

INDORAMA	10-Nov-2016																	
					2012	2013	2014	2015	LTM 3Q15	LTM 3Q16	3Q15	2Q16	3Q16	2012	2013	2014	2015	LTM 3Q15
Amt in Thai Baht (THB)	2012	2013	2014	2015	LTM 3Q15	LTM 3Q16	3Q15	2Q16	3Q16	2012	2013	2014	2015	LTM 3Q15	LTM 3Q16	3Q15	2Q16	3Q16
Performance by Segments																		
IVL Production (MMT)	5.25	5.80	6.25	7.02	6.77	8.24	1.80	2.32	2.38	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2.56	2.90	3.10	3.41	3.31	3.74	0.88	0.99	0.99	49%	50%	50%	49%	49%	45%	49%	43%	41%
Fibers & Yarns	0.78	0.91	1.15	1.31	1.29	1.38	0.33	0.34	0.35	15%	16%	18%	19%	19%	17%	18%	15%	15%
West Feedstock	0.72	0.74	0.89	1.16	1.05	1.96	0.33	0.68	0.74	14%	13%	14%	16%	16%	24%	18%	29%	31%
Asia PTA	1.20	1.26	1.11	1.14	1.12	1.17	0.27	0.31	0.31	23%	22%	18%	16%	17%	14%	15%	13%	13%
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA(THB/t)	2,728	2,579	3,117	3,178	3,256	3,090	3,381	3,313	3,165	100%	100%	100%	1.00	100%	100%	100%	100%	100%
PET	2,532	2,636	2,994	2,620	2,802	2,705	3,003	3,042	2,547	93%	102%	96%	0.82	86%	88%	89%	92%	80%
Fibers & Yarns	2,853	3,200	3,580	5,076	4,662	5,477	5,109	5,606	5,121	105%	124%	115%	1.60	143%	177%	151%	169%	162%
West Feedstock	7,421	5,002	6,235	5,107	5,714	3,168	4,521	3,514	3,400	272%	194%	200%	1.61	176%	103%	134%	106%	107%
Asia PTA	159	600	674	653	685	1,212	612	1,212	1,750	6%	23%	22%	0.21	21%	39%	18%	37%	55%
IVL Core EBITDA (M THB)	14,333	14,966	19,481	22,322	22,033	25,474	6,091	7,684	7,530	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	6,469	7,636	9,275	8,944	9,284	10,115	2,630	3,003	2,514	45%	51%	48%	40%	42%	40%	43%	39%	33%
Fibers & Yarns	2,233	2,910	4,109	6,675	6,002	7,542	1,694	1,932	1,803	16%	19%	21%	30%	27%	30%	28%	25%	24%
West Feedstock	5,309	3,701	5,545	5,913	5,998	6,214	1,479	2,380	2,500	37%	25%	28%	26%	27%	24%	24%	31%	33%
Asia PTA	191	755	751	743	765	1,414	164	376	534	1%	5%	4%	3%	3%	6%	3%	5%	7%
Holding	132	(36)	(198)	48	(17)	188	124	(7)	179	0	(0)	(0)	0	(0)	0	0	(0)	0
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	231,844	246,809	62,334	66,730	65,436	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	133,422	146,418	145,121	131,834	131,199	133,811	35,209	35,878	34,029	63%	64%	59%	56%	57%	54%	56%	54%	52%
Fibers & Yarns	42,236	47,968	70,274	73,219	72,300	73,932	18,819	18,569	17,671	20%	21%	29%	31%	31%	30%	30%	28%	27%
West Feedstock	26,213	27,188	29,596	32,562	30,367	54,657	10,217	18,477	20,210	12%	12%	12%	14%	13%	22%	16%	28%	31%
Asia PTA	42,480	43,204	34,881	27,398	27,639	25,692	6,277	6,868	6,589	20%	19%	14%	12%	12%	10%	10%	10%	10%
Intercompany	(33,622)	(35,656)	(35,964)	(30,315)	(29,662)	(41,283)	(8,188)	(13,062)	(13,064)	(16%)	(16%)	(15%)	(13%)	(13%)	(17%)	(13%)	(20%)	(20%)
*Note: Net Revenue by Factory location basis																		
Performance by Portfolio																		
IVL Production (MMT)	5.25	5.80	6.25	7.02	6.77	8.24	1.80	2.32	2.38	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	0.87	1.08	1.32	1.46	1.44	1.58	0.36	0.43	0.43	17%	19%	21%	21%	21%	19%	20%	19%	18%
Special Position (West Necessities)	2.36	2.35	2.41	2.94	2.74	3.86	0.79	1.16	1.22	45%	40%	39%	42%	40%	47%	44%	50%	51%
Cyclical (East Necessities)	2.02	2.38	2.51	2.62	2.59	2.81	0.65	0.73	0.73	39%	41%	40%	37%	38%	34%	36%	32%	31%
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
IVL Core EBITDA(THB/t)	2,728	2,579	3,117	3,178	3,256	3,090	3,381	3,313	3,165	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	4,082	4,747	5,888	7,328	6,908	7,895	7,427	8,676	7,886	150%	184%	189%	231%	212%	256%	220%	262%	249%
Special Position (West Necessities)	4,005	3,120	3,544	2,978	3,256	2,138	2,986	2,162	2,206	147%	121%	114%	94%	100%	69%	88%	65%	70%
Cyclical (East Necessities)	590	1,072	1,324	1,069	1,225	1,636	1,440	1,997	1,722	22%	42%	42%	34%	38%	53%	43%	60%	54%
IVL Core EBITDA (M THB)	14,333	14,966	19,481	22,322	22,033	25,474	6,091	7,684	7,530	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	3,556	5,125	7,801	10,721	9,958	12,439	2,674	3,726	3,407	25%	34%	40%	48%	45%	49%	44%	48%	45%
Special Position (West Necessities)	9,451	7,329	8,554	8,752	8,925	8,253	2,350	2,499	2,689	66%	49%	44%	39%	41%	32%	39%	33%	36%
Cyclical (East Necessities)	1,194	2,548	3,324	2,801	3,167	4,594	942	1,465	1,255	8%	17%	17%	13%	57%	38%	15%	19%	17%
Holding	132	(36)	(198)	48	(17)	188	124	(7)	179	0	(0)	(0)	0	(0)	0	0	(0)	0
-	-	-	-	-	-	-	-	-	-	-	-	-	-	(0)	(0)	-	-	-
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	231,844	246,809	62,334	66,730	65,436	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	50,086	60,993	83,462	79,552	79,010	89,271	19,253	24,282	23,432	24%	27%	34%	34%	34%	36%	31%	36%	36%
Special Position (West Necessities)	103,660	103,454	94,665	94,281	91,063	102,349	27,001	27,872	28,201	49%	45%	39%	40%	39%	41%	43%	42%	43%
Cyclical (East Necessities)	56,983	64,674	65,780	60,865	61,771	55,189	16,080	14,576	13,802	27%	28%	27%	26%	27%	22%	26%	22%	21%
*Note: Net Revenue by Factory location basis																		
Performance by Regions																		
IVL Production (MMT)	5.25	5.80	6.25	7.02	6.77	8.24	1.80	2.32	2.38	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	1.69	1.77	1.92	2.15	2.06	2.74	0.59	0.82	0.88	32%	31%	31%	31%	30%	33%	33%	35%	37%
Europe, Middle East & Africa (EMEA)	1.30	1.40	1.56	1.90	1.80	2.29	0.46	0.66	0.66	25%	24%	25%						