

Is It Time to Expand Your Global Supply Chain and Manufacturing Footprint Into Southeast Asia?

Chemical Industry in ASEAN

March 31, 2021

east  west[®]

a s s o c i a t e s

Commercial, Operational & Risk Management Specialists for China/Asia

- A leading provider of commercial, operational & risk management solutions and detailed implementation to western companies competing in the ever-changing China, Asia, Mexico & Central Eastern European markets
- Founded in 2005, with executives in China, Asia, Mexico & Central Eastern Europe
- All EWA executives have held senior management positions with P&L responsibilities for western MNCs, including Briggs & Stratton (NYSE: BGG), Bechtel Group, Fluor Corporation and Littelfuse, Inc. (NASDAQ: LFUS)

- Extensive experience in numerous key industries:

Automotive

Metal Fabrication

Chemicals

Semiconductors

Specialty Metals

Energy & Natural Gas

General Manufacturing

Consumer Goods

Packaging

Food & Beverage

Laboratory Equipment

Industrial Textile & Apparel

Durable Goods

Filtration & Separation

Electronics

Medical Devices

Food Technology

Costings & Building Materials

EWA Core Areas of Service

Strategic Business
Planning

Manufacturing
Footprint
Optimization

Supply Chain
Optimization

Performance
Improvement

HR & Executive
Recruiting

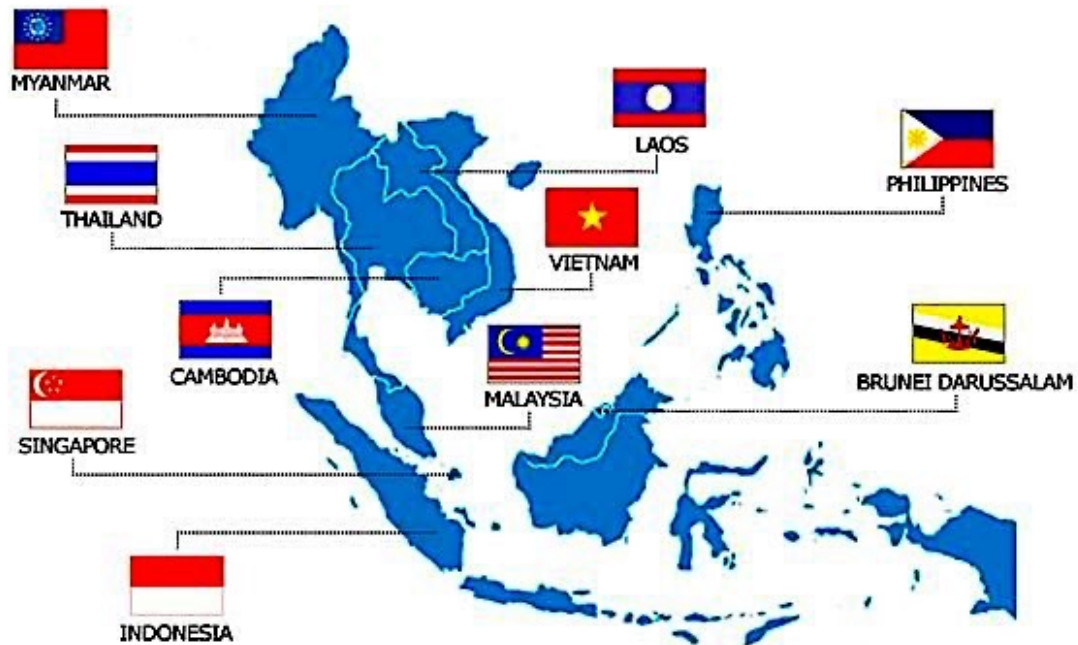
Risk Management

M&A Due Diligence

Business
Assessment

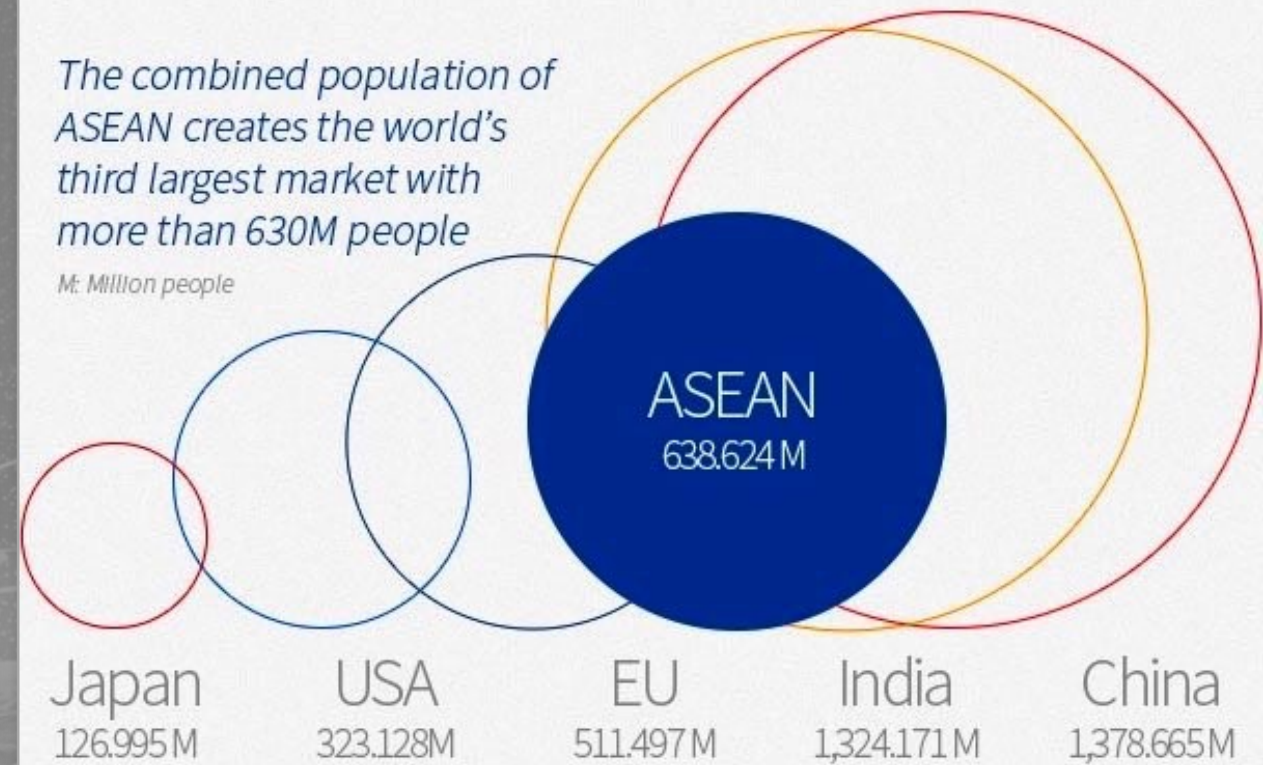
Research Services

ASEAN Member Countries



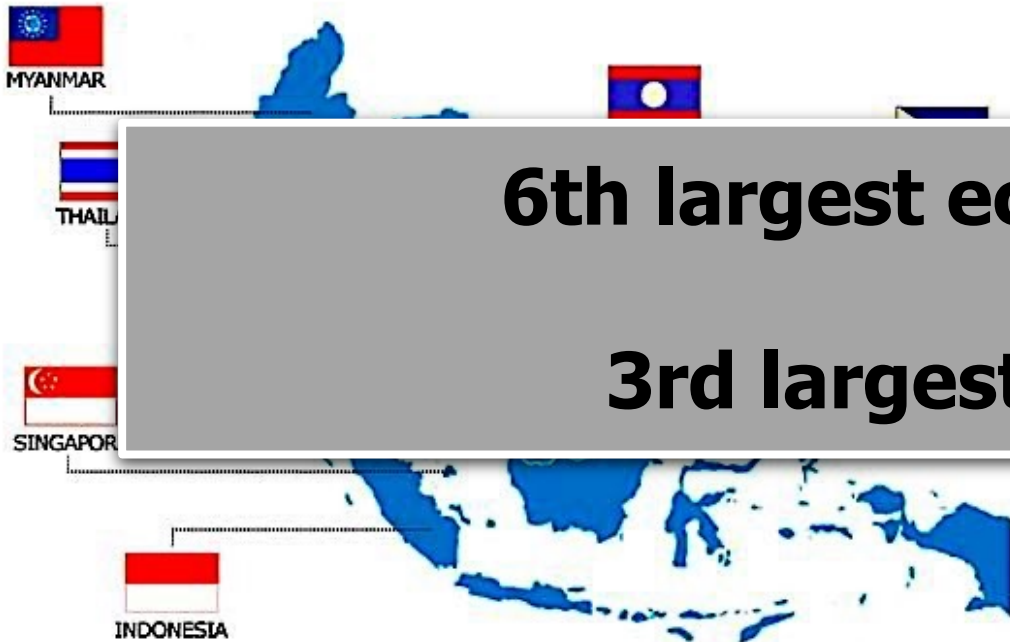
The combined population of ASEAN creates the world's third largest market with more than 630M people

M: Million people



Source:
US-ASEAN Business Council

ASEAN Member Countries



The combined population of ASEAN creates the world's third largest market with more than 620M people

