



**CROWN ASIA CHEMICALS<sup>®</sup>**  
**C O R P O R A T I O N**

*We are building the future*

**2020 HIGHLIGHTS**

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





## PLANT ADDRESSES:

- **Bulacan** – Km 33 McArthur Highway, Bo. Tuktukan, Guiguinto, Bulacan
- **Valenzuela** – ITC Compound, Canumay, Valenzuela City, Metro Manila

## ADMINISTRATIVE OFFICES:

- **Timog Quezon City** – Suite 506, 508, 1806, 1808, 1809, 1810 President Tower, 81 Timog Ave., Quezon City
  - +63(2)3412-0639 to 41 / +63(2)3410-1488 to 91 / +63(2) 8294-2071
- **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
  - (082) 234-3239 / 0917-880-1674

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

**FB:** <https://www.facebook.com/CrownPipesPH>

**IG:** <https://www.instagram.com/CrownPipesPH>

**Twitter:** <https://twitter.com/CrownPipesPH>



## SALES RETAIL PARTNERS:

### • ALL HOME BRANCHES:

- CABANATUAN NUEVA ECIJA
- CAUAYAN ISABELA CITY
- BACOLOD NEGROS OCCIDENTAL
- AGRO MUNTINLUPA
- ALABANG STARMALL
- ANTIPOLO
- BATAAN BALANGA
- BUTUAN
- CAGAYAN DE ORO
- CEBU TALISAY
- DAANG HARI MOLINO
- DASMARIÑAS
- EVIA
- GAPAN NUEVA ECIJA
- GENERAL TRIAS
- GLOBAL SOUTH
- ILOILO

### • ALL HOME BRANCHES:

- IMUS CAVITE
- KAWIT CAVITE
- KORONADAL
- LAS PIÑAS VISTA MALL
- LIBIS
- MALOLOS
- NAGA
- NORTH MOLINO
- PAMPANGA
- SILANGCAVITE
- STA ROSA LAGUNA
- TAGUIG USUSAN
- TANZA
- VIBAL
- BULACAN SAN JOSE DEL MONTE
- GENERAL SANTOS
- SANTIAGO
- STA MARIA BULACAN



## **SALES RETAIL PARTNERS:**

### **• ROBINSON BUILDERS BRANCHES:**

- TANZA, ILOILO
- LAPAZ, ILOILO
- PAVIA, ILOILO
- ROXAS, CAPIZ
- NUMANCIA, AKLAN
- SAN JOSE, ANTIQUE
- KALIBO, AKLAN
- NORTH DRIVE, BACOLOD
- DARO, NEGROS ORIENTAL
- SAN CARLOS, NEGROS ORIENTAL
- CALAPAN, MINDORO
- ROXAS, ORIENTAL MINDORO
- SAN JOSE, OCCIDENTAL MINDORO
- CALINDAGAN, DUMAGUETE

### **• HOME PLUS BRANCHES:**

- LAPASAN, CDO MISAMIS ORIENTAL
- BULUA, CDO MISAMIS ORIENTAL
- ILIGAN, LANA O DEL NORTE



## **BOARD OF DIRECTORS 2020-2021**

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



## SUMMARY OF FINANCIAL POSITION

In Millions (PHP)	2018	2019	2020	Increase (decrease)
Current Assets	850.99	926.53	1,040.02	12.25%
Noncurrent Asset	463.39	642.02	596.68	-7.06%
<b>TOTAL ASSETS</b>	<b>1,314.38</b>	<b>1,568.55</b>	<b>1,636.70</b>	<b>4.34%</b>
Current Liabilities	210.53	289.03	284.46	-1.58%
Noncurrent Liabilities	29.48	100.46	73.58	-26.76%
<b>TOTAL LIABILITIES</b>	<b>240</b>	<b>389.49</b>	<b>358.04</b>	<b>-8.07%</b>
<b>TOTAL EQUITY</b>	<b>1,074.38</b>	<b>1,179.06</b>	<b>1,278.66</b>	<b>8.45%</b>
<b>Total Liabilities &amp; Equity</b>	<b>1,314.38</b>	<b>1,568.55</b>	<b>1,636.70</b>	<b>4.34%</b>



## SUMMARY OF REVENUE AND INCOME

	2018	2019	2020	Increase (decrease)
REVENUES	1,187.19	1,433.40	1,117.69	-22.03%
GROSS PROFIT	332.53	393.40	345.54	-12.17%
Operating Expense	167.06	186.34	171.67	-7.87%
OPERATING INCOME	165.47	207.06	173.87	-16.03%
PROFIT BEFORE TAX	168.21	192.35	173.29	-9.91%
NET PROFIT AFTER TAX	117.60	136.41	121.25	-11.11%
Earnings per Share	0.19	0.22	0.20	



