

INDORAMA	8th May 2017																			
Amt in Thai Baht (THB)	2012	2013	2014	2015	2016	LTM IQ16	LTM IQ17	IQ16	QO16	IQ17	2012	2013	2014	2015	2016	LTM IQ16	LTM IQ17	IQ16	QO16	IQ17
<b>Performance by Segments</b>																				
<b>IVL Production (MMT)</b>	5.25	5.80	6.25	7.02	8.73	7.16	9.15	1.76	2.27	2.19	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2.56	2.90	3.10	3.41	3.80	3.52	3.78	0.90	0.92	0.88	49%	50%	50%	49%	44%	49%	41%	51%	41%	40%
Fibers & Yarns	0.78	0.91	1.15	1.31	1.38	1.36	1.38	0.34	0.35	0.34	15%	16%	18%	19%	16%	19%	15%	19%	15%	16%
West Feedstock	0.72	0.74	0.89	1.16	2.38	1.16	2.83	0.24	0.73	0.69	14%	13%	14%	16%	27%	16%	31%	13%	32%	31%
Asia PTA	1.20	1.26	1.11	1.14	1.17	1.12	1.17	0.28	0.27	0.28	23%	22%	18%	16%	13%	16%	13%	16%	12%	13%
<b>IVL Core EBITDA(THB/t)</b>	2,729	2,530	2,954	3,126	3,135	3,072	3,304	2,722	3,201	3,510	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2,602	2,507	2,745	2,483	2,660	2,542	2,585	2,587	2,390	2,266	95%	99%	93%	79%	85%	83%	78%	95%	75%	65%
Fibers & Yarns	2,784	3,262	3,503	5,089	5,234	5,199	5,008	5,595	4,571	4,680	102%	129%	119%	163%	167%	169%	152%	206%	143%	133%
West Feedstock	7,419	5,015	6,206	5,094	3,402	4,064	4,153	1,028	4,032	5,671	272%	198%	210%	163%	109%	132%	126%	38%	126%	162%
Asia PTA	62	620	549	742	1,265	887	1,207	995	1,062	749	2%	25%	19%	24%	40%	29%	37%	37%	33%	21%
<b>IVL Core EBITDA (M THB)</b>	14,341	14,683	18,458	21,958	27,366	22,001	30,243	4,804	7,251	7,681	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	6,647	7,262	8,504	8,477	10,104	8,957	9,760	2,337	2,202	1,993	46%	49%	46%	39%	37%	41%	32%	49%	30%	26%
Fibers & Yarns	2,179	2,967	4,021	6,691	7,246	7,062	6,931	1,915	1,579	1,600	15%	20%	22%	30%	26%	32%	23%	40%	22%	21%
West Feedstock	5,307	3,711	5,520	5,897	8,084	4,719	11,736	243	2,930	3,896	37%	25%	30%	27%	30%	21%	39%	5%	40%	51%
Asia PTA	75	780	612	844	1,480	992	1,408	281	289	210	1%	5%	3%	4%	5%	5%	5%	6%	4%	3%
Holding	132	(36)	(198)	48	452	271	407	28	252	(17)	1%	(%)	(1%)	%	2%	1%	1%	1%	3%	(%)
<b>IVL Net Revenue (M THB)</b>	210,729	229,120	243,907	234,698	254,620	238,202	269,106	57,164	65,289	71,650	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	133,422	146,418	145,121	131,834	134,990	133,738	138,446	32,361	32,721	35,818	63%	64%	59%	56%	53%	56%	51%	57%	50%	50%
Fibers & Yarns	42,236	47,968	70,274	73,219	73,291	75,131	74,613	18,785	18,265	20,108	20%	21%	29%	31%	29%	32%	28%	33%	28%	28%
West Feedstock	26,213	27,188	29,596	32,562	67,982	34,322	83,250	7,633	21,661	22,901	12%	12%	12%	14%	27%	14%	31%	13%	33%	32%
Asia PTA	42,480	43,204	34,881	27,398	25,789	26,485	26,697	5,918	6,414	6,825	20%	19%	14%	12%	10%	11%	10%	10%	10%	10%
