



CROWN ASIA CHEMICALS®
C O R P O R A T I O N

We are building the future

2019 HIGHLIGHTS

Website: <http://crownpvc.com.ph/>

PLANT ADDRESS:



- **Bulacan** – Km 33 McArthur Highway, Bo. Tuktukan, Guiguinto, Bulacan
- **Valenzuela** – ITC Compound, Canumay, Valenzuela City, Metro Manila
- **Davao** – Purok Virgo Licanan St., Brgy. Lasang, Davao City

ADMINISTRATIVE OFFICES:

- **Timog Office** – Suite 508, 1806 to 1810 President Tower, 81 Timog Ave., Quezon City
 - +63(2)3412-0639 to 41 / +63(2)3410-1488 to 91
- **Sales Valenzuela Office** – ITC Compound, Canumay, Valenzuela City, Metro Manila
 - +63(2)8277-0880
- **Sales Cebu** – Unit#6 Zone Sibuyas, Brgy. Pakna-an, Mandaue City, Cebu.
- **Sales Davao** – Purok Virgo Licanan St., Brgy. Lasang, Davao City

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IG: <https://www.instagram.com/crownpipesofficial/>

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Website: <http://crownpvc.com.ph/>

BOARD OF DIRECTORS 2019-2020



<i>Executive Chairman</i>	–	Walter H. Villanueva
<i>Independent Director</i>	–	Ernesto Alberto
<i>Independent Director</i>	–	Marie Therese Santos
<i>Independent Director</i>	–	Bede Lovell Gomez
<i>Executive</i>	–	Tita P. Villanueva, CPA
<i>Executive</i>	–	Nicasio T. Perez
<i>Executive</i>	–	Derrick P. Villanueva
<i>Executive</i>	–	Hans Joseph T. Perez
<i>Non-Executive</i>	–	Eugene H. Lee Villanueva

SUMMARIES OF INCOME AND FINANCIAL POSITION



In Millions (Php)	2017	2018	2019	As of March 31, 2020	Increase (decrease)
Current Assets	783.67	850.99	926.53	930.94	0.48%
Noncurrent Asset	418.85	463.39	642.02	634.75	(1.13%)
TOTAL ASSETS	1,202.52	1,314.38	1,568.55	1,565.70	(0.18%)
Current Liabilities	148.31	210.53	289.03	242.55	(16.08%)
Noncurrent Liabilities	33.45	29.48	100.46	101.28	0.82%
TOTAL LIABILITIES	181.77	240.00	389.49	343.83	(11.72%)
TOTAL EQUITY	1,020.75	1,074.38	1,179.06	1,221.87	3.63%
Total Liabilities & Equity	1,202.52	1,314.38	1,568.55	1,565.70	(0.18%)

SUMMARIES OF INCOME AND FINANCIAL POSITION



	2017	2018	2019	Increase (decrease)
REVENUES	1,255.30	1,187.19	1,433.40	20.74%
GROSS PROFIT	347.98	332.53	393.40	18.31%
Operating Expense	179.26	167.06	186.34	11.54%
OPERATING INCOME	168.71	165.47	a207.06	25.13%
PROFIT BEFORE TAX	167.97	168.21	192.35	14.35%
NET PROFIT AFTER TAX	117.1	117.60	136.41	15.99%
Earnings per Share	0.19	0.19	0.22	N/A

SUMMARIES OF INCOME AND FINANCIAL POSITION



	1 ST Quarter of 2019 (Unaudited)	1 ST Quarter of 2020 (Unaudited)	Increase (decrease)
REVENUES	338.52	320.75	(5.25%)
GROSS PROFIT	103.86	107.83	3.82%
Operating Expense	43.11	43.23	0.28%
OPERATING INCOME	60.76	64.60	6.32%
PROFIT BEFORE TAX	60.78	64.72	6.48%
NET PROFIT AFTER TAX	42.66	45.43	6.49%