## SUMMARY OF QUARTERLY INCOME (1ST QUARTER OF 2021 & 2020)

	1 <sup>ST</sup> Quarter of 2020	1 <sup>ST</sup> Quarter of 2021	Increase (decrease) 2021
REVENUES	320.75	410.08	27.85%
GROSS PROFIT	107.83	116.35	7.90%
Operating Expense	43.23	44.07	1.94%
OPERATING INCOME	64.60	72.28	11.89%
PROFIT BEFORE TAX	64.72	72.91	12.65%
NET PROFIT AFTER TAX	45.43	54.74	20.49%
Earnings per Share for the quarter	0.07	0.09	



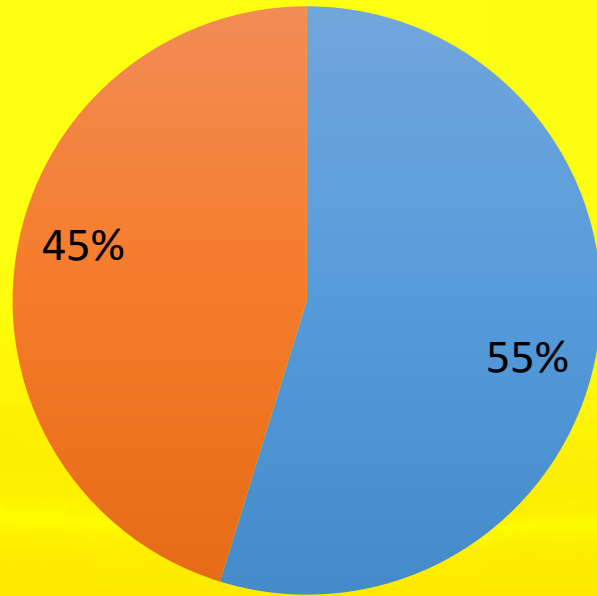


## KEY PERFORMANCE INDICATORS

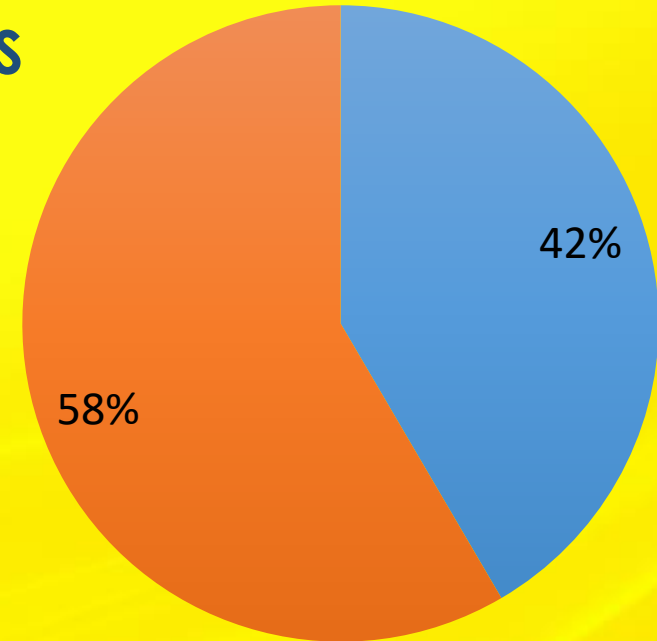
	2018	2019	2020
Current Ratio	4.04x	3.21x	3.66x
Total Liabilities to Equity Ratio	0.22	0.33	0.28
Days Inventory	177 days	167 days	228 days
Days Receivable	68 days	59 days	84 days
Days Payable	54 days	63 days	101 days
Book Value per Share	1.7	1.93	2.09
Earnings per Share	0.19	0.22	0.20



