# **Condensed financial statements**

Consolidated state	ment of income			
Fourth quarter				January-December
2013	2014	in € millions	2013	2014
Continuing operations				
3,482	3,517	Revenue	14,590	14,296
(2,198)	(2,160)		(8,951)	(8,676)
1,284	1,357	Gross profit	5,639	5,620
(1,229)	(1,189)	SG&A costs	(4,742)	(4,548)
61	(85)	Other operating income/(expenses)	61	(85)
116	83	Operating income	958	987
(48)	(41)	Net financing expenses	(200)	(156)
	3	Results from associates and joint ventures		21
69	45	Profit before tax	772	852
(21)	(36)	Income tax	(111)	(252)
48	9		661	600
		Tronk for the period from continuing operations		000
Discontinued operation				
16	14	Profit for the period from discontinued operations	131	18
64	23	Profit for the period	792	618
Attributable to				
51	7	Shareholders of the company	724	546
13	16	Non-controlling interests	68	72
64	23	Profit for the period	792	618
Consolidated state	ment of comprel	nensive income		January-December
2013	2014	in € millions	2013	2014
64	23	Profit for the period	792	618
Other comprehensive in	ncome			
(142)	56	Exchange differences arising on translation of foreign operations	(510)	433
(4)	(12)	Cash flow hedges	(2)	400
(54)	291	Post-retirement benefits	(200)	(589)
(21)			<del></del>	18
(221)	(21) 314	Tax relating to components of other comprehensive income  Other comprehensive income for the period (net of tax)	(71) (783)	(138)
			9	
(157)	337	Comprehensive income for the period	9	480
Comprehensive income				
	e for the period attrib	outable to		
(162)	e for the period attrib 311	Shareholders of the company	(20)	365
(162) 5		(20)	365 115	

#### Condensed consolidated balance sheet in € millions December 31, 2013 December 31, 2014 Assets Non-current assets 3,906 4,142 Intangible assets Property, plant and equipment 3,589 3,835 Other financial non-current assets 2,219 2,148 Total non-current assets 9,714 10,125 **Current assets** Inventories 1,426 1,545 Trade and other receivables 2,536 2,743 Cash and cash equivalents 1,732 Other current assets 86 88 Assets held for sale 66 Total current assets 6,349 6,174 16,299 **Total assets** 16,063 **Equity and liabilities** 6,267 6,021 **Group equity** Non-current liabilities 2,555 Provisions and deferred tax liabilities Long-term borrowings 2,666 2,527 Total non-current liabilities 4,993 5,082 **Current liabilities** Short-term borrowings 961 811 3,407 Trade and other payables 3,218 Other short-term liabilities 721 Liabilities held for sale 49 11 Total current liabilities 5,049 4,950 Total equity and liabilities 16,299

# Shareholders' equity

Shareholders' equity was €5.8 billion at yearend. This increase of €0.2 billion is mainly due to the net effect of:

- Net income of €546 million
- Positive foreign currency effects of €374 million
- The de-risking of the pension liabilities in the UK of €841 million
- Actuarial gains of €286 million
- Dividend payments of €212 million

## **Dividend**

Our dividend policy is to pay a stable to rising dividend. We will propose a 2014 final dividend of €1.12 per share, which would make a total 2014 dividend of €1.45 (2013: €1.45) per share. There will be a stock dividend option with cash dividend as default. Please refer to the last page of this report for dividend payment dates.

Changes in equity								
in € millions	Subscribed share capital	Additional paid-in capital	Cash flow hedge reserve	Cumulative translation reserve	Other reserves	Shareholders' equity	Non-control- ling interests	Group equity
Balance at January 1, 2013	478	174	(17)	61	5,068	5,764	464	6,228
Profit for the period	_	_	_	_	724	724	68	792
Other comprehensive income	_	_	(2)	(478)	(264)	(744)	(39)	(783)
Comprehensive income for the period		-	(2)	(478)	460	(20)	29	9
Dividend paid	6	133	_	_	(349)	(210)	(76)	(286)
Equity-settled transactions	_	_	_	_	46	46	_	46
Issue of common shares	1	12	_	_	_	13	_	13
Acquisitions and divestments	_	_	_	_	1	1	10	11
Balance at December 31, 2013	485	319	(19)	(417)	5,226	5,594	427	6,021
Balance at January 1, 2014	485	319	(19)	(417)	5,226	5,594	427	6,021
Profit for the period		-	_	_	546	546	72	618
Other comprehensive income		-	_	374	(555)	(181)	43	(138)
Comprehensive income for the period	_	-	_	374	(9)	365	115	480
Dividend paid	5	137	_	_	(354)	(212)	(68)	(280)
Equity-settled transactions	_			_	34	34	_	34
Issue of common shares	2	7			_	9	3	12
Balance at December 31, 2014	492	463	(19)	(43)	4,897	5,790	477	6,267