ANNUAL KEY PERFORMANCE INDICATORS



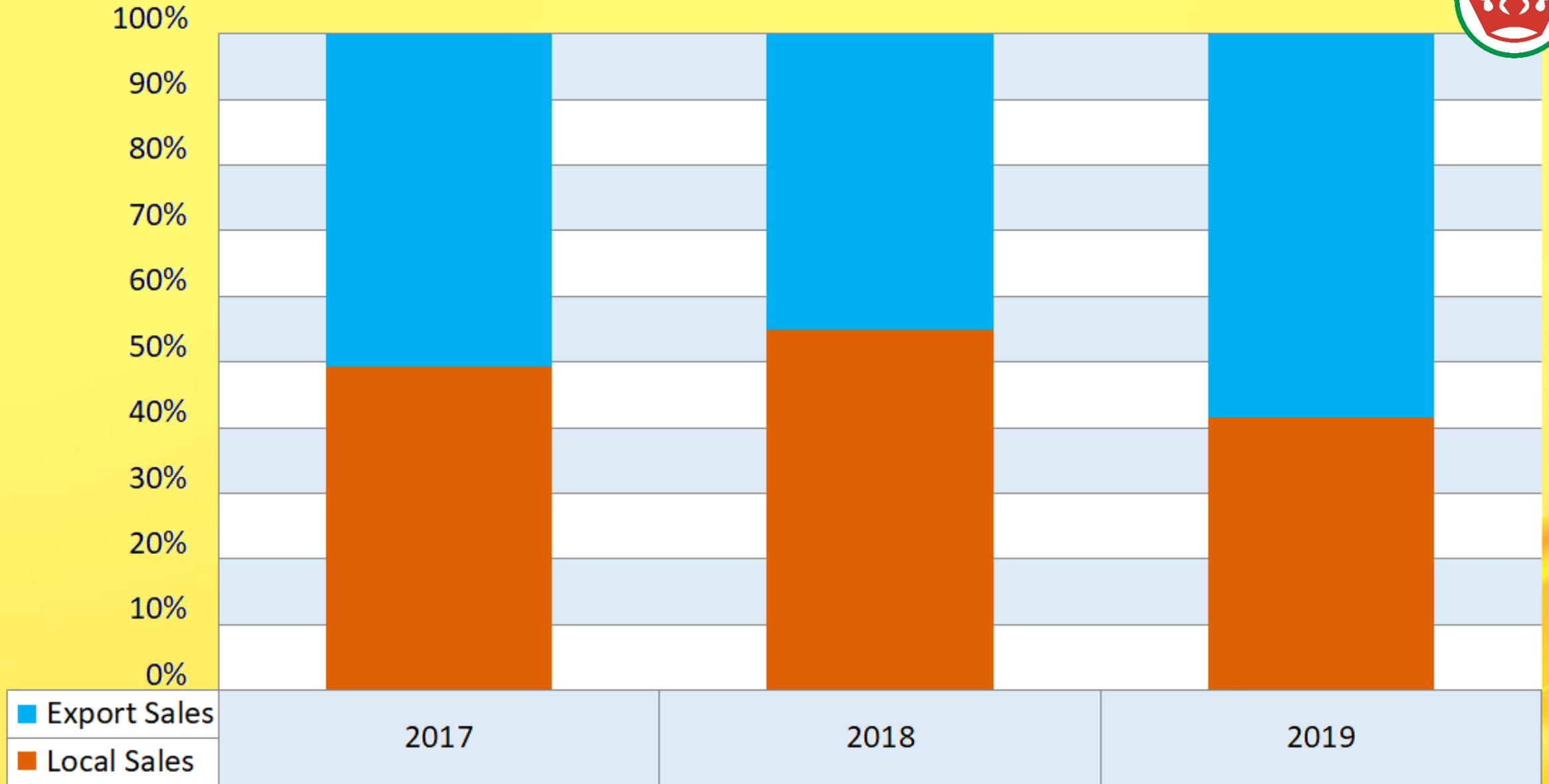
	2017	2018	2019	As at March 31, 2020
Current Ratio	5.28x	4.04x	3.21x	3.84x
Total Liabilities to Equity Ratio	0.18	0.22	0.33	0.28
Days Inventory	149 days	177 days	167 days	205 days
Days Receivable	70 days	68 days	59 days	75 days
Days Payable	56 days	54 days	63 days	81 days
Book Value per Share	1.62	1.70	1.93	2.00
Earnings per Share	0.19	0.19	0.22	0.07