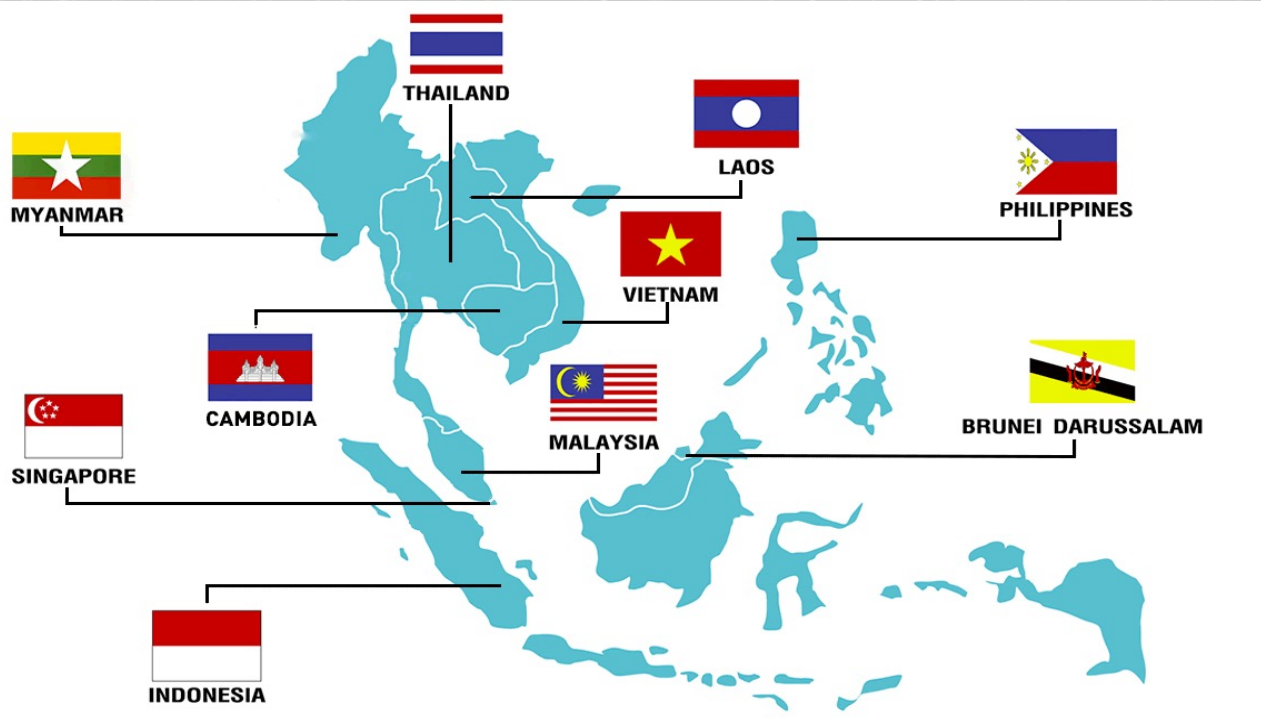
**6th largest economy in the world
&
3rd largest economy in Asia**



Source:
US-ASEAN Business Council

ASEAN Industrial Development – End Markets

East West Associates Confidential

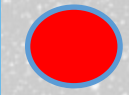


Key Industries						
	SG	MY	TH	ID	PH	VN
Automotive			X	X		
Electronics		X	X		X	X
Garments/Textiles				X	X	X
Appliances/Machinery		X	X			X
Pulp and Paper			X	X		
Mining/Metals			X	X	X	
Chemicals	X	X	X			
Medical	X		X			
Wood/Wood Products				X		X

	GDP (\$B)	Chem Ind (\$B)	Chem % of GDP
USA	\$ 21,433	\$ 765	3.6%
EU	\$ 17,110	\$ 543	3.2%
China	\$ 14,327	\$ 1,500	10.5%
ASEAN	\$ 3,166	\$ 160	5.1%
Singapore	\$ 372	\$ 81	21.8%
Malaysia	\$ 365	\$ 11	3.0%
Thailand	\$ 544	\$ 27	5.0%
Indonesia	\$ 1,120	\$ 18	1.6%
Philippines	\$ 377	\$ 14	3.7%
Vietnam	\$ 260	\$ 9	3.5%



Natural Resources – Palm Oils & Oleochemicals, Cellulose, Rubber, Rosin, Sugarcane, Cassava



Petrochemicals (Upstream olefines/Aromatics, Intermediates, Downstream Olefins/Aromatics)



Basic Chemicals (Urea, Ammonia, Chlorine, Caustic Soda)



Polymers



Specialty/Fine Chemicals

Today's Panelists

East West Associates Confidential

- Richard Royce
- Yan Laixian
- Tze Beng Lim
- Jay Hoenig
- Matt Howle
- Dan McLeod - Moderator