



## Safe harbor statement\*

These sheets contain statements which address such key issues as Akzo Nobel's growth strategy, future financial results, market positions, product development, pharmaceutical products in the pipeline, and product approvals. Such statements, including but not limited to the "Outlook", 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. These factors also include changes in regulations or interpretations related to the implementation and reporting under IFRS, decisions to apply a different option of presentation permitted by IFRS, and various other factors related to the implementation of IFRS, including the implementation of IAS 32 and 39 for financial instruments. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies. For a more complete discussion of the risk factors affecting our business please refer to our Annual Report on Form 20-F filed with the United States Securities and Exchange Commission, a copy of which can be found on the Company's website [www.akzonobel.com](http://www.akzonobel.com).

*\* Pursuant to the U.S. Private Securities Litigation Reform Act 1995.*



# AKZO NOBEL

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Rob Frohn, CFO

**Creating a platform for growth**

April 19, 2005

Q1 2005 Results Press Conference

## Net income – more than double last year

- Good performance in mixed business environment
- Organon – successful margin protection; Risperdal® deal
- Intervet – solid performance
- Coatings – impacted by raw material prices
- Chemicals – continued strong performance
- Outlook – unchanged

## Good performance

<b>Q-1, EUR mln</b>	<b>2005</b>	<b>Δ%</b>
Revenues	3,041	(4)
EBIT	419	64
“Basic EBIT”	274	3
Net income	287	116

  

	<b>2005</b>	<b>2004</b>
EBIT margin, %	13.8	8.1
EPS, EUR	1.00	0.47
Number of employees	61,080	64,320

## Revenues – mixed performance

Q-1, %	Total change	Volumes	Prices	Currency	Divest.
Organon	(3)	(2)	–	(1)	
Intervet	2	1	2	(1)	
Coatings	–	(3)	4	(1)	–
Chemicals*	5	3	3	(1)	–
<b>Akzo Nobel</b>	<b>(5)</b>	<b>1</b>	<b>2</b>	<b>(1)</b>	<b>(6)</b>

\*Ongoing

## “Basic EBIT” – on balance up

Q-1, EUR mln	Change	Operational/ pensions	One-off/ divest.	Currencies
Organon	168	8	159	1
Intervet	10	10		–
Coatings	(22)	(30)	8	–
Chemicals	(4)	15	(18)	(1)
Other	11	6	5	–
<b>Akzo Nobel</b>	<b>163</b>	<b>9</b>	<b>154</b>	<b>–</b>



## Organon – Follistim® approved in Japan



## Organon – successful margin protection

- Revenues decline bottoming out
- End Risperdal® copromotion – EUR 149 mln benefit
- NuvaRing® – steadily expanding
- Remeron® – gradually declining outside U.S.
- Infertility products – renewed growth
- Livial® – remains under pressure
- API's – still struggling with overcapacity

## Organon – successful margin protection (2)

<i>Q-1, EUR mln</i>	2005	Δ%
Revenues	576	(3)
EBIT	236	247

<i>Ratios</i>	2005	2004
EBIT margin	41.0	11.5
S&D % revenues	31.9	34.0
R&D % revenues	16.3	17.1

## Intervet – launching Asian fish vaccines



- Revenues up – 3% autonomous growth
- EBIT margin of 20.2%
- Benefiting from cost savings
- Performance improvement in manufacturing
- Successful product launches in U.S.

<i>Q-1, EUR mln</i>	<b>2005</b>	<b>Δ%</b>
Revenues	262	2
EBIT	53	23

<i>Ratios</i>	<b>2005</b>	<b>2004</b>
EBIT margin	20.2	16.7
S&D % revenues	23.1	25.0
R&D % revenues	10.7	11.6





- Steep increase raw material prices
- Price increases 4% – margins down
- Volumes down 3%
- Marine & Protective– continuous good performance
- Decorative Coatings – weak start in Europe
- Industrial activities – margin and volume pressure



## Coatings – impacted by raw material prices (2)

<i>Q-1, EUR mln</i>	2005	Δ%
Revenues	1,241	–
EBIT	62	(26)

  

<i>Ratio</i>	2005	2004
EBIT margin	5.0	6.8



## Chemicals – our salt keeps roads safe





## Chemicals – strong performance sustained

- Autonomous growth 6% – prices and volumes up 3%
- Cost savings clearly paying off
- Raw material and energy prices up
- Base Chemicals and Salt – significantly up
- 2005 divestment program – on track

## Chemicals – strong performance sustained (2)

<i>Q-1, EUR mln</i>	<b>2005</b>	<b>Δ%</b>
Revenues	957	5
EBIT	97	14

  

<i>Ratio</i>	<b>2005</b>	<b>2004</b>
EBIT margin	10.1	9.3

*Ongoing Chemicals operations.*



**Strong financial position**

<i>March 31; EUR bln</i>	2005	2004
Equity	3.1	2.4
Net borrowings	1.5	2.6

  

<i>Ratio</i>	2005	2004
Gearing	0.48	1.08
Interest coverage	13.1	6.7
EBITDA coverage	17.4	10.7



Outlook – unchanged

**Aspiring to achieve net income\*  
within 2004 range of EUR 800 mln**

*\* This excludes restructuring and impairment charges, charges related to legal and antitrust cases, and results on divestments. It is based on our current portfolio.*



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