EARNINGS PER SHARE AND OUTSTANDING SHARES

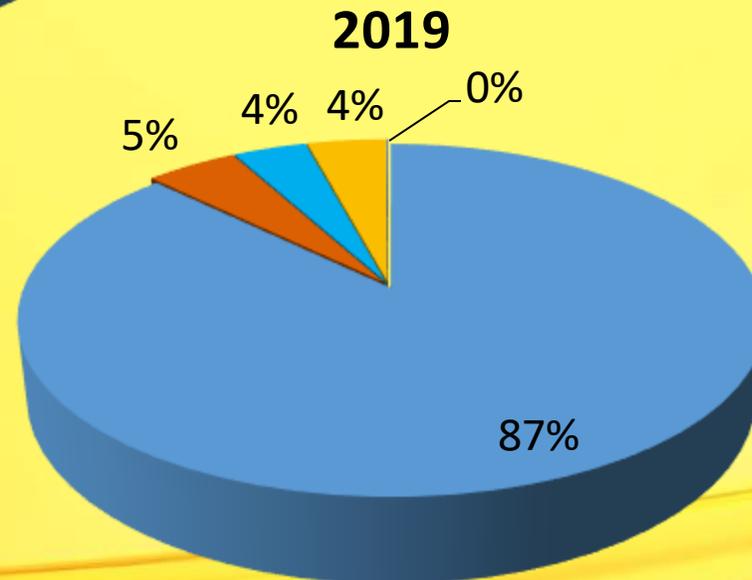
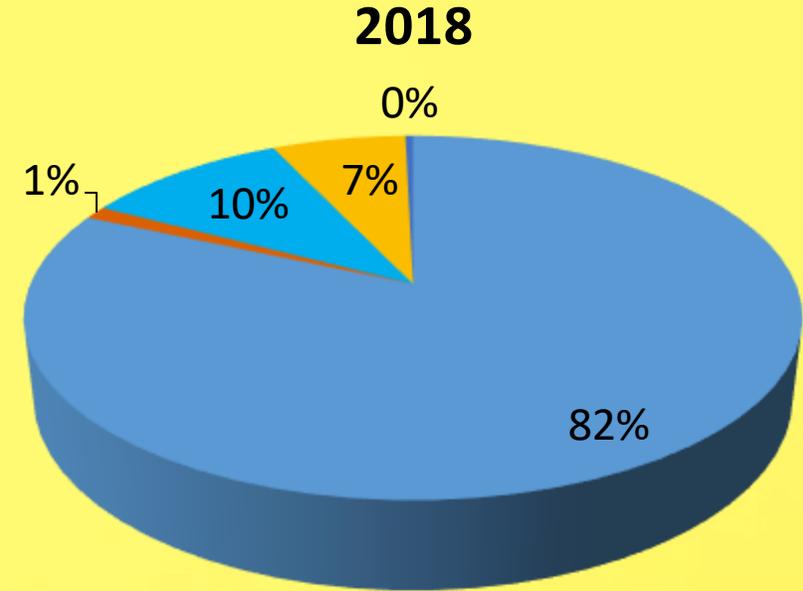
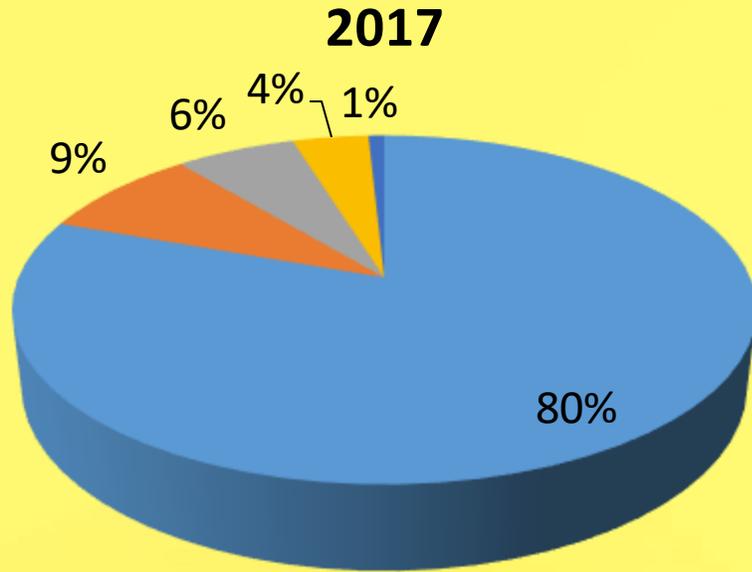


Earnings per share as at May 31, 2020:	0.07
Ave. Market Price as at May 31, 2020:	1.74
2020 Dividend:	0.04
Treasury Shares as at May 31, 2020	19,679,000
Shares outstanding as at December 31, 2019	612,444,000
Shares outstanding as at May 31, 2020	611,121,000