# **Invested capital**

Invested capital at year-end 2014 totaled €9.9 billion, up €0.6 billion on year-end 2013. Invested capital was primarily impacted by foreign currency effects of €0.4 billion due to the weaker euro. In 2014, we invested €588 million in plant, property and equipment. The largest ongoing investment, a new plant in the UK for Decorative Paints, is expected to start up towards the end of 2015.

# **Pensions**

The funded status of the pension plans at yearend 2014 was a deficit of €0.8 billion (year-end 2013: €0.6 billion).

The movement compared with year-end 2013 is primarily due to:

- De-risking €4.7 billion of pension liabilities in the ICI Pension Fund in the UK, with two non-cash buy-in transactions giving rise to a combined adverse impact of €841 million in other comprehensive income. More details of the larger transaction are provided in the press release of March 26, 2014, on our website
- Lower discount rates in all key countries

# Offset by:

- Top-up payments of €300 million into certain UK defined benefit pension plans
- · Asset returns above credits taken to the statement of income
- · Lower inflation in the UK

# Workforce

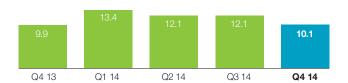
At year-end 2014, the workforce has contracted by 5 percent to 47,200 employees (year-end 2013: 49,600 employees). The decrease was mainly due to:

- A decrease of 400 employees due to divestments
- A decrease of 2,000 employees due to ongoing restructuring

Invested capital		
in € millions	December 31, 2013	December 31, 2014
Trade receivables	2,086	2,246
Inventories	1,426	1,545
Trade payables	(2,128)	(2,373)
Operating working capital	1,384	1,418
Other working capital items	(774)	(676)
Non-current assets	9,714	10,125
Less investments in associates and joint ventures	(183)	(183)
Less pension assets	(471)	(409)
Deferred tax liabilities	(389)	(412)
Invested capital	9,281	9.863

# Operating working capital

In % of revenue



# Operating working capital

in € millions, % of revenue	Decembe	r 31, 2013	Decembe	r 31, 2014
Decorative Paints	228	6.1	202	5.5
Performance Coatings	693	12.7	733	12.9
Specialty Chemicals	553	11.5	587	12.3
Other activities	(90)		(104)	
Total	1,384	9.9	1,418	10.1

	datoa otatomoni	of cash flows		
ourth quarter				January-December
2013	2014	in € millions	2013	2014
2,107	1,028	Cash and cash equivalents at beginning of period	1,558	2,020
		Adjustments to reconcile earnings to cash generated from operating activities		
48	9	Profit for the period from continuing operations	661	600
152	162	Amortization and depreciation	616	618
277	364	Changes in working capital	(13)	28
(41)	(4)	Changes in provisions	(395)	(406)
(127)	(50)	Other changes	(153)	(29)
309	481	Net cash from operating activities	716	811
(234)	(186)	Capital expenditures	(666)	(588)
309	32	Acquisitions and divestments net of cash acquired	313	38
(5)	(2)	Other changes	24	21
70	(156)	Net cash from investing activities	(329)	(529)
(362)	424	Changes from borrowings	(253)	(367)
(70)	(84)	Dividends	(286)	(280)
1	3	Other changes	13	12
(431)	343	Net cash from financing activities	(526)	(635)
(52)	668	Net cash used for continuing operations	(139)	(353)
(17)	(63)	Cash flows used for discontinued operations	675	(88)
(69)	605	Net change in cash and cash equivalents of total operations	536	(441)
(18)	16	Effect of exchange rate changes on cash and cash equivalents	(74)	70
2,020	1,649	Cash and cash equivalents at year-end	2,020	1,649

# Cash flows and net debt

Operating activities in 2014 resulted in cash inflows of €811 million (2013: €716 million). Profit from continuing operations was lower in 2014, however, the comparative for 2013 included a non-cash gain from deferred tax of €124 million, which is reversed on the line Other changes. Cash outflows for discontinued operations of €88 million mainly related to a settlement of a case following the divestment of Organon BioSciences in 2007.

