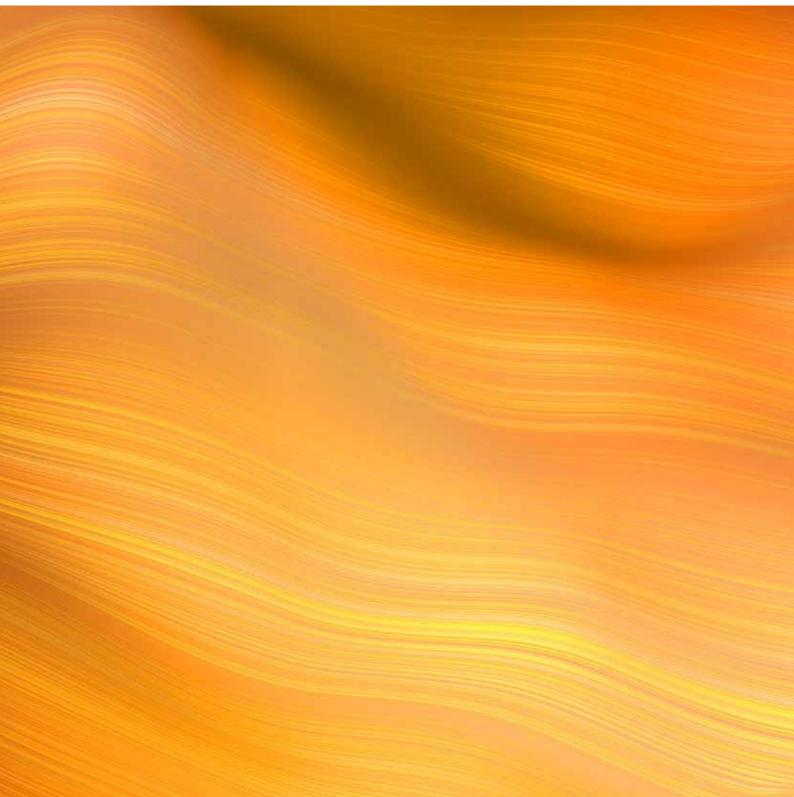
# Report for the third quarter

2012





### AkzoNobel around the world Revenue by destination

(40 percent in high growth markets)

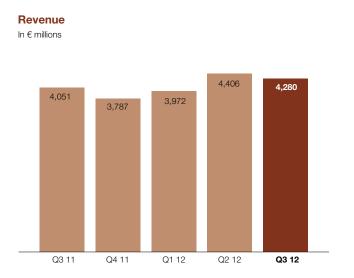
	%
A North America	20
<b>B</b> Emerging Europe	7
C Mature Europe	38
<b>D</b> Asia Pacific	22
E Latin America	10
F Other regions	3
	100

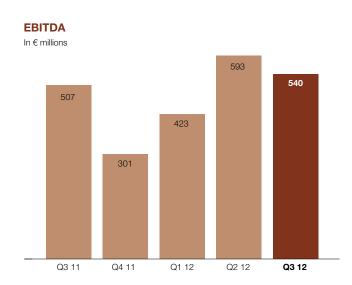


(Based on the full year 2011)

# Our results at a glance

- Revenue up 6 percent, mainly driven by currencies and pricing actions
- Volumes declined 3 percent, primarily due to the economic slowdown in Europe
- EBITDA up 7 percent at €540 million (2011: €507 million)
- Impairment of €2.5 billion in Decorative Paints, resulting in a net loss of €2.4 billion
- Adjusted EPS of €1.01 (2011: €0.91)
- Interim dividend of €0.33 per share declared
- AkzoNobel ranked first in the Dow Jones Sustainability Index
- Performance improvement program is on track
- The economic environment remains our principal sensitivity

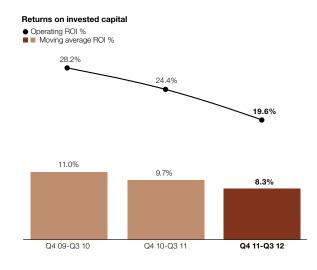




#### Continuing operations before incidentals 3rd quarter January - September 2011 2012 $\Delta$ % in € millions 2011 2012 4,051 4,280 Revenue 1,910 12,658 507 EBITDA 1,495 540 1,556 12.6 EBITDA margin (in %) 12.3 368 1,046 8.7 8.6 EBIT margin (in %) 8.7 8.3 Moving average ROI (in %) 9.7 8.3 Operating ROI (in %) 24.4 19.6 2.76 1.01 0.91 Adjusted earnings per share (in €)

#### Continuing operations after incidentals

3rd quarter			Ja	nuary - Septe	mber
2011	2012	Δ% in € millions	2011	2012	Δ%
301	(2,233)	Operating income	1,006	(1,667)	
148	(2,360)	Net income/(loss) from continuing operations	531	(2,093)	
1	(22)	Net income/(loss) from discontinued operations	14	(17)	
149	(2,382)	Net income/(loss) total operations	545	(2,110)	
0.63	(9.91)	Earnings per share from continuing operations (in €	2.27	(8.84)	
0.63	(10.00)	Earnings per share from total operations (in €)	2.33	(8.91)	
158	198	Capital expenditures	452	514	
409	480	Net cash from operating activities	55	120	
		Invested capital	13,194	12,076	
		Net debt	1,595	2,597	
		Number of employees	56,350	57,050	



# Financial highlights

Revenue was up 6 percent, mainly due to favorable currency effects. Volumes were down 3 percent, primarily due to the economic slowdown in Europe. EBITDA was 7 percent up at €540 million (2011: €507 million). While we are reporting a solid set of results in the quarter, we recorded an impairment of €2.5 billion in Decorative Paints, mainly in mature markets. The performance improvement program is on track.