PVC COMPOUND SALES



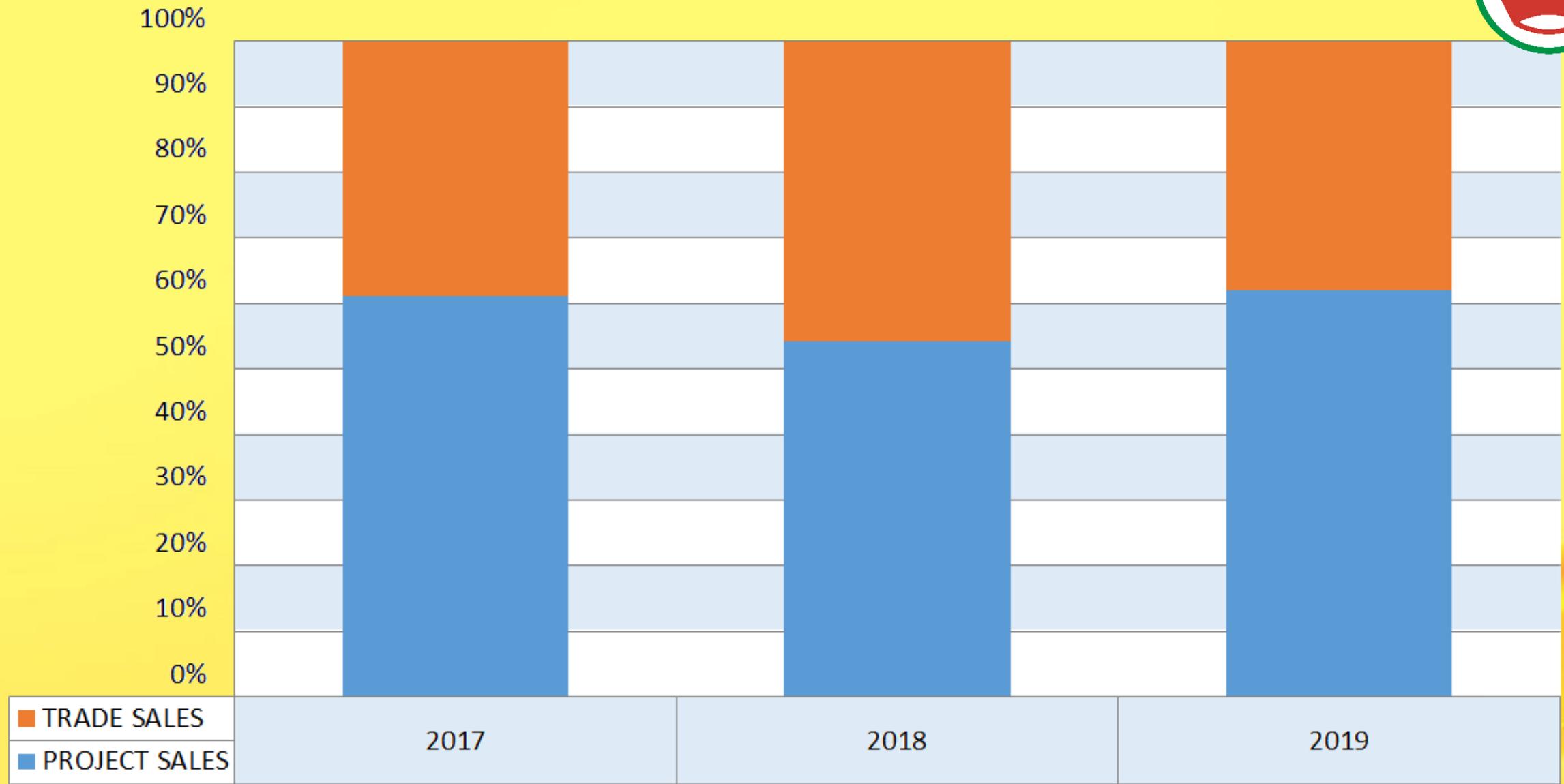
PVC COMPOUND SALES BY PRODUCT APPLICATION



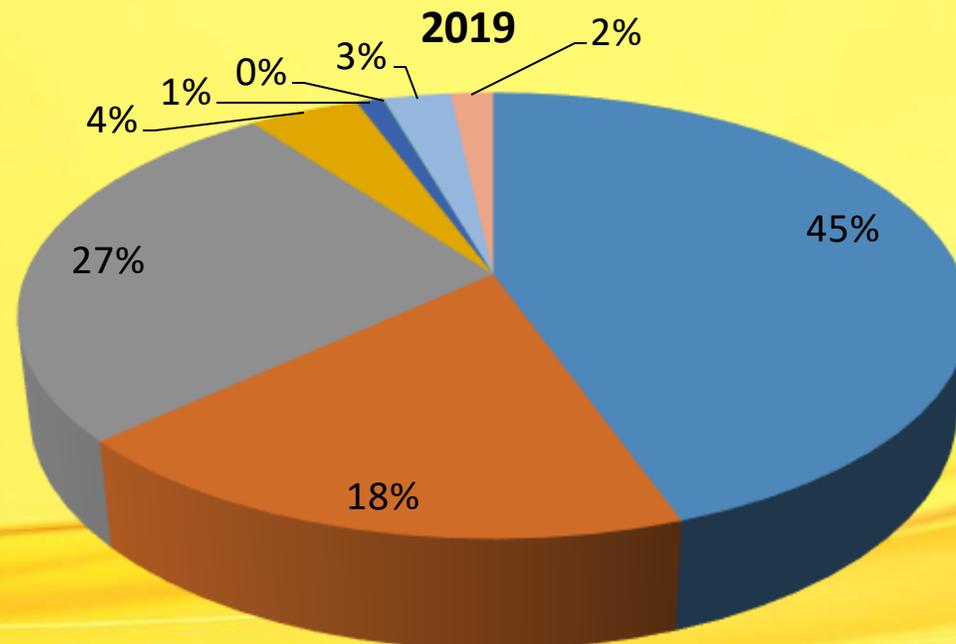