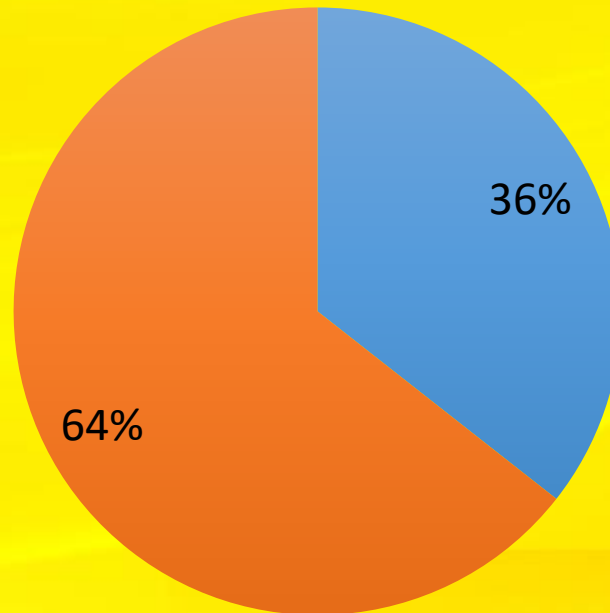
**2018**



**2019**



**2020**



- Local Sales
- Export Sales

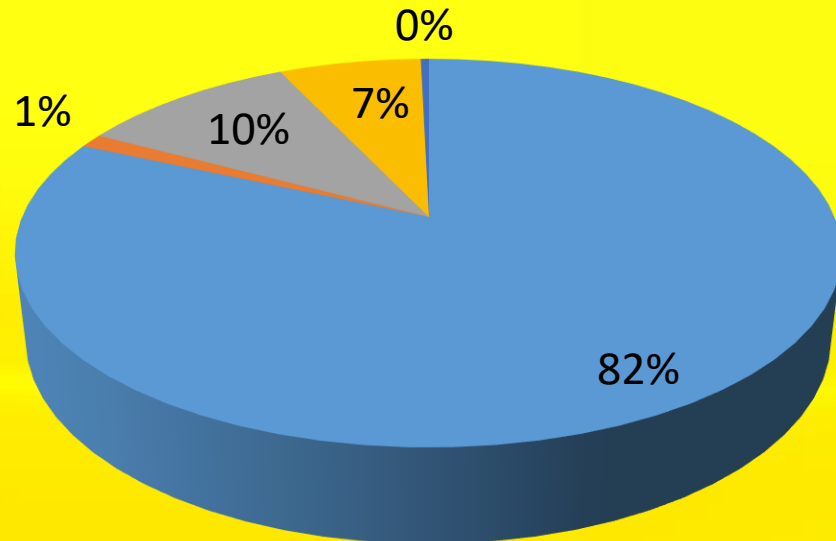
## PVC COMPOUND SALES



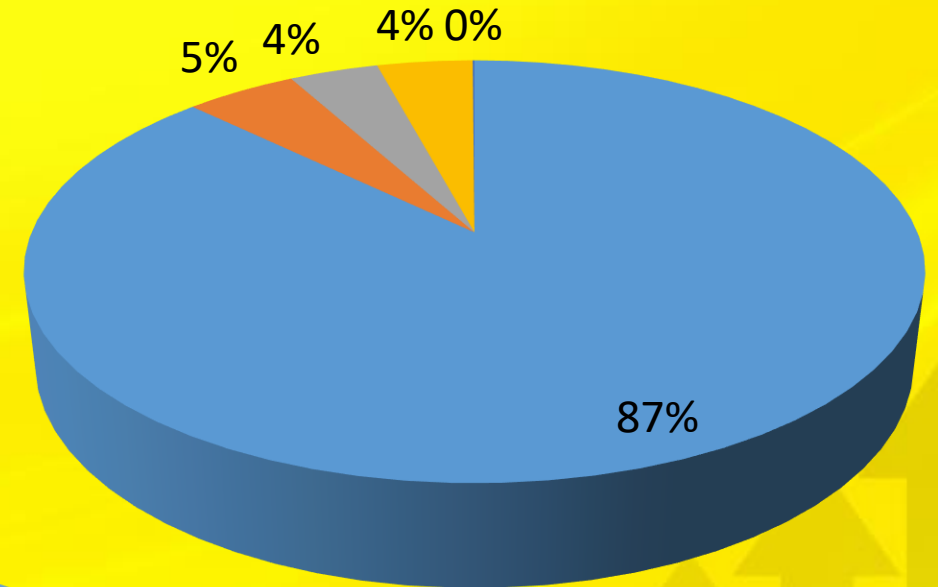


# PVC COMPOUND SALES BY PRODUCT APPLICATION