In Q1, a €825 million bond was repaid from existing resources. In November 2014, a €500 million bond was issued at a coupon of 1.75 percent, maturing in 2024.

Net debt at year-end 2014 was slightly up on 2013 (€1,529 million). During Q4 2014, net debt decreased to €1,606 million (Q3 2014: €1,801 million), mainly due to lower operating working capital.

# **Outlook and 2015 targets**

We anticipate that significant developments in raw material prices, combined with relevant exchange rate movements and lower growth rates in high growth economies, will principally determine the dynamics of 2015. The preparations made in 2013 and 2014 will form a sound basis for further improvements in 2015. We remain on track to deliver our targets for 2015. Please refer to our website for more information on our ambitions and the strategic focus areas.

Amsterdam, February 11, 2015 The Board of Management

Quarterly sta	tistics									
				2013						2014
Q1	Q2	Q3	Q4	year	in € millions	Q1	Q2	Q3	Q4	yea
Revenue										
925	1,179	1,136	934	4,174	Decorative Paints	865	1,074	1,050	920	3,909
1,331	1,458	1,415	1,367	5,571	Performance Coatings	1,319	1,434	1,420	1,416	5,589
1,244	1,253	1,252	1,200	4,949	Specialty Chemicals	1,222	1,228	1,239	1,194	4,883
(35)	(25)	(25)	(19)	(104)	Other activities/eliminations	(23)	(26)	(23)	(13)	(85)
3,465	3,865	3,778	3,482	14,590	Total	3,383	3,710	3,686	3,517	14,296
EBITDA										
88	141	146	(13)	362	Decorative Paints	56	141	150	58	405
163	197	193	110	663	Performance Coatings	163	212	170	142	687
174	198	185	169	726	Specialty Chemicals	204	204	232	175	815
(50)	(62)	(68)	(58)	(238)	Other activities/eliminations	(59)	(48)	(65)	(45)	(217)
375	474	456	208	1,513	Total	364	509	487	330	1,690
10.8	12.3	12.1	6.0	10.4	EBITDA margin (in %)	10.8	13.7	13.2	9.4	11.8
								1012		
Depreciation	(00)	(0.4)	(00)	(100)	December Delete	(07)	(00)	(07)	(00)	(100)
(28)	(28)	(24)	(26)	(106)	Decorative Paints	(27)	(26)	(27)	(29)	(109)
(25)	(25)	(24)	(28)	(102)	Performance Coatings	(27)	(24)	(25)	(25)	(101)
(62)	(64)	(66)	(65)	(257)	Specialty Chemicals	(60)	(64)	(64)	(68)	(256)
(4)	(2)	(3)	2	(7)	Other activities/eliminations	(3)	(3)	(3)	(2)	(11)
(119)	(119)	(117)	(117)	(472)	Total	(117)	(117)	(119)	(124)	(477)
Amortization										
(17)	(11)	(15)	(13)	(56)	Decorative Paints	(12)	(13)	(10)	(13)	(48)
(9)	(9)	(9)	(9)	(36)	Performance Coatings	(10)	(10)	(10)	(11)	(41)
(13)	(13)	(12)	(13)	(51)	Specialty Chemicals	(9)	(16)	(12)	(14)	(51)
	_	(1)	-	(1)	Other activities/eliminations	-	-	(1)	-	(1)
(39)	(33)	(37)	(35)	(144)	Total	(31)	(39)	(33)	(38)	(141)
Operating inco	me excluding	incidentals								
43	102	107	(52)	200	Decorative Paints	17	102	113	16	248
129	163	160	73	525	Performance Coatings	126	178	135	106	545
99	121	107	91	418	Specialty Chemicals	135	124	156	93	508
(54)	(64)	(71)	(57)	(246)	Other activities/eliminations	(62)	(51)	(69)	(47)	(229)
217	322	303	55	897	Total	216	353	335	168	1,072
Operating inco	me									
43	102	107	146	398	Decorative Paints	17	102	113	16	248
129	163	160	73	525	Performance Coatings	126	178	135	106	545
99	121	107	(30)	297	Specialty Chemicals	135	124	156	93	508
(54)	(64)	(71)	(73)	(262)	Other activities/eliminations	(62)	(51)	(69)	(132)	(314)
217	322	303	116	958	Total	216	353	335	83	987