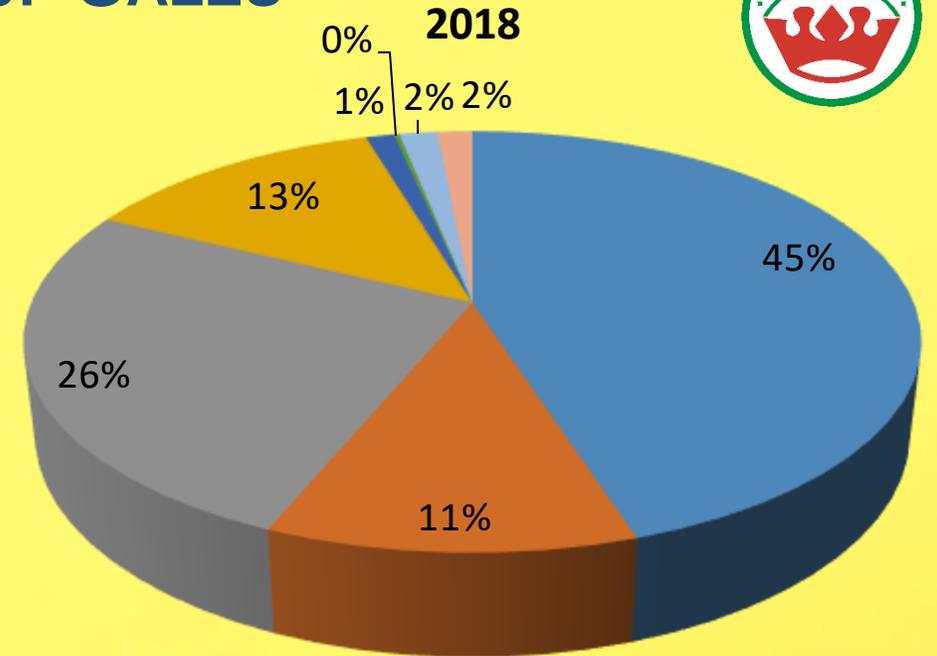
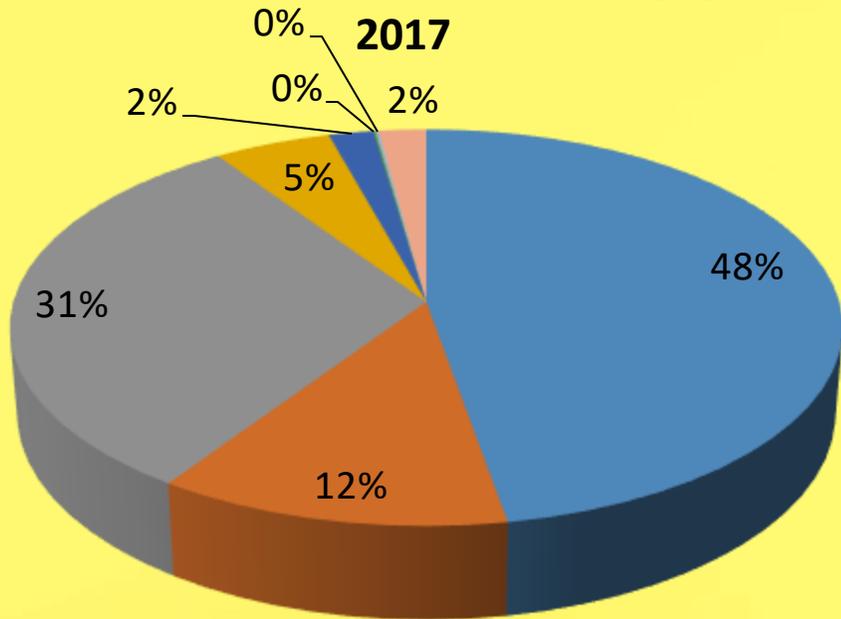
- Wires & Cables
- Bottles
- Films & Sheets
- IC Tubes
- Others/Scrap/Traded