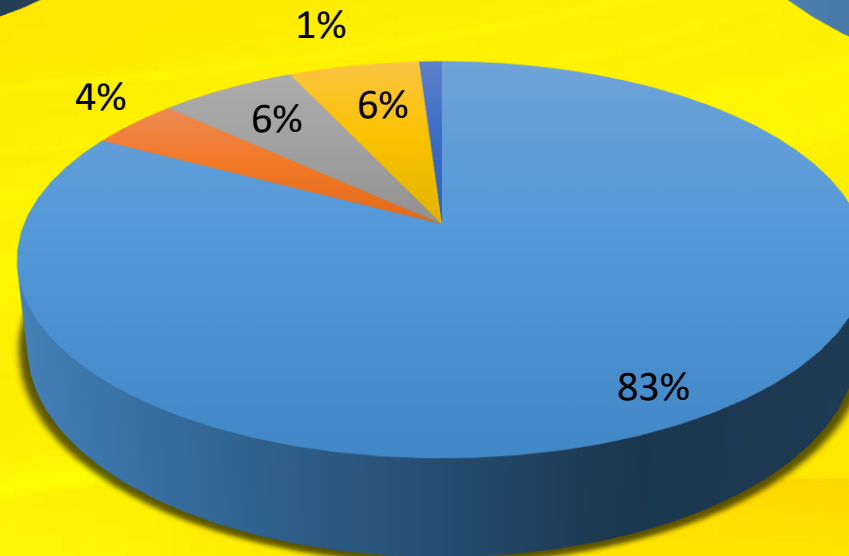
**2018**



**2019**



**2020**

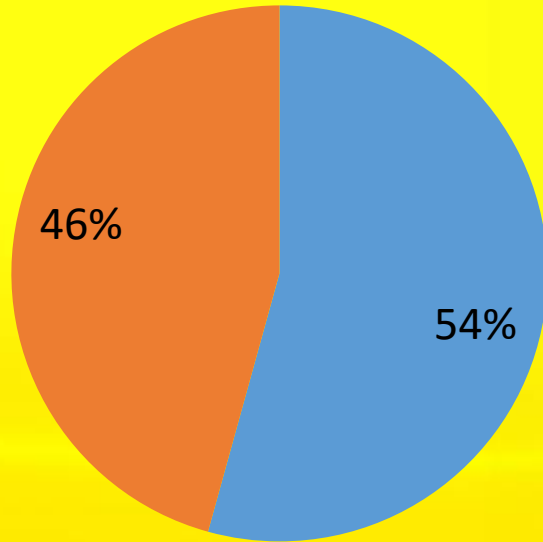


- Wires and Cables
- IC Tubes
- Bottles
- Film & Sheets
- Others/Scrap/Traded

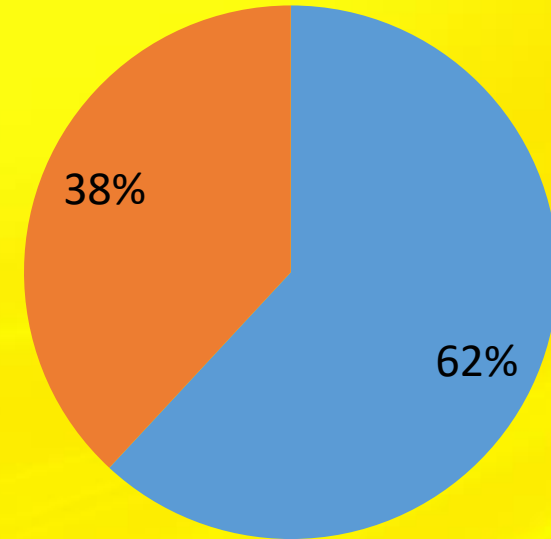


