

Amt in Thai Baht (THB)	2012	2013	2014	2015	2016	LTM 2Q16	LTM 2Q17	2Q16	1Q17	2Q17	2012	2013	2014	2015	2016	LTM 2Q16	LTM 2Q17	2Q16	1Q17	2Q17
Performance by Segments																				
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	7.67	9.06	2.32	2.19	2.22	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2.56	2.90	3.10	3.41	3.80	3.63	3.74	0.99	0.88	0.95	49%	50%	50%	49%	44%	47%	41%	43%	40%	43%
Fibers & Yarns	0.78	0.91	1.15	1.31	1.38	1.36	1.39	0.34	0.34	0.35	15%	16%	18%	19%	16%	18%	15%	15%	16%	16%
West Feedstock	0.72	0.74	0.89	1.16	2.38	1.55	2.77	0.68	0.69	0.62	14%	13%	14%	16%	27%	20%	31%	29%	31%	28%
Asia PTA	1.20	1.26	1.11	1.14	1.17	1.13	1.16	0.31	0.28	0.31	23%	22%	18%	16%	13%	15%	13%	13%	13%	14%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,070	3,388	3,341	3,510	3,684	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2,602	2,507	2,745	2,483	2,660	2,669	2,388	3,105	2,266	2,349	95%	99%	93%	79%	85%	87%	70%	93%	65%	64%
Fibers & Yarns	2,784	3,262	3,503	5,089	5,234	5,451	5,063	5,612	4,680	5,823	102%	129%	119%	163%	167%	178%	149%	168%	133%	158%
West Feedstock	7,419	5,015	6,206	5,094	3,402	3,354	4,741	3,512	5,671	6,082	272%	198%	210%	163%	109%	109%	140%	105%	162%	165%
Asia PTA	62	620	549	742	1,265	983	1,018	1,221	749	505	2%	25%	19%	24%	40%	32%	30%	37%	21%	14%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	23,538	30,682	7,750	7,681	8,189	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	6,647	7,262	8,504	8,477	10,104	9,683	8,925	3,065	1,993	2,229	46%	49%	46%	39%	37%	41%	29%	40%	26%	27%
Fibers & Yarns	2,179	2,967	4,021	6,691	7,246	7,395	7,024	1,934	1,600	2,026	15%	20%	22%	30%	26%	31%	23%	25%	21%	25%
West Feedstock	5,307	3,711	5,520	5,897	8,084	5,209	13,123	2,379	3,896	3,766	37%	25%	30%	27%	30%	22%	43%	31%	51%	46%
Asia PTA	75	780	612	844	1,480	1,110	1,184	379	210	155	1%	5%	3%	4%	5%	5%	4%	5%	3%	2%
Holding	132	(36)	(198)	48	452	141	426	(7)	(17)	13	1%	(0%)	(1%)	%	2%	1%	1%	(0%)	(0%)	%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	254,620	243,707	274,036	66,730	71,650	71,661	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	133,422	146,418	145,121	131,834	134,990	134,991	139,561	35,878	35,818	36,993	63%	64%	59%	56%	53%	55%	51%	54%	50%	52%
Fibers & Yarns	42,236	47,968	70,274	73,219	73,291	75,081	75,244	18,569	20,108	19,199	20%	21%	29%	31%	29%	31%	27%	28%	28%	27%
West Feedstock	26,213	27,188	29,596	32,562	67,982	44,664	86,375	18,477	22,901	21,602	12%	12%	12%	14%	27%	18%	32%	28%	32%	30%
Asia PTA	42,480	43,204	34,881	27,398	25,789	25,379	26,728	6,868	6,825	6,899	20%	19%	14%	12%	10%	10%	10%	10%	10%	10%
Intercompany	(33,622)	(35,656)	(35,964)	(30,315)	(47,432)	(36,407)	(53,871)	(13,062)	(14,002)	(13,033)	(16%)	(16%)	(15%)	(13%)	(19%)	(15%)	(20%)	(20%)	(20%)	(18%)
*Note: Net Revenue by Factory location basis																				
Performance by Portfolio																				
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	7.67	9.06	2.32	2.19	2.22	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	0.87	1.08	1.32	1.46	1.65	1.50	1.75	0.43	0.44	0.44	17%	19%	21%	21%	19%	20%	19%	19%	20%	20%
Special Position (West Necessities)	2.36	2.35	2.41	2.94	4.27	3.43	4.59	1.16	1.09	1.11	45%	40%	39%	42%	49%	45%	51%	50%	50%	50%