#### Revenue

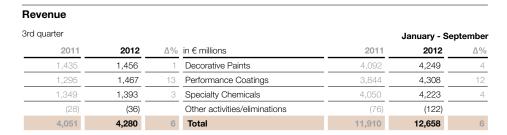
- Decorative Paints revenue grew 1 percent mainly due to margin management and favorable currency effects. Volumes continue to be negatively affected by the general economic slowdown in the global markets, with the exception of China where we achieved strong volume growth.
- In Performance Coatings, revenue increased by 13 percent compared with the previous year. The strongest growth came from Industrial Coatings (due to acquisitions) and Marine and Protective Coatings (from strong demand in Protective Coatings). Volumes were flat with continued variability between individual markets.
- Specialty Chemicals faced softer volumes in most product lines, with volumes during the quarter being 2 percent below the previous year.

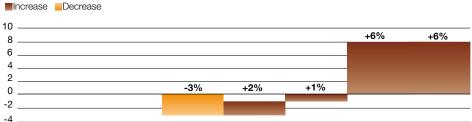
#### **Acquisitions**

In Q1 2012, we closed the acquisition of Boxing Oleochemicals in Specialty Chemicals, the leading supplier of nitrile amines and derivatives in China and throughout Asia. The Schramm/SSCP acquisition accounted for the acquisition effect in Performance Coatings as these activities were consolidated from Q4 2011.

#### **Raw materials**

The cost of our raw materials in Q3 was slightly above last year, but has leveled off versus Q2.  ${\rm TiO}_2$  prices have reduced but are still higher than the previous year and there has been some volatility from oil-related feedstock. We expect average raw material costs for the year slightly up due to the oil price increase in Q2.





in % versus Q3 2011	Volume	Price/mix	Acquisitions	Exchange rates	Total
Decorative Paints	(6)	2	_	5	1
Performance Coatings	_	3	3	7	13
Specialty Chemicals	(2)	(1)	1	5	3
Total	(3)	2	1	6	6

Volume development per quarter (year-on-year)	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Decorative Paints	4	2	(4)	(2)	(6)
Performance Coatings	1	(2)	(1)	(2)	_
Specialty Chemicals	(1)	(4)	(1)	(2)	(2)
Total	1	(2)	(3)	(2)	(3)

Price/mix development per quarter (year-on-year)	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Decorative Paints	3	4	6	5	2
Performance Coatings	7	7	8	6	3
Specialty Chemicals	8	5	1	2	(1)
Total	6	6	5	4	2

EBITDA was 7 percent higher at €540 million. The EBITDA margin was 12.6 percent (2011: 12.5 percent).

- In Decorative Paints, we have been able to reverse the negative EBITDA trend from 8 percent negative in Q2 to flat in Q3.
   Additional restructuring efforts are being initiated in Europe.
- In Performance Coatings, overall margins improved due to a combination of margin management activities and ongoing cost control. The major restructuring activities in the quarter are focused on Marine and Protective Coatings, Automotive and Aerospace Coatings Europe and the ongoing integration of the Schramm acquisition.
- In Specialty Chemicals, all businesses performed ahead of the previous year, except for Functional Chemicals, which remained impacted by the supply/demand imbalance in Ethylene Amines, combined with low demand in products for building and construction segments.

#### Incidental items

We have undertaken a prudent review, excluding restructuring effects, of the balance sheet, taking into account lower expected growth rates. This has resulted in a non-cash impairment charge against our Decorative Paint assets, primarily in Europe. In Europe, we recognized an impairment charge of €1.9 billion, in North America €0.4 billion and in South America €0.2 billion. In addition, we incurred higher restructuring costs across the businesses, mainly in mature markets, as we implement the performance improvement program.

#### EBIT in "other"

Corporate costs in the quarter were above the previous year due to higher legal and supply chain costs. The result of our captive insurance companies was positive in the quarter due to a low number of claims. Year-to-date the number of claims is still higher than the previous year. Other costs were in line with last year.

EBITDA						
3rd quarter				,	January - Septe	ember
2011	2012	Δ%	in € millions	2011	2012	Δ%
148	147	(1)	Decorative Paints	429	398	(7)
157	202	29	Performance Coatings	470	579	23
238	227	(5)	Specialty Chemicals	699	717	3
(36)	(36)		Other activities/eliminations	(103)	(138)	
507	540	7	Total	1,495	1,556	4

3rd quarter			January -	September
2011	2012	in € millions	2011	2012
(47)	(101)	Restructuring costs	(76)	(191)
_	(2,478)	Impairment	_	(2,478)
2	(5)	Results related to major legal and environmental cases	24	(24)
(5)	(6)	Results on acquisitions and divestments	21	(6)
(1)	(11)	Other incidental results	(5)	(14)
(51)	(2,601)	Incidentals included in operating income	(36)	(2,713)

EDIT III Outer				
3rd quarter			January - S	eptember
2011	2012	in € millions	2011	2012
(19)	(26)	Corporate costs	(69)	(82)
(4)	(2)	Pensions	(11)	(3)
2	5	Insurances	10	(5)
(20)	(17)	Other	(43)	(58)
(41)	(40)	FRIT in "other"	(113)	(148)

#### **Net financing expenses**

ERIT in other

Net financing charges for Q3 2012 decreased by €4 million to €66 million driven by:

- Net interest on debt which decreased by €1 million due to higher reported financing income being partly offset by higher reported financing expenses as a result of the newly issued bond in July.
- Interest on provisions which decreased by €4 million to €9 million due to higher discount rates.