Intercompany	(33,622)	(35,656)	(35,964)	(30,315)	(47,432)	(31,474)	(53,900)	(7,534)	(13,772)	(14,002)	(16)%	(16)%	(15)%	(13)%	(19)%	(13)%	(20)%	(13)%	(21)%	(20)%
*Note: Net Revenue by Factory location basis																				
<b>Performance by Portfolio</b>																				
<b>IVL Production (MMT)</b>	5.25	5.80	6.25	7.02	8.73	7.16	9.15	1.76	2.27	2.19	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	0.87	1.08	1.32	1.46	1.65	1.46	1.75	0.35	0.44	0.44	17%	19%	21%	21%	19%	20%	19%	20%	20%	20%
Special Position (West Necessities)	2.36	2.35	2.41	2.94	4.27	3.03	4.64	0.73	1.17	1.09	45%	40%	39%	42%	49%	42%	51%	41%	52%	50%
Cyclical (East Necessities)	2.02	2.38	2.51	2.62	2.81	2.67	2.77	0.69	0.65	0.65	39%	41%	40%	37%	32%	37%	30%	39%	29%	30%
<b>IVL Core EBITDA(THB/t)</b>	2,729	2,530	2,954	3,126	3,135	3,072	3,304	2,722	3,201	3,510	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	4,037	4,831	5,996	7,327	7,958	7,268	8,624	7,126	7,720	9,942	148%	191%	203%	234%	254%	137%	261%	262%	241%	283%
Special Position (West Necessities)	4,073	2,971	3,270	2,867	2,203	2,604	2,316	1,822	2,488	2,426	149%	117%	111%	92%	70%	85%	70%	67%	78%	69%
Cyclical (East Necessities)	533	1,063	1,123	1,054	1,549	1,200	1,455	1,413	1,013	1,004	20%	42%	38%	34%	49%	39%	44%	52%	32%	29%
<b>IVL Core EBITDA (M THB)</b>	14,341	14,683	18,458	21,958	27,366	22,001	30,243	4,804	7,251	7,681	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	3,517	5,215	7,943	10,720	13,158	10,642	15,070	2,477	3,430	4,389	25%	36%	43%	49%	48%	48%	50%	52%	47%	57%
Special Position (West Necessities)	9,612	6,978	7,893	8,427	9,409	7,881	10,740	1,323	2,908	2,654	67%	48%	43%	38%	34%	36%	36%	28%	40%	35%
Cyclical (East Necessities)	1,080	2,526	2,820	2,763	4,347	3,207	4,027	976	661	656	8%	17%	17%	13%	16%	15%	13%	20%	9%	9%
Holding	132	(36)	(198)	48	452	271	407	28	252	(17)	1%	(%)	(1%)	%	2%	1%	1%	1%	3%	(%)
<b>IVL Net Revenue (M THB)</b>	210,729	229,120	243,907	234,698	254,620	238,202	269,106	57,164	65,289	71,650	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	50,086	60,993	83,462	79,552	91,514	80,707	96,027	20,394	23,405	25,696	24%	27%	34%	34%	36%	34%	36%	36%	36%	36%
Special Position (West Necessities)	103,660	103,454	94,665	94,281	108,468	97,521	116,473	23,620	28,775	30,837	49%	45%	39%	40%	43%	41%	43%	41%	44%	43%
Cyclical (East Necessities)	56,983	64,674	65,780	60,865	54,638	59,974	56,607	13,150	13,110	15,119	27%	28%	27%	26%	21%	25%	21%	23%	20%	21%
*Note: Net Revenue by Factory location basis																				
<b>Performance by Regions</b>																				
<b>IVL Production (MMT)</b>	5.25	5.80	6.25	7.02	8.73	7.16	9.15	1.76	2.27	2.19	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	1.69	1.77	1.92	2.15	3.05	2.17	3.36	0.47	0.87	0.79	32%	31%	31%	31%	35%	30%	37%	27%	38%	36%