Quarterly sta	atistics									
				2013						2014
Q1	Q2	Q3	Q4	year	in € millions	Q1	Q2	Q3	Q4	year
Incidentals per	Business Area	3								
	_	_	198	198	Decorative Paints	_	_			
	_	_	_	_	Performance Coatings		_		_	_
	_	_	(121)	(121)	Specialty Chemicals		_		_	_
_	_		(16)	(16)	Other activities/eliminations	_	_		(85)	(85)
-	-	_	61	61	Total	-	-	-	(85)	(85)
Incidentals incl	uded in opera	ting income								
			_	_	Restructuring costs	_				
	_	_	(139)	(139)	Impairment	_	_	_	_	_
	_	_	_	_	Provisions for legacy items and project costs		_	_	(34)	(34)
	_	_	216	216	Results on acquisitions and divestments	_	_	_		_
	_	_	(16)	(16)	Other incidental results		-	_	(51)	(51)
			61	61	Total	-	-	-	(85)	(85)
Reconciliation	net financing	expense								
9	8	6	9	32	Financing income	12	9	9	12	42
(56)	(57)	(54)	(54)	(221)	Financing expenses	(44)	(37)	(36)	(40)	(157)
(47)	(49)	(48)	(45)	(189)	Net interest on net debt	(32)	(28)	(27)	(28)	(115)
Other interest	movements									
(5)	(5)	(5)	(6)	(21)	Financing expenses related to pensions	(5)	(4)	(4)	(5)	(18)
(12)	15	(8)	(3)	(8)	Interest on provisions	(4)	(11)	(8)	(9)	(32)
1	6	5	6	18	Other items	4	3	1	1	9
(16)	16	(8)	(3)	(11)	Net other financing charges	(5)	(12)	(11)	(13)	(41)
(63)	(33)	(56)	(48)	(200)	Net financing expenses	(37)	(40)	(38)	(41)	(156)
Quarterly net in	come analysis	S								
3	6	4	1	14	Results from associates and joint ventures	6	6	6	3	21
(16)	(25)	(14)	(13)	(68)	Profit attributable to non-controlling interests	(16)	(24)	(16)	(16)	(72)
157	295	251	69	772	Profit before tax	185	319	303	45	852
(45)	38	(83)	(21)	(111)	Income tax	(43)	(89)	(84)	(36)	(252)
112	333	168	48	661	Profit for the period from continuing operations	142	230	219	9	600
					~~~					