#### Tax

Excluding the impairment, the tax rate would have been 34 percent (2011: 31 percent) which is higher than normal due to several adjustments to previous years. The year-to-date tax rate is 30 percent (2011: 30 percent).

# Decorative Paints

- Revenue up 1 percent, mainly driven by favorable price/mix and currency impact
- Continued weak demand across most of our markets negatively affected Q3 volumes
- As a consequence, EBITDA down 1 percent at €147 million
- Active cost containment in all our businesses to mitigate the adverse economic conditions
- Additional restructuring actions being initiated in Europe

Revenue grew 1 percent, mainly due to price/mix and positive currency effects. Volumes continued to be negatively affected by the general economic slowdown in global markets, with the exception of China where we achieved strong volume growth. Despite the volume decline, we have been able to maintain or increase our relative market share in most of our markets. We were able to reverse the negative EBITDA trend from 8 percent negative in Q2 to flat in Q3. Additional restructuring actions are being initiated in Europe.

#### Europe

Revenue was down across all regions, reflecting severe weakness of demand. We are speeding up our restructuring and cost reduction actions across Europe in response to the difficult market circumstances we are facing.

#### **Americas**

North America continued to show revenue growth compared with 2011, driven by price gains and favorable mix. The retail channels reported higher results during the quarter, with price gains and currency effects offsetting the volume decline. Stores in Canada posted another strong quarter, with revenue up 6 percent. Revenue at our US stores was higher due to pricing actions and customer segmentation strategies, despite the negative impact of lower volumes. Our US operations were profitable at the EBITDA level in Q3. The business is continuing to benefit from restructuring efforts and production optimization.

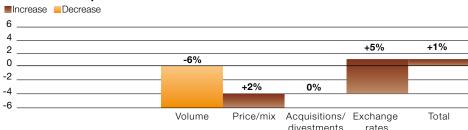
Latin America's revenue was lower than last year due to the pressure of declining volumes and negative currency effects, which offset the positive price impact. The general economic slowdown in the region continues to negatively affect our volumes.

#### Asia

China's revenue increased, with strong volume growth especially in project and professional channels. The campaign "A million colorful starts" continued its successful run. The business also launched Dulux Guardian, a premium, low-VOC, low-odor emulsion for interior walls.

Our South East Asia Pacific markets continued to suffer from volume and revenue decline, reflecting the weak market conditions in the region. Strong cost control partially compensated for the negative volume trends.

Revenue in India and South Asia grew, mainly driven by margin management offset by lower volumes. The business successfully launched the Dulux Rainbow & Guardian range.



# Key brands













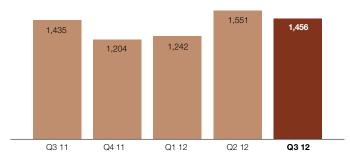




Revenue						
3rd quarter				Ja	nuary - Septe	ember
2011	2012	Δ%	in € millions	2011	2012	Δ%
739	698	(6)	Decorative Paints Europe	2,123	2,096	(1)
447	479	7	Decorative Paints Americas	1,269	1,384	9
248	271	9	Decorative Paints Asia	702	769	10
1	8		Other/intragroup eliminations	(2)	_	
1,435	1,456	1	Total	4,092	4,249	4
Before incidentals						
148	147	(1)	EBITDA	429	398	(7)
10.3	10.1		EBITDA margin (in %)	10.5	9.4	
95	87	(8)	EBIT	275	223	(19)
6.6	6.0		EBIT margin (in %)	6.7	5.2	
			Moving average ROI (in %)	4.3	2.6	
After incidentals						
57	(2,429)		Operating income	231	(2,334)	
44	37		Capital expenditures	128	132	
			Invested capital	6,605	4,454	
			Number of employees	22,520	21,960	

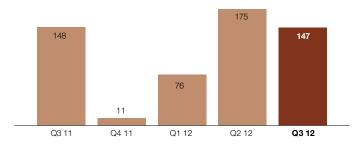
#### Revenue

In € millions



#### **EBITDA**

In € millions



# Performance Coatings

- Revenue up 13 percent supported by margin management, acquisitions and currency effects
- Volumes were flat with continued variability between individual markets
- EBITDA margin at 13.8 percent (2011: 12.1 percent)
   driven by margin management and operational efficiency
- Integration of acquired activities supporting results
- Marine and Protective Coatings and Industrial Coatings continued their strong performance

Revenue increased by 13 percent compared with the previous year. The strongest growth came from Industrial Coatings (due to acquisitions) and Marine and Protective Coatings (from strong demand in Protective Coatings). Volumes were flat with continued variability between individual markets. Overall margins improved due to a combination of margin management activities and ongoing cost control. The major restructuring activities in the quarter focused on Marine and Protective Coatings, Automotive and Aerospace Coatings Europe and the ongoing integration of the Schramm acquisition.

#### **Marine and Protective Coatings**

Revenue was up 18 percent over the previous year, positively supported by price/mix and currencies. Overall volumes increased marginally, with Marine volumes impacted due to the slowdown in the new construction market. Protective Coatings achieved increased volumes in all regions, especially in

the oil and gas segments. In Korea, an order was secured for Shell's Prelude, the world largest floating LNG platform. In Yacht, overall activity remained in line with 2011 across all segments.