## PVC / PIPE GROUP SALES

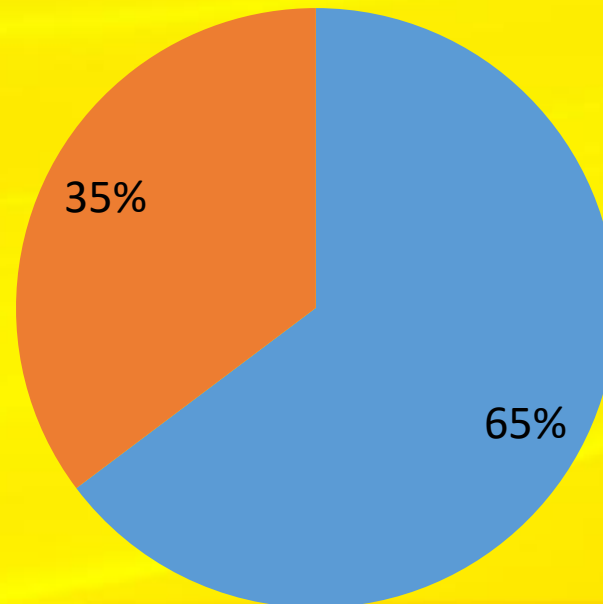
**2018**



**2019**



**2020**



■ PROJECT SALES

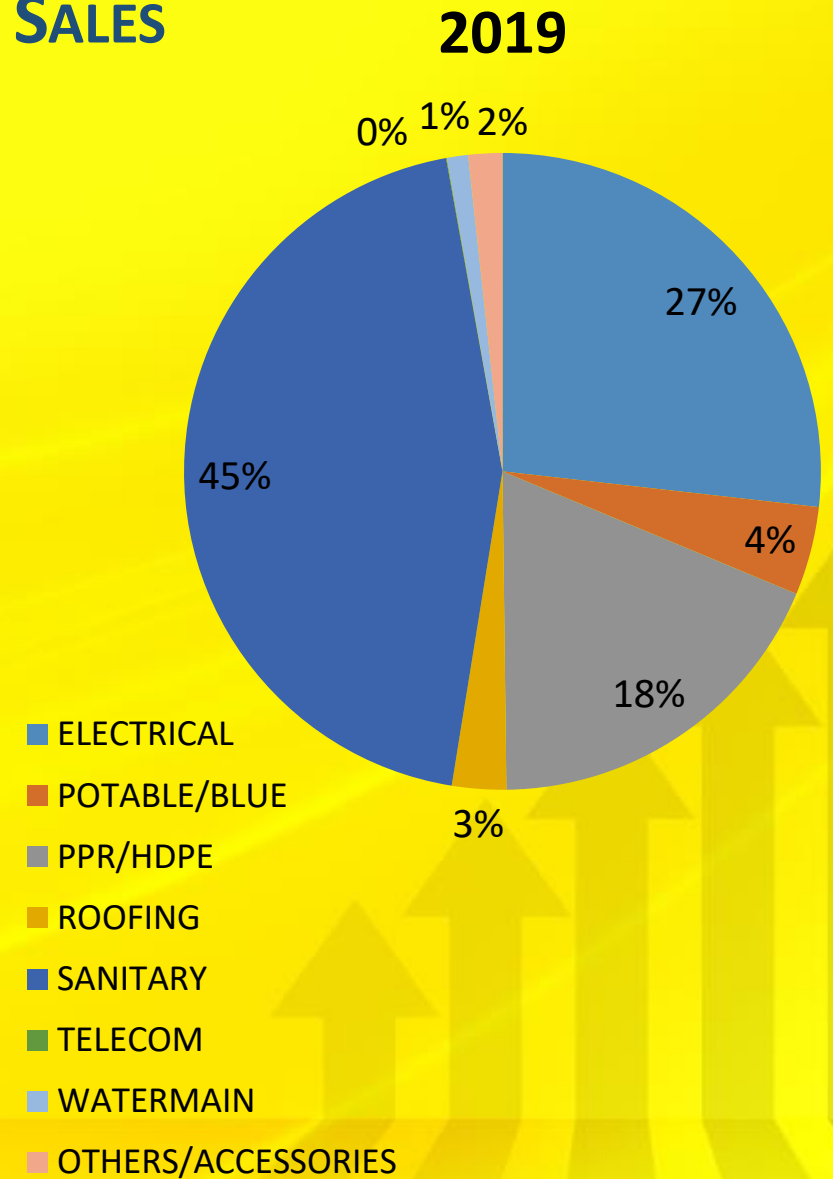
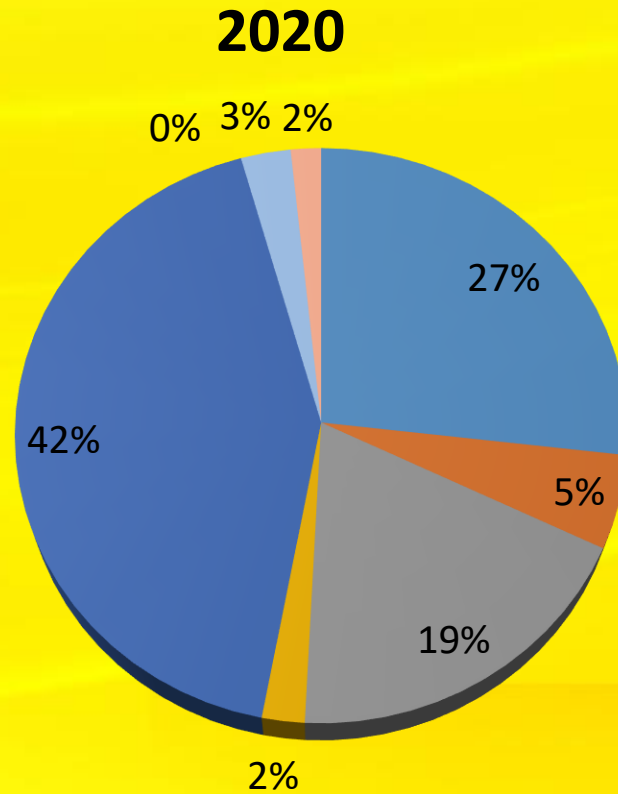
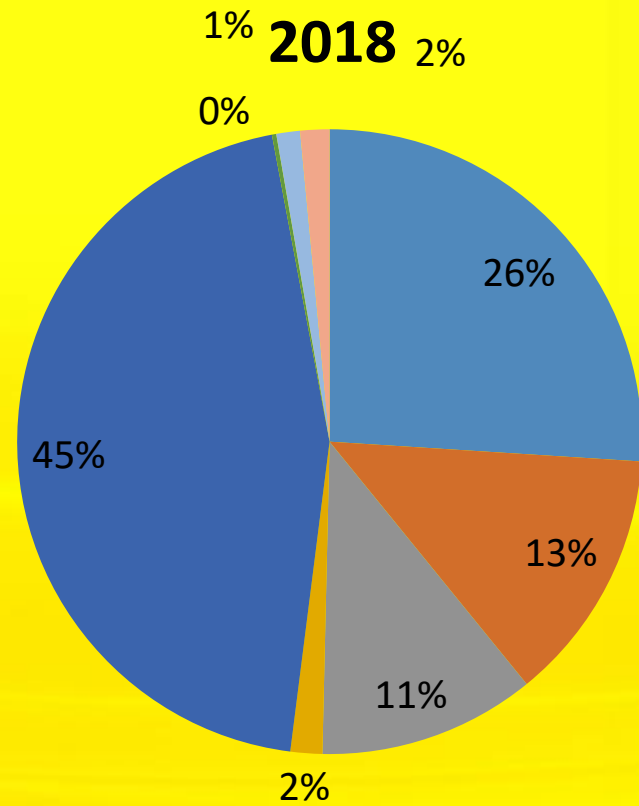
■ TRADE SALES