PVC / PIPE GROUP SALES



PVC / PIPE PRODUCT GROUP SALES



- SANITARY/ENDURO
- PPR/HDPE
- ELECTRICAL
- POTABLE/BLEU
- WATERMAIN
- TELECOM
- ROOFING
- OTHERS/ACCESSORIES

PVC / PIPE PRODUCT GROUP SALES



	2017	2018	2019
Sanitary/Enduro	45.79%	48.77%	44.61%
Electrical	30.90%	28.39%	26.79%
PPR/HDPE	12.10%	12.17%	18.52%
Potable/Blue	5.12%	5.74%	4.49%
Watermain	1.94%	1.33%	1.08%
Telecom	0.10%	0.24%	0.03%
Roofing Materials	2.26%	1.73%	2.75%
Others/Accessories	1.79%	1.63%	1.72%
TOTAL	100.00%	100.00%	100.00%

PVC / PIPE MARKET CATEGORIES



INFRASTRUCTURES

- EXPRESSWAYS
- AIRPORTS
- RAILWAYS/SUBWAYS
- DAMS

TRADE

- DISTRIBUTORS
- WHOLESALERS
- DEALERS
- REGIONAL SALES DEPOT
- MODERN TRADE / RETAIL

GOVERNMENT

- WATERWORK SYSTEMS
- CONVENTION CENTER
- AIRBASE

INSTITUTIONAL

- HOSPITAL/HEALTH INSTITUTIONS
- SCHOOLS
- HOTELS
- CHURCHES

COMMERCIAL

- MALLS
- MIXED USE DEVELOPMENTS
- OFFICE BUILDINGS
- SUPERMARKETS
- TOWNSHIPS
- BPO
- BEVERAGE PLANT

INDUSTRIAL

- SOLAR POWER PLANTS
- WAREHOUSES
- FACTORIES
- RECYCLE PLANT

TOURISM

- HOTELS
- RESORTS

MODERN TRADE / RETAIL

- PARTNER CHAIN OUTLETS

RESIDENTIAL

- CONDOMINIUMS
- TOWNHOUSES
- SUBDIVISIONS
- AFFORDABLE HOUSING

ONGOING BUSINESS ACTIVITIES



1. Dedicated Risk Mitigation Team (Due to COVID19 Pandemic)
2. Collaborative approaches with stakeholders (Employee, Investors, Customers, Suppliers)
3. Growth with new products, geographic expansion and infrastructure projects.
4. Broaden market segments.
5. Enhance Data Privacy and Cyber Security Measures.
6. Restructure Corporate Organization.
7. Succession planning.
8. New satellite plant in Davao City
9. More Modern trade outlets
10. Improve Logistics
11. Human Resource Health and Safety Measures

INFRASTRUCTURE / EXPRESSWAYS



SOLAR ENERGY / POWER PLANTS



AIRPORTS / CONVENTION CENTER



FIBER OPTIC NETWORK





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Twitter: https://twitter.com/crown_pipes?lang=en

Website: <http://crownpvc.com.ph/>

External Auditor

Punongbayan & Araullo

Transfer Agent

Professional Stock Transfer Inc.

Thank you!