Quarterly sta	atistics									
				2013						2014
Q1	Q2	Q3	Q4	year		Q1	Q2	Q3	Q4	yea
Earnings per sh	nare from cor	ntinuing oper	ations (in €)							
0.40	1.28	0.64	0.14	2.46	Basic	0.52	0.84	0.83	(0.03)	2.16
0.40	1.27	0.64	0.14	2.44	Diluted	0.52	0.83	0.82	(0.03)	2.15
Earnings per s	hare from dis	continued o	oerations (in €	€)						
(0.03)	0.50	_	0.07	0.54	Basic	0.01		0.01	0.06	0.0
(0.03)	0.50	_	0.07	0.54	Diluted	0.01	-	0.01	0.06	0.0
Earnings per s	hare from tot	al operations	s (in €)							
0.37	1.78	0.64	0.21	3.00	Basic	0.53	0.84	0.84	0.03	2.23
0.37	1.77	0.64	0.21	2.98	Diluted	0.53	0.83	0.83	0.03	2.22
Number of share	res (in million	ıs)								
239.4	241.0	242.1	242.4	241.2	Weighted average number of shares	243.0	244.4	245.4	245.7	244.7
239.8	242.1	242.1	242.6	242.6	Number of shares at end of quarter	243.4	245.4	245.4	246.0	246.0
Adjusted earnir	ngs (in € millio	ons)								
157	295	251	69	772	Profit before tax from continuing operations	185	319	303	45	852
	_	_	(61)	(61)	Incidentals reported in operating income	_	_	_	85	85
39	33	36	36	144	Amortization of intangible assets	31	39	33	38	141
(57)	28	(93)	(34)	(156)	Adjusted income tax	(52)	(101)	(94)	(72)	(319)
(16)	(25)	(14)	(13)	(68)	Non-controlling interests	(16)	(24)	(16)	(16)	(72)
123	331	180	(3)	631	Adjusted net income for continuing operations	148	233	226	80	687
0.51	1.37	0.74	(0.01)	2.62	Adjusted earnings per share (in €)	0.61	0.95	0.92	0.33	2.81

# Notes to the condensed financial statements

# **Accounting policies and restatements**

The full-year 2014 numbers included in the primary statements are derived from the financial statements 2014. These financial statements have been authorized for issue. The financial statements have not yet been published by law and still have to be adopted by the general meeting of shareholders. In accordance with section 2:393 BW, KPMG Accountants N.V. has issued an unqualified auditor's opinion on these financial statements, which will be published on February 20, 2015. All quarterly figures are unaudited. In 2014, several new IFRS have been implemented, however, these have not had any impact on our Consolidated financial statements. Otherwise the accounting principles are as applied in the 2013 financial statements.

## **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.

## Other activities

In other activities, 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. the results of treasury and legacy operations as well as the unallocated cost of some country organizations.

## Glossarv

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.

EBITDA is operating income excluding incidental items, depreciation and amortization.

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.

Invested capital is total assets (excluding cash and cash equivalents, investments in associates, the receivables from pension funds in an asset position, 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 operating income 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 working capital is defined as the sum of inventories, trade receivables and trade payables of the total company. When expressed as a ratio, operating working capital is measured against four times last quarter revenue.

ROS is operating income as percentage

## **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**

In this report, reference is made to brands and trademarks owned by, or licensed to, AkzoNobel. Unauthorized use of these is strictly prohibited.

Akzo Nobel N.V.
Strawinskylaan 2555
P.O. Box 75730
1070 AS Amsterdam, the Netherlands
T +31 20 502 7555
F +31 20 502 7666
www.akzonobel.com

For more information:

The explanatory sheets used during the press conference can be viewed on AkzoNobel's corporate website www.akzonobel.com

AkzoNobel Corporate Communications T +31 20 502 7833 F +31 20 502 7604 E info@akzonobel.com

AkzoNobel Investor Relations T+31 20 502 7854 F+31 20 502 7605 E investor.relations@akzonobel.com

Financial calendar Annual report 2014 February 20, 2015 Report for Q1 2015 April 21, 2015 Annual General Meeting of shareholders April 22, 2015 Ex-dividend date of 2014 final dividend April 24, 2015 Record date of 2014 final dividend April 27, 2015 Election period cash or stock interim dividend April 28, 2015 -May 13, 2015 Determination of exchange ratio May 15, 2015 Payment date of cash dividend and delivery of new shares May 19, 2015 Report for Q2 2015 July 21, 2015 Report for Q3 2015 October 22, 2015 Report for the full-year 2015 and the fourth quarter February 11, 2016



# www.akzonobel.com

AkzoNobel is a leading global paints and coatings company and a major producer of specialty chemicals. Calling on centuries of expertise, we supply industries and consumers worldwide with innovative products and sustainable technologies designed to meet the growing demands of our fast-changing planet. Headquartered in Amsterdam, the Netherlands, we have approximately 47,000 people in around 80 countries, while our portfolio includes well-known brands such as Dulux, Sikkens, International, Interpon and Eka. Consistently ranked as one of the leaders in the area of sustainability, we are committed to making life more liveable and our cities more human.