# PVC / PIPE PRODUCT GROUP SALES



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



# PVC / PIPE MARKET CATEGORIES

## INFRASTRUCTURES

- EXPRESSWAYS
- AIRPORTS
- RAILWAYS

## TRADE

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

## GOVERNMENT

- WATERWORK SYSTEMS
- CONVENTION CENTER
- AIRBASE

## INSTITUTIONAL

- HOSPITAL/HEALTH INSTITUTIONS
- SCHOOLS
- CHURCHES

## COMMERCIAL

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

## INDUSTRIAL

- SOLAR POWER PLANTS
- WAREHOUSES
- MANUFACTURING PLANTS
- RECYCLE PLANT

## MODERN TRADE / RETAIL

- PARTNER CHAIN OUTLETS

## TOURISM

- HOTELS
- RESORTS

## LAND DEVELOPMENT

- FIBER OPTIC
- WATER SYSTEM
- RECLAMATION PROJECTS

## RESIDENTIAL

- CONDOMINIUMS
- TOWNHOUSES
- SUBDIVISIONS
- AFFORDABLE HOUSING



## ONGOING BUSINESS ACTIVITIES

1. Expand Capacity
2. Risks Mitigation Team
3. Collaborative approaches with stakeholders
4. Growth with new products, geographic expansion and infrastructure projects.
5. Broaden market segments.
6. Enhance Data Privacy and Cyber Security Measures.
7. Re-engineer Corporate Organization.
8. Succession planning.
9. Modern trade outlets
10. Improve Logistics
11. Human Resource Health and Safety Measures
12. Revisit Operation Policies



# INFRASTRUCTURE PARTNERSHIPS FOR MOBILITY AND PROGRESS



Skyway Stage 3



MRT-7 Project



Cavite-Laguna Expressway



North-South Railway Project



Manila-Cavite Expressway



NAIA Expressway (Phase 1)



