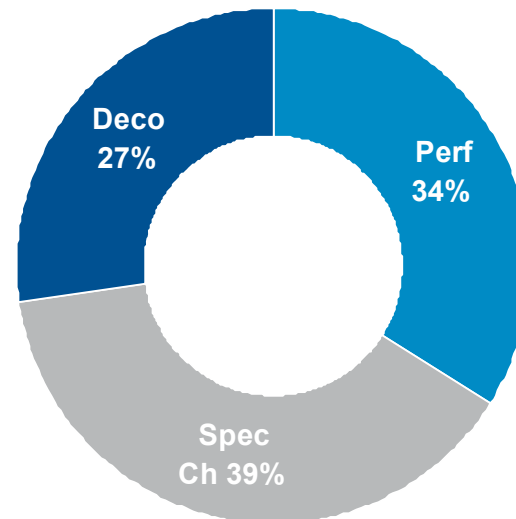
- Undrawn revolving credit facility of €1.5 billion available (2013)
- Undrawn commercial paper program



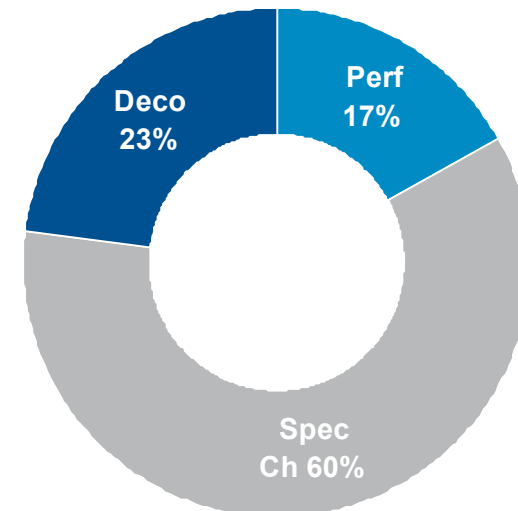
Increased focus on capital efficiency

- Capex 2008 was expected to be €550 - 600 million (incl. Ningbo €95 million), actual spend €534 million
- 2008 equally split between “growth” and “maintenance” Capex
- Capex 2009 expected to be around €475 million (incl. Ningbo €125 million)
- Working capital improvement targets and incentives in place

OWC split at year-end 2008



2008 Capex split



Managing Corporate and financial costs

- **Tax rate** expected to be around 27 - 28% through 2011
- Besides corporate costs, the “**other**” line includes pensions, IAS 39 fair value adjustments, captive insurance costs, corporate technology and costs of country offices.
- 2009 reporting will **improve transparency** on the “other” line
- **Corporate cost** reduction targets in place



Dividend maintained, share buy back not completed

Dividend 2008

- Proposed dividend 2008 is €1.80 per share – payout ratio of 48%
- Interim dividend of €0.40 and final dividend of €1.40

Dividend policy

- Pay-out ratio remains minimum of 45% of net income from total operations before incidentals and fair value adjustments related to the ICI acquisition

Share Buy Back

- 2008 €1.4 billion or 12% of outstanding shares cancelled
- Share buy back not completed - prudent liquidity management
- Outstanding number of common shares per year- end 2008: 231.7 million



Outlook and medium-term targets

Hans Wijers

Outlook and medium term targets

- Global market conditions and lack of visibility do not allow certainty. We expect **2009** to be very challenging.

Nevertheless, we remain focused on:

- working towards our medium-term target of an **EBITDA margin of 14 percent** by the end of 2011
- delivering the €340 million **ICI synergies** faster
- driving **margin management** programs across the company
- rigorous **cost** management
- remaining a leader in **sustainability** (top 3 DJSI)



Actions underway to deliver future strength

Sound fundamentals

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Actions

- Significant level of additional restructuring
- Rigorous cost management
- Prudent capital allocation without jeopardizing growth



Questions and answers

Safe Harbor Statement

This presentation contains statements which address such key issues as Akzo Nobel's growth strategy, future financial results, market positions, product development, products in the pipeline, and product approvals. Such statements should be carefully considered, and it should be understood that many factors could cause forecasted and actual results to differ from these statements. These factors include, but are not limited to, price fluctuations, currency fluctuations, developments in raw material and personnel costs, pensions, physical and environmental risks, legal issues, and legislative, fiscal, and other regulatory measures. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies. For a more comprehensive discussion of the risk factors affecting our business please see our latest Annual Report, a copy of which can be found on the company's corporate website www.akzonobel.com.