#### **Wood Finishes and Adhesives**

Revenue increased by 7 percent compared with 2011, mainly due to currencies and price/mix. Demand levels in North America were flat, with modest recovery being witnessed in the US housing market. While Asia experienced slightly improved demand over the previous year, we experienced a stronger decline in demand across most of the European region in both finishes and adhesives. Cost control mitigated the impact of reduced volumes.

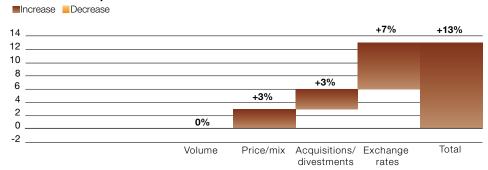
#### **Automotive and Aerospace Coatings**

Revenue increased 6 percent supported by currencies and price/mix. Performance was impacted by continuing weak demand in Vehicle Refinish in the US and Europe. Strong

margin management, together with cost control and growth in other regions, offset the impact of lower sales volumes. During the quarter, Nissan approved a Sikkens system in India and construction started on a new Chinese manufacturing site in Changzhou.

#### **Powder Coatings**

Revenue was up 7 percent, supported by price/mix and currencies. Lower European demand was offset by growth in other regions. The domestic appliance and furniture activities continued to suffer from the weaker economic situation, but architectural activities continued to be strong in our growth markets. Automotive remained solid in all regions, with good growth. During Q3, AkzoNobel Powder Coatings was chosen as an approved and preferred supplier by Volvo in South America for parts coated in Brazil. Meanwhile, our powder coatings operations in South Africa are now fully owned by AkzoNobel following the buy-out of the minority interest in that country.



### Key brands













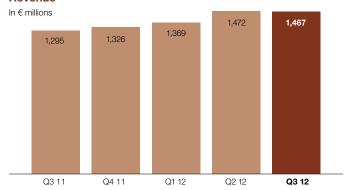
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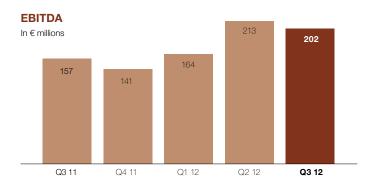
#### **Industrial Coatings**

Revenue was up 25 percent mainly due to acquisitions, further supported by higher volumes, price/mix and currencies. The Coil Coatings construction-related business showed similar revenue levels as 2011, while Packaging Coatings' beverage and foodrelated business continued to increase its revenue, with Asia being the main driver for growth. Specialty Finishes achieved growth in its main automotive and consumer electronics markets. Delivery of synergies from the Schramm/SSCP acquisition is on track and the integration is progressing well. Q3 was also notable for the start of a supply agreement for our coatings to be used on the Samsung Galaxy series of mobile devices.

Revenue						
3rd quarter				Ja	nuary - Septe	mber
2011	2012	Δ%	in € millions	2011	2012	Δ%
344	405	18	Marine and Protective Coatings	1,025	1,185	16
197	211	7	Wood Finishes and Adhesives	586	628	7
248	263	6	Automotive and Aerospace Coatings	772	786	2
236	253	7	Powder Coatings	705	752	7
275	343	25	Industrial Coatings	776	978	26
(5)	(8)		Other/intragroup eliminations	(20)	(21)	
1,295	1,467	13	Total	3,844	4,308	12
Before incidentals  157  12.1	202	29	EBITDA EBITDA margin (in %)	470	579	23
129	169	31	EBIT	386	481	25
10.0	11.5		EBIT margin (in %)	10.0	11.2	
			Moving average ROI (in %)	23.0	23.9	
After incidentals						
114	130		Operating income	375	428	
27	23		Capital expenditures	73	66	
			Invested capital	2,327	2,543	
			Number of employees	21,000	21,650	

#### Revenue





# Specialty Chemicals

- Revenue increased by 3 percent, due to margin management and favorable currency effects
- Volumes slowed down during the quarter and customer ordering patterns remain cautious
- EBITDA margin in Q3 was at 16.3 percent (2011: 17.6 percent) due to weaker markets in Functional Chemicals
- Integration of the Boxing Oleochemicals acquisition on track
- Divestment Chemicals Pakistan expected to be completed towards the end of the year

Specialty Chemicals is facing softer volumes in most product lines, with volumes during the quarter being 2 percent below the previous year. The continued focus on cost control, restructuring and margin management, plus the weaker euro, mitigated the margin impact. All businesses performed ahead of 2011, except for Functional Chemicals, which remained impacted by the supply/demand imbalance in Ethylene Amines, combined with low demand in products for building and construction segments. Chemicals Pakistan also posted a lower result for the quarter.

#### **Functional Chemicals**

Revenue was up 2 percent, but overall volumes were down, mainly in Performance Additives and Organic Peroxides. The business is facing a weak European market, with North America showing more stable performance. However, there is growth in Latin America and in some segments in Asia Pacific. The Ethylene Amines market continues to be impacted by sales price erosion due to overcapacity in the market.

#### **Industrial Chemicals**

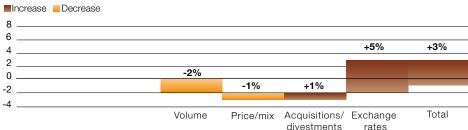
Industrial Chemicals delivered a solid performance driven by stable market demand, with revenue showing a 2 percent increase, based on positive volume and price/mix effects. Overall volumes were up, mainly in Chlor Alkali, as well as the Monochloroacetic business. Market conditions remained challenging for the gas-fired cogeneration units at our Energy business.