# RISING TO EVOLVING RENEWABLE ENERGY CHALLENGES AND OPPORTUNITIES



Solar Power Plant-Bataan



Solar Farm-Batangas



Solar Power Plant-Davao



Isabela Biomass Energy Plant



Coal Power Plant-Quezon



PROVIDING GATEWAYS FOR DOMESTIC TRAVELERS  
AND INTERNATIONAL VISITORS



Bicol International Airport



Clark International Airport



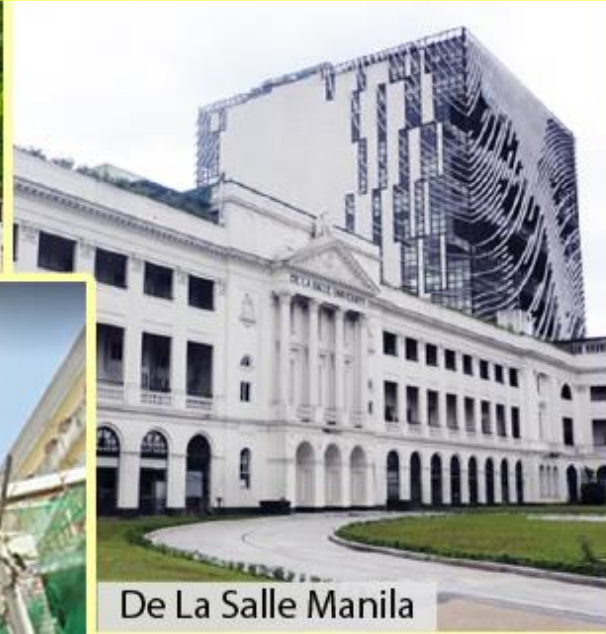
ENHANCING ACADEMIC ENVIRONMENT  
FOR DIVERSE LEARNING AND PERSONAL DEVELOPMENT



UP Resilience Institute Building



Notre Dame of Greater Manila Caloocan



De La Salle Manila



Ateneo de Zamboanga University



De La Salle Dasmariñas



UST Espana Senior High School



Philippine Bible Society



Ateneo de Manila University



# RESPONDING TO MIXED-USED URBAN DEVELOPMENT AND LIFESTYLES



Circulo Verde-Ortigas



Nuvali-Laguna



Las Casas Filipinas De Acuzar-Bataan



SM Prime-Pasay



Azure Century Properties-Parañaque



The 30th Mall-Pasig



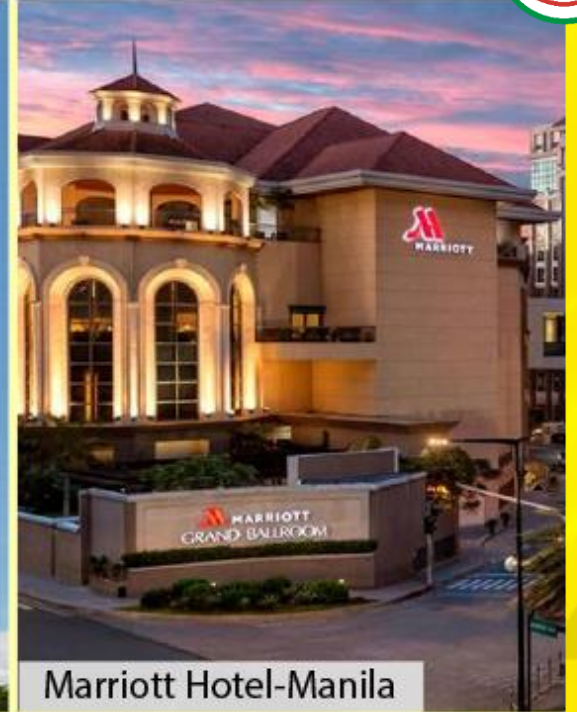
IMPACTING GLOBAL TOURISM WITH GREAT HOTEL  
AND UP-TO-PAR HOSPITALITY FACILITIES AND SERVICES