Europe, Middle East & Africa (EMEA)	1.30	1.40	1.56	1.90	2.46	1.93	2.60	0.49	0.64	0.64	25%	24%	25%	27%	28%	27%	28%	28%	28%	29%
Asia	2.27	2.63	2.77	2.98	3.22	3.06	3.19	0.80	0.76	0.76	43%	45%	44%	42%	37%	43%	35%	45%	33%	35%
<b>IVL Core EBITDA(THB/t)</b>	2,729	2,530	2,954	3,126	3,135	3,072	3,304	2,722	3,201	3,510	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	5,185	4,740	4,944	5,430	4,024	4,958	4,220	3,716	4,330	4,674	190%	187%	167%	174%	128%	161%	128%	136%	135%	133%
Europe, Middle East & Africa (EMEA)	2,553	1,500	2,830	2,269	2,654	2,169	3,011	2,288	2,677	3,830	94%	59%	96%	73%	85%	71%	91%	84%	84%	109%
Asia	943	1,602	1,714	1,997	2,520	2,216	2,448	2,365	2,008	2,058	35%	63%	58%	64%	80%	72%	74%	87%	63%	59%
<b>IVL Core EBITDA (M THB)</b>	14,341	14,683	18,458	21,958	27,366	22,001	30,243	4,804	7,251	7,681	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	8,756	8,404	9,495	11,652	12,272	10,762	14,201	1,762	3,774	3,691	61%	57%	51%	53%	45%	49%	47%	37%	52%	48%
Europe, Middle East & Africa (EMEA)	3,314	2,094	4,413	4,316	6,518	4,186	7,834	1,126	1,707	2,442	23%	14%	24%	20%	24%	19%	26%	23%	24%	32%
Asia	2,139	4,220	4,748	5,941	8,123	6,781	7,800	1,889	1,517	1,566	16%	28%	26%	27%	30%	31%	26%	39%	21%	20%
Holding	132	(36)	(198)	48	452	271	407	28	252	(17)	1%	(%)	(1%)	%	2%	1%	1%	1%	3%	(%)
<b>*IVL Net Revenue (M THB)</b>	210,729	229,120	243,907	234,698	254,620	238,202	269,106	57,164	65,289	71,650	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	91,385	92,031	90,138	86,404	95,788	89,047	102,102	20,913	26,066	27,227	43%	40%	37%	37%	38%	37%	38%	37%	40%	38%
Europe, Middle East & Africa (EMEA)	49,189	58,009	71,787	71,062	81,171	70,803	87,030	17,226	20,398	23,085	23%	25%	29%	30%	32%	30%	32%	30%	31%	32%
Asia	70,155	79,081	81,983	77,232	77,660	78,353	79,975	19,026	18,825	21,340	33%	35%	34%	33%	31%	33%	30%	33%	29%	30%
*Note: Net Revenue by Factory location basis																				
<b>Revenues by major country/region on the basis of deliveries to customers</b>																				
<b>IVL Net Revenue (M THB)</b>	210,729	229,120	243,907	234,698	254,620	238,202	269,106	57,164	65,289	71,650	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Thailand	14,925	16,933	15,053	14,783	14,789	15,239	15,805	3,665	3,541	4,680	7%	7%	6%	6%	6%	6%	6%	6%	5%	7%
Rest of Asia	42,289	43,300	49,781	45,108	49,708	45,670	51,619	11,364	12,139	13,275	20%	19%	20%	19%	20%	19%	19%	20%	19%	19%
North America	84,409	87,515	84,361	83,023	94,552	85,995	101,147	20,676	25,529	27,271	40%	38%	35%	35%	37%	36%	38%	36%	39%	38%
Europe	50,793	58,840	70,658	70,624	77,443	69,664	82,357	17,231	19,331	22,145	24%	26%	29%	30%	30%	29%	31%	30%	30%	31%
Rest of the World	18,313	22,533	24,055	21,160	18,127	21,634	18,178	4,229	4,750	4,280	9%	10%	10%	9%	7%	9%	7%	7%	7%	6%