#### **Surface Chemistry**

The business achieved another good quarter, with revenue up 15 percent due to favorable currency effects and the Boxing Oleochemicals acquisition in China. Margin management remained the key driver behind performance during the quarter.

#### **Pulp and Performance Chemicals**

Pulp and Performance Chemicals delivered a strong performance during Q3, although demand has slowed down and impacted revenue, which was down 1 percent on 2011. However, revenue was positively supported by effective margin management and the strengthening of the US dollar versus the euro.



## Key brands













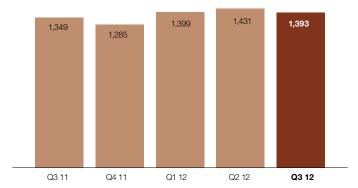
#### **Chemicals Pakistan**

The energy crisis continues to impact the downstream industry for the Soda Ash and Polyester activities. In addition, market conditions in the Polyester business remain slow as a result of economics favoring cotton. The Chemicals Pakistan divestment process took place during the quarter, with the business being acquired by Yunus Brothers Group. The transaction is expected to be completed towards the end of the year.

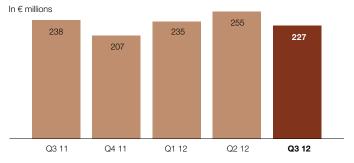
Revenue						
3rd quarter					January - Se	ptember
2011	2012	Δ%	in € millions	2011	2012	Δ%
481	489	2	Functional Chemicals	1,460	1,506	3
291	298	2	Industrial Chemicals	880	892	1
243	279	15	Surface Chemistry	725	856	18
290	287	(1)	Pulp and Performance Chemicals	840	858	2
81	74	(9)	Chemicals Pakistan	249	215	(14)
(37)	(34)		Other/intragroup eliminations	(104)	(104)	
1,349	1,393	3	Total	4,050	4,223	4
Before incidentals	227	(5)	EBITDA -	699	717	3
17.6	16.3		EBITDA margin (in %)	17.3	17.0	
169	152	(10)	EBIT	494	490	(1)
12.5	10.9		EBIT margin (in %)	12.2	11.6	
			Moving average ROI (in %)	18.6	16.8	
After incidentals						
169	133		Operating income	489	427	
79	125		Capital expenditures	233	307	
			Invested capital	3,594	3,765	
			Number of employees	11,430	11,950	

#### Revenue

In € millions



#### **EBITDA**



### **Condensed financial statements**

3rd quarter			January	- September
2011	2012	in € millions	2011	2012
Continuing operations				
4,051	4,280	Revenue	11,910	12,658
(2,511)	(2,624)	Cost of sales	(7,247)	(7,764
1,540	1,656	Gross profit	4,663	4,894
	(2,478)	Impairment		(2,478
(857)	(943)	Selling expenses	(2,539)	(2,735
(293)		General and administrative expenses	(887)	(1,011
(87)		Research and development expenses	(258)	(293
(2)	(32)	Other operating income/(expenses)	27	(44
301		Operating income/(loss)	1,006	(1,667
(70)		Net financing expenses	(197)	(213
9		Results from associates and joint ventures	24	14
240		Profit/(loss) before tax	833	(1,866
(74)		Income tax	(246)	(182
166		Profit/(loss) for the period from continuing operations	587	(2,048
Attributable to  149 18 167  Consolidated statement of	(2,382) 10 <b>(2,372)</b>	Profit/(loss) for the period  Shareholders of the company  Non-controlling interests  Profit/(loss) for the period  ive income	545 56 601	(2,065 (2,110 45 (2,065
3rd quarter	•		lonuom	. Cantamba
3rd quarter	2012	in € millions	January 2011	/ - Septembe
		in € millions  Profit/(loss) for the period	2011	201
2011 167		in € millions  Profit/(loss) for the period		201
2011 167		Profit/(loss) for the period	2011	(2,06
2011 167 Other comprehensive income	(2,372)	Profit/(loss) for the period  Exchange differences arising on translation of foreign operations	2011 601	<b>201 (2,06</b>
2011 167 Other comprehensive income	(2,372)	Profit/(loss) for the period  Exchange differences arising on translation of foreign operations  Cash flow hedges	2011 601 (261)	201 (2,06
2011 167  Other comprehensive income  108 6	<b>(2,372)</b> (1) 7	Profit/(loss) for the period  Exchange differences arising on translation of foreign operations  Cash flow hedges  Tax relating to components of other comprehensive income	(261) (33)	201 (2,06
2011 167  Other comprehensive income  108 6 (4)	(2,372) (1) 7 3	Profit/(loss) for the period  Exchange differences arising on translation of foreign operations  Cash flow hedges  Tax relating to components of other comprehensive income  Other comprehensive income for the period (net of tax)	(261) (33) (16	20° (2,06
2011 167  Other comprehensive income  108 6 (4) 110 277	(2,372) (1) 7 3 9 (2,363)	Exchange differences arising on translation of foreign operations  Cash flow hedges  Tax relating to components of other comprehensive income  Other comprehensive income for the period (net of tax)	(261) (33) 16 (278)	201 (2,06
167  Other comprehensive income  108 6 (4) 110	(2,372) (1) 7 3 9 (2,363)	Exchange differences arising on translation of foreign operations  Cash flow hedges  Tax relating to components of other comprehensive income  Other comprehensive income for the period (net of tax)  Comprehensive income for the period	(261) (33) 16 (278)	
2011 167  Other comprehensive income 108 6 (4) 110 277  Comprehensive income attribut	(2,372) (1) 7 3 9 (2,363)	Exchange differences arising on translation of foreign operations  Cash flow hedges  Tax relating to components of other comprehensive income  Other comprehensive income for the period (net of tax)  Comprehensive income for the period  Shareholders of the company	(261) (33) 16 (278) 323	201 (2,06) 13( () 12: (1,94)

19,869

9,743

5,319

494

3,349

964

4.807

19,869

18,381

7,590

2,298

3,793

6,091

347

3,471

882

4,700

18,381

#### Shareholders' equity

Shareholders' equity as at the end of Q3 2012 decreased to €7.1 billion, mainly due to the net effect of:

- Net loss of €2,110 million.
- Increased cumulative translation reserves by €133 million due to the weakening euro.
- Dividend payments of €168 million.