Shang Properties Shangri-La At the Fort



Grand Hyatt



Marriott Hotel-Manila



Gohotels Hotels-Quezon City



Venice Grand Canal Mall-BGC



**BUILDING PREMIUM CONDOMINIUMS AND RESIDENCES  
FOR COMFORTABLE, MODERN LIVING AND EXPECTATIONS**



Urban Deca Homes-Manila



The Signature-Quezon City



81 Newport Boulevard Condominium



100 West-Makati



Victoria De Morato-Quezon City



Victoria Sports Tower-Quezon City



Acacia Escalades-Pasig City



The Grand Midori-Pasig City



Marco Polo-Pasig City



# EXPERIENCING PLEASURABLE SHOPPING AND CONVENIENCE IN MALLS AND RETAIL DESTINATIONS



Mall of Asia



Fishermall



Puregold



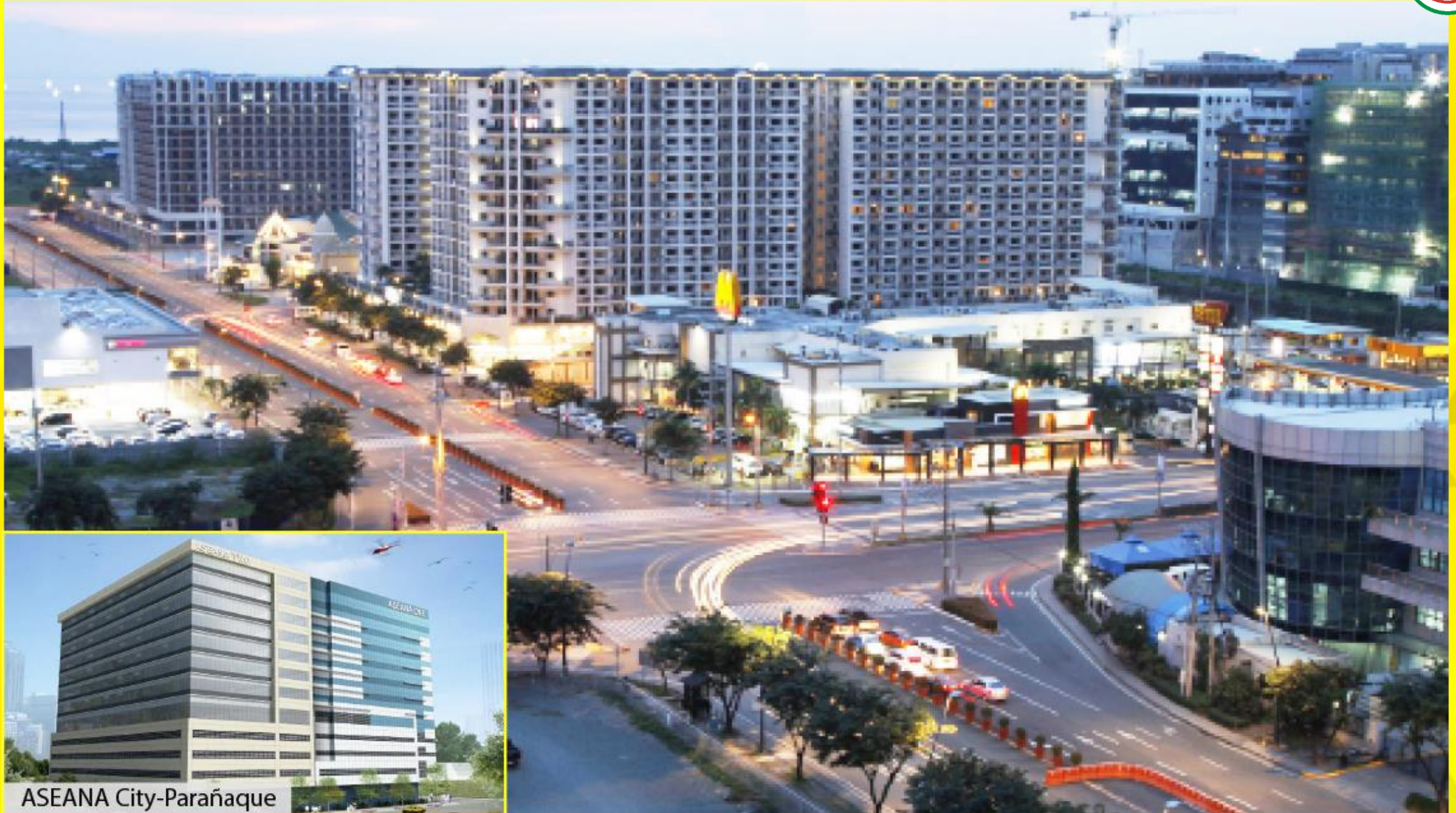
Unimart



Tiendesitas



# ENHANCING CONNECTIVITY AND DATA MONITORING FACILITIES



ASEANA City-Parañaque



PROMOTING WELLNESS,  
ENHANCING PATIENT-CARE PROGRAMS AND MEDICAL SERVICES



Allied Care Expert Medical Center  
-Quezon City



QualiMed Hospital-Bulacan



Unihealth Hospital-Parañaque



The Medical City-Iloilo



UST Hospital-Manila



# **CROWN ASIA CHEMICALS CORPORATION**

**TITA P. VILLANUEVA**

**Investors Relations Officer**

**tpvillanueva@crownpvc.com.ph**

**SUSAN A. MAGALLANES**

**Asst. Investors Relations Officer**

**samagallanes@crownpvc.com.ph**

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

**FB: [www.facebook.com/CrownPipesPH](http://www.facebook.com/CrownPipesPH)**

**IG: <https://www.instagram.com/CrownPipesPH>**

**Twitter: <https://twitter.com/CrownPipesPH>**

**External Auditor**

**Punongbayan & Araullo**

**Transfer Agent**

**Professional Stock Transfer Inc.**

**Legal Counsels**

**Tan Venturanza Valdez Law Offices**

**Chato & Vinzons-Chato Law Offices**

**Alburo Law Offices**

**Thank you!**