Cyclical (East Necessities)	2.02	2.38	2.51	2.62	2.81	2.73	2.71	0.73	0.65	0.68	39%	41%	40%	37%	32%	36%	30%	32%	30%	31%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,070	3,388	3,341	3,510	3,684	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	4,037	4,831	5,996	7,327	7,958	7,759	9,127	8,870	9,942	10,883	148%	191%	203%	234%	254%	253%	269%	265%	283%	295%
Special Position (West Necessities)	4,073	2,971	3,270	2,867	2,203	2,200	2,341	2,138	2,426	2,236	149%	117%	111%	92%	70%	72%	69%	64%	69%	61%
Cyclical (East Necessities)	533	1,063	1,123	1,054	1,549	1,531	1,288	2,009	1,004	1,388	20%	42%	38%	34%	49%	50%	38%	60%	29%	38%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	23,538	30,682	7,750	7,681	8,189	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	3,517	5,215	7,943	10,720	13,158	11,667	16,018	3,810	4,389	4,758	25%	36%	43%	49%	48%	50%	52%	49%	57%	58%
Special Position (West Necessities)	9,612	6,978	7,893	8,427	9,409	7,544	10,745	2,472	2,654	2,477	67%	48%	43%	38%	34%	32%	35%	32%	35%	30%
Cyclical (East Necessities)	1,080	2,526	2,820	2,763	4,347	4,186	3,493	1,475	656	942	8%	17%	17%	13%	16%	18%	11%	19%	9%	11%
Holding	132	(36)	(198)	48	452	141	426	(7)	(17)	13	1%	(0%)	(1%)	%	2%	1%	1%	(0%)	(0%)	%
	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	254,620	243,707	274,036	66,730	71,650	71,661	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	50,086	60,993	83,462	79,552	91,514	84,875	97,675	24,282	25,696	25,714	24%	27%	34%	34%	36%	35%	36%	36%	36%	36%
Special Position (West Necessities)	103,660	103,454	94,665	94,281	108,468	101,365	120,459	27,872	30,837	32,076	49%	45%	39%	40%	43%	42%	44%	42%	43%	45%
Cyclical (East Necessities)	56,983	64,674	65,780	60,865	54,638	57,467	55,902	14,576	15,119	13,871	27%	28%	27%	26%	21%	24%	20%	22%	21%	19%
	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(1)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
*Note: Net Revenue by Factory location basis																				
Performance by Regions																				
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	7.67	9.06	2.32	2.19	2.22	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	1.69	1.77	1.92	2.15	3.05	2.45	3.38	0.82	0.79	0.84	32%	31%	31%	31%	35%	32%	37%	35%	36%	38%
Europe, Middle East & Africa (EMEA)	1.30	1.40	1.56	1.90	2.46	2.09	2.53	0.66	0.64	0.60	25%	24%	25%	27%	28%	27%	28%	29%	29%	27%
Asia	2.27	2.63	2.77	2.98	3.22	3.13	3.14	0.83	0.76	0.79	43%	45%	44%	42%	37%	41%	35%	36%	35%	36%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,070	3,388	3,341	3,510	3,684	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	5,185	4,740	4,944	5,430	4,024	4,331	4,202	3,988	4,674	3,917	190%	187%	167%	174%	128%	141%	124%	119%	133%	106%
Europe, Middle East & Africa (EMEA)	2,553	1,500	2,830	2,269	2,654	2,343	3,468	3,036	3,830	4,975	94%	59%	96%	73%	85%	76%	102%	91%	109%	135%
Asia	943	1,602	1,714	1,997	2,520	2,526	2,312	2,957	2,058	2,444	35%	63%	58%	64%	80%	82%	68%	88%	59%	66%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	23,538	30,682	7,750	7,681	8,189	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	8,756	8,404	9,495	11,652	12,272	10,594	14,204	3,270	3,691	3,273	61%	57%	51%	53%	45%	45%	46%	42%	48%	40%
Europe, Middle East & Africa (EMEA)	3,314	2,094	4,413	4,316	6,518	4,895	8,791	2,017	2,442	2,974	23%	14%	24%	20%	24%	21%	29%	26%	32%	36%
Asia	2,139	4,220	4,748	5,941	8,123	7,908	7,261	2,469	1,566	1,930	16%	28%								