#### Dividend

An interim dividend of  $\in 0.33$  per share (2011:  $\in 0.33$ ) will be paid out, please refer to the last page of this report for dividend payment dates. In light of the current trading conditions, you will be updated on the final dividend proposal in February next year.

#### Changes in equity

Trade and other payables

Other short-term liabilities

Total current liabilities

Total equity and liabilities

Total assets

Equity and liabilities
Total equity

Non-current liabilities

Long-term borrowings

Current liabilities
Short-term borrowings

Total non-current liabilities

Provisions and deferred tax liabilities

in € millions	Subscribed share capital	Additional paid-in capital	Cashflow hedge reserve	Cumulative trans- lation reserves	Other reserves	Shareholders' equity	Non-controlling interests	Total equity
Balance at January 1, 2011	467	9	29	(43)	8,522	8,984	525	9,509
Profit for the period	_	_	_	_	545	545	56	601
Other comprehensive income	_	_	(22)	(239)	_	(261)	(17)	(278)
Comprehensive income for the period	_	_	(22)	(239)	545	284	39	323
Dividend paid	_	_	_	_	(253)	(253)	(29)	(282)
Equity-settled transactions	_	_	_	_	26	26	_	26
Issue of common shares	1	14	_	_	_	15	_	15
Acquisitions and divestments	_	_	_	_	_	_	(2)	(2)
Balance at September 30, 2011	468	23	7	(282)	8,840	9,056	533	9,589
Balance at January 1, 2012	469	47	(9)	4	8,701	9,212	531	9,743
Profit/(loss) for the period		_	_	_	(2,110)	(2,110)	45	(2,065)
Other comprehensive income		_	(6)	133	_	127	(2)	125
Comprehensive income for the period	_	_	(6)	133	(2,110)	(1,983)	43	(1,940)
Dividend paid	5	90	-	_	(263)	(168)	(28)	(196)
Equity-settled transactions	_	_	_	_	30	30	_	30
Issue of common shares	2	4	-	_	_	6	_	6
Acquisitions and divestments		_	_	_	(14)	(14)	(39)	(53)
Balance at September 30, 2012	476	141	(15)	137	6,344	7,083	507	7,590

#### Invested capital

Invested capital at the end of Q3 2012 totaled €12.1 billion, €1.6 billion lower than at year-end 2011. Invested capital was impacted by the net effect of:

- A decrease of €2.5 billion due to a non-cash impairment charge for Decorative Paints assets
- An increase of €0.6 billion of long-term receivables related to increases in pension funds in an asset position
- An increase of operating working capital of €0.3 billion mainly due to seasonality.
   Expressed as a percentage of revenue, operating working capital was 13.9 percent (Q3 2011: 14.3 percent; year-end 2011: 13.6 percent)
- A decrease of €0.2 billion due to the reclassification of Chemicals Pakistan to assets held for sale
- An increase of €0.1 billion from the Boxing Oleochemicals acquisition
- Payments of accrued interest of €0.2 billion
- An increase due to foreign currency effects on intangibles and property, plant and equipment of €0.1 billion, due to the weakening euro.

#### **Pensions**

The funded status of the pension plans at the end of Q3 2012 was estimated to be a deficit of €0.9 billion (year-end 2011: €0.5 billion; Q2 2012: €0.6 billion).

The movement compared with year-end 2011 is primarily due to:

- Top-up payments of €345 million into certain UK and US defined benefit pension plans
- A payment from a contingent asset structure of €239 million into the UK ICI Pension Fund
- Lower inflation in the UK decreasing the pension obligation

#### Offset by:

• Lower discount rates significantly increasing the pension obligation.

#### Invested capital

in € millions	September 30, 2011	December 31, 2011	September 30, 2012
Trade receivables	2,558	2,368	2,637
Inventories	1,889	1,924	1,912
Trade payables	(2,106)	(2,213)	(2,158)
Operating working capital in Business Areas	2,341	2,079	2,391
Other working capital items	(1,036)	(901)	(1,017)
Non-current assets	12,647	13,295	11,442
Less investments in associates and joint ventures	(197)	(198)	(192)
Deferred tax liabilities	(561)	(567)	(548)
Invested capital	13,194	13,708	12,076

#### Operating working capital

In % of revenue



#### Operating working capital

in € millions, % of revenue	September 30, 2011 December 31, 2011			ber 31, 2011	September 30, 2012		
Decorative Paints	789	13.7	622	12.9	800	13.7	
Performance Coatings	836	16.1	772	14.6	857	14.6	
Specialty Chemicals	716	13.3	685	13.3	734	13.2	
Total	2,341	14.3	2,079	13.6	2,391	13.9	

#### Workforce

At September 30, 2012, we employed 57,050 staff (year-end 2011: 57,240 employees). The net decrease was due to:

- A decrease of 1,280 employees due to ongoing restructuring
- An increase from acquisitions of 590 employees
- An increase of 500 employees due to new hires and seasonal activity. New hires were mainly in high growth markets.

#### Cash flows and net debt

Operating activities in Q3 2012 resulted in a cash inflow of €480 million (2011: €409 million). The change is mainly due to a net effect of:

- Higher cash inflow from operating working capital and
- Higher payments related to provisions.
   Following the judgement in the Metacrylates case by the General Court in June 2012 we paid €113 million in Q3.

Net debt decreased in the quarter to €2,597 million (Q2 2012: €2,844 million) due to the net balance of the cash inflow from operating activities and capital expenditures in Q3.

In Q3 we issued a 10-year bond of €750 million at a coupon of 2.625 percent.

#### Outlook

During this year, the economic slowdown, particularly in Europe, is having an adverse impact on our volumes. Additional restructuring activities are being initiated to further reduce costs in the businesses that are

most affected. Furthermore, our performance improvement program and the turnaround of our US paints business are on track.

AkzoNobel has a strong portfolio of complementary businesses with many leading market positions and exposure to growth markets. Whilst we are therefore confident with regard to the long-term growth of our business, we remain cautious with respect to the shorter term development of our markets.

Amsterdam, October 18, 2012 Board of Management

								stics	Quarterly statis
2012					2011				
year-to-date	Q3	Q2	Q1	in € millions	year	Q4	Q3	Q2	Q1
									Revenue
4,249	1,456	1,551	1,242	Decorative Paints	5,296	1,204	1,435	1,461	1,196
4,308	1,467	1,472	1,369	Performance Coatings	5,170	1,326	1,295	1,312	1,237
4,223	1,393	1,431	1,399	Specialty Chemicals	5,335	1,285	1,349	1,350	1,351
(122	(36)	(48)	(38)	Other activities/eliminations	(104)	(28)	(28)	(26)	(22)
12,658	4,280	4,406	3,972	Total	15,697	3,787	4,051	4,097	3,762
									BITDA
398	147	175		Decorative Paints	440	11	148	191	90
579	202	213	164	Performance Coatings	611	141	157	170	143
717	227	255	235	Specialty Chemicals	906	207	238	220	241
(138	(36)	(50)	(52)	Other activities/eliminations	(161)	(58)	(36)	(30)	(37)
1,556	540	593	423	Total	1,796	301	507	551	437
12.3	12.6	13.5	10.6	EBITDA margin (in %)	11.4	7.9	12.5	13.4	11.6
									Depreciation
(102	(35)	(34)	(33)	Decorative Paints	(126)	(33)	(33)	(30)	(30)
(71	(23)	(25)	(23)	Performance Coatings	(87)	(24)	(21)	(21)	(21)
(186	(62)	(63)	(61)	Specialty Chemicals	(227)	(60)	(56)	(56)	(55)
(9	(3)	(1)	(5)	Other activities/eliminations	(11)	(2)	(4)	(3)	(2)
(368	(123)	(123)	(122)	Total	(451)	(119)	(114)	(110)	(108)
									Amortization
(73	(25)	(24)	(24)	Decorative Paints	(84)	(23)	(20)	(20)	(21)
(27	(10)	(8)	(9)	Performance Coatings	(29)	(8)	(7)	(7)	(7)
(41	(13)	(15)	(13)	Specialty Chemicals	(54)	(16)	(13)	(13)	(12)
(1	(1)	_		Other activities/eliminations	(3)	(2)	(1)		
(142	(49)	(47)	(46)	Total	(170)	(49)	(41)	(40)	(40)
									BIT
223	87	117	19	Decorative Paints	230	(45)	95	141	39
481	169	180	132	Performance Coatings	495	109	129	142	115
490	152	177	161	Specialty Chemicals	625	131	169	151	174
(148	(40)	(51)	(57)	Other activities/eliminations	(175)	(62)	(41)	(33)	(39)
1,046	368	423	255	Total	1,175	133	352	401	289
6.0	8.6	0.6	6.4	EPIT margin (in 9/1)	7.5	3.5	8.7	9.8	7.7
8.3	0.0	9.6	0.4	EBIT margin (in %)	1.5	3.5	0.1	9.0	1.1
/0.004	(0.400)		(45)	Decemble a Painta	107	/0.4)			Operating income/
(2,334	(2,429)	110	(15)	Decorative Paints	137	(94)	57	137	37
428	130			Performance Coatings	458	83	114	155	106
	133	154	140	Specialty Chemicals	622	133	169	147	173
427 (188	(67)	(60)	(61)	Other activities/eliminations	(175)	(86)	(39)	(11)	(39)

Quarterly statis	stics								
				2011					2012
Q1	Q2	Q3	Q4	year		Q1	Q2	Q3	year-to-date
Earnings per share	e from continui	ing operations	(in €)						
0.57	1.07	0.63	(0.26)	2.01	Basic	0.30	0.83	(9.91)	(8.84)
0.56	1.07	0.63	(0.26)	1.99	Diluted	0.30	0.82	(9.91)	(8.84)
Earnings per shar	re from discont	inued operatio	ns (in €)						
(0.02)	0.07		(0.03)	0.03	Basic		0.02	(0.09)	(0.07)
(0.02)	0.07		(0.03)	0.03	Diluted		0.02	(0.09)	(0.07)
Earnings per shar	re from total op	erations (in €)							
0.55	1.14	0.63	(0.29)	2.04	Basic	0.30	0.85	(10.00)	(8.91)
0.54	1.14	0.63	(0.29)	2.02	Diluted	0.30	0.84	(10.00)	(8.91)
Number of shares	(in millions)								
233.6	233.9	234.0	234.3	233.9	Weighted average number of shares	235.1	236.9	238.2	236.8
233.7	234.0	234.0	234.7	234.7	Number of shares at end of quarter	235.6	238.2	238.2	238.2
Adjusted earnings	s (in € millions)								
221	372	240	(106)	727	Profit/(loss) before tax from continuing operations	130	298	(2,294)	(1,866)
12	(27)	51	97	133	Incidentals reported in operating income/ (loss)	64	48	2,601	2,713
40	40	41	49	170	Amortization of intangible assets	46	47	49	142
(88)	(107)	(100)	9	(286)	Adjusted income tax	(78)	(106)	(106)	(290)
(16)	(22)	(18)	(8)	(64)	Non-controlling interests	(14)	(21)	(10)	(45)
169	256	214	41	680	Adjusted net income for continuing operations	148	266	240	654
0.72	1.09	0.91	0.17	2.91	Adjusted earnings per share (in €)	0.63	1.12	1.01	2.76

#### Notes to the condensed financial statements

#### **Accounting policies**

This interim financial report is in compliance with IAS 34 "Interim Financial Reporting". This report is unaudited. The accounting principles are as applied in the 2011 financial statements.

Operating working capital is defined as the sum of inventories, trade receivables and trade payables in the Business Areas. We have adjusted the definitions of trade receivables as well as trade payables to include supplier related receivables and customer related payables. The 2011 figures have been adjusted accordingly.

As from 2013, the amended IAS 19 on pensions will become effective and the impact will be disclosed in our 2012 financial statements. Implementation of this amendment will result amongst others in including the non-cash movements in the pension deficit, as disclosed on page 14, in other comprehensive income in shareholders' equity. In addition, we expect a limited positive effect on EBITDA and financing expenses.

#### Seasonality

Revenue and results in Decorative Paints are impacted by seasonal influences. Revenue and profitability tend to be higher in the second and third quarter of the year as weather conditions determine whether paints and coatings can be applied. In Performance Coatings, revenue and profitability vary with building patterns from original equipment manufacturers. In Specialty Chemicals, the Functional Chemicals and the Surface Chemistry businesses experience seasonal influences. Revenue and profitability are affected by developments in the agricultural season and tend to be higher in the first half of the year.

#### The "other" category

In the category "other" we report activities which are not allocated to a particular business area. Corporate costs are the unallocated costs of our head office and shared services center in the Netherlands. Pensions reflects pension costs after the elimination of interest cost (reported as financing expenses). Insurances are the results from our captive insurance companies. Other includes the cost of share-based compensation and company projects, the results of treasury and legacy operations as well as the unallocated cost of some country organizations.

#### Glossary

Adjusted earnings per share are the basic earnings per share from continuing operations excluding incidentals in operating income, amortization of intangible assets and tax on these adjustments.

Comprehensive income is the change in equity during a period resulting from transactions and other events other than those changes resulting from transactions with shareholders in their capacity as shareholders.

**EBIT** is operating income before incidentals.

**EBIT margin** is EBIT as percentage of revenue.

EBITDA is EBIT before depreciation and amortization and refers to EBITDA before incidentals.

EBITDA margin is EBITDA as percentage of revenue.

Emerging Europe: Central and Eastern Europe (excluding Austria), Baltic States and Turkey.

Incidentals are special charges and benefits, results on acquisitions and divestments, restructuring and impairment charges, and charges related to major legal, anti-trust, and environmental cases. EBITDA and EBIT before incidentals are key figures we use to assess our performance, as these figures better reflect the underlying trends in the results of the activities.

Invested capital is total assets (excluding cash and cash equivalents, investments in associates, assets held for sale) less current income tax payable, deferred tax liabilities and trade and other payables.

Mature markets comprise of Western Europe, the US, Canada, Japan and Oceania.

Moving average ROI is calculated as EBIT of the last twelve months divided by average invested capital.

Net debt is defined as long-term borrowings plus short-term borrowings less cash and cash equivalents.

Operating income is defined in accordance with IFRS and includes the relevant incidental results.

Operating ROI is calculated as EBIT before amortization of the last twelve months divided by average invested capital excluding intangible assets.

Operating working capital is defined as the sum of inventories, trade receivables and trade payables in the Business Areas. Starting 2012 we have changed the definitions of trade receivables as well as trade payables. Trade receivables now include supplier related receivables while in trade payables customer related payables have been included. The 2011 figures have been adjusted to align with the 2012 definitions. When expressed as a ratio, operating working capital is measured against four times last quarter revenue.

#### Safe Harbor Statement

This report contains statements which address such key issues as AkzoNobel'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 forecast 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.

#### **Brands and trademarks**

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Financial calendar
Ex-dividend date of 2012 interim dividend
Record date of 2012 interim dividend
Election period cash or stock
interim dividend

Payment date of cash dividend and delivery of new shares Report for 2012 and the 4<sup>th</sup> quarter Report for the 1<sup>st</sup> quarter 2013 Annual General Meeting Report for the 2<sup>nd</sup> quarter 2013 Report for the 3<sup>rd</sup> quarter 2013 October 22, 2012 October 24, 2012

October 25, 2012 -November 16, 2012

November 23, 2012 February 20, 2013 April 18, 2013 April 26, 2013 July 18, 2013 October 21, 2013



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