

Segment Analysis (THB)

	2012	2013	2014	2015	2016	LTM 3Q16	LTM 3Q17	3Q16	2Q17	3Q17	2012	2013	2014	2015	2016	LTM 3Q16	LTM 3Q17	3Q16	2Q17	3Q17
Performance by Segments																				
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	8.24	9.06	2.38	2.22	2.39	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2.56	2.90	3.10	3.41	3.80	3.74	3.74	0.99	0.95	0.99	49%	50%	50%	49%	44%	45%	41%	41%	43%	41%
Fibers & Yarns	0.78	0.91	1.15	1.31	1.38	1.38	1.36	0.35	0.35	0.33	15%	16%	18%	19%	16%	17%	15%	15%	16%	14%
West Feedstock	0.72	0.74	0.89	1.16	2.38	1.96	2.80	0.74	0.62	0.77	14%	13%	14%	16%	27%	24%	31%	31%	28%	32%
Asia PTA	1.20	1.26	1.11	1.14	1.17	1.17	1.16	0.31	0.31	0.31	23%	22%	18%	16%	13%	14%	13%	13%	14%	13%
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,055	3,629	3,177	3,684	4,094	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2,602	2,507	2,745	2,483	2,660	2,622	2,474	2,533	2,349	2,859	95%	99%	93%	79%	85%	86%	68%	80%	64%	70%
Fibers & Yarns	2,784	3,262	3,503	5,089	5,234	5,447	5,059	5,165	5,823	5,157	102%	129%	119%	163%	167%	178%	139%	163%	158%	126%
West Feedstock	7,419	5,015	6,206	5,094	3,402	3,197	5,580	3,439	6,082	6,553	272%	198%	210%	163%	109%	105%	154%	108%	165%	160%
Asia PTA	62	620	549	742	1,265	1,221	692	1,750	505	518	2%	25%	19%	24%	40%	40%	19%	55%	14%	13%
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	25,188	32,893	7,561	8,189	9,772	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	6,647	7,262	8,504	8,477	10,104	9,804	9,252	2,501	2,229	2,828	46%	49%	46%	39%	37%	39%	28%	33%	27%	29%
Fibers & Yarns	2,179	2,967	4,021	6,691	7,246	7,501	6,889	1,818	2,026	1,683	15%	20%	22%	30%	26%	30%	21%	24%	25%	17%
West Feedstock	5,307	3,711	5,520	5,897	8,084	6,270	15,617	2,529	3,766	5,020	37%	25%	30%	27%	30%	25%	47%	33%	46%	51%
Asia PTA	75	780	612	844	1,480	1,424	805	534	155	158	1%	5%	3%	4%	5%	6%	2%	7%	2%	2%
Holding	132	(36)	(198)	48	452	188	330	179	13	83	1%	(0%)	(1%)	(0%)	2%	1%	1%	2%	%	1%
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	254,620	246,809	281,205	65,436	71,661	72,605	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	133,422	146,418	145,121	131,834	134,990	133,811	142,558	34,029	36,993	37,026	63%	64%	59%	56%	53%	54%	51%	52%	52%	51%
Fibers & Yarns	42,236	47,968	70,274	73,219	73,291	73,932	77,850	17,671	19,199	20,278	20%	21%	29%	31%	29%	30%	28%	27%	27%	28%
West Feedstock	26,213	27,188	29,596	32,562	67,982	54,657	88,827	20,210	21,602	22,662	12%	12%	12%	14%	27%	22%	32%	31%	30%	31%
Asia PTA	42,480	43,204	34,881	27,398	25,789	25,692	26,729	6,589	6,899	6,590	20%	19%	14%	12%	10%	10%	10%	10%	10%	9%
Intercompany	(33,622)	(35,656)	(35,964)	(30,315)	(47,432)	(41,283)	(54,759)	(13,064)	(13,033)	(13,952)	(16%)	(16%)	(15%)	(13%)	(19%)	(17%)	(19%)	(20%)	(18%)	(19%)
*Note: Net Revenue by Factory location basis																				
Performance by Portfolio																				
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	8.24	9.06	2.38	2.22	2.39	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	0.87	1.08	1.32	1.46	1.65	1.58	1.79	0.43	0.44	0.46	17%	19%	21%	21%	19%	19%	20%	18%	20%	19%
Special Position (West Necessities)	2.36	2.35	2.41	2.94	4.27	3.86	4.64	1.22	1.11	1.27	45%	40%	39%	42%	49%	47%	51%	51%	50%	53%
Cyclical (East Necessities)	2.02	2.38	2.51	2.62	2.81	2.81	2.64	0.73	0.68	0.65	39%	41%	40%	37%	32%	34%	29%	31%	31%	27%
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,055	3,629	3,177	3,684	4,094	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	4,037	4,831	5,996	7,327	7,958	7,906	9,876	7,965	10,883	10,932	148%	191%	203%	234%	254%	259%	272%	251%	295%	267%
Special Position (West Necessities)	4,073	2,971	3,270	2,867	2,203	2,069	2,570	2,220	2,236	3,061	149%	117%	111%	92%	70%	68%	71%	70%	61%	75%
Cyclical (East Necessities)	533	1,063	1,123	1,054	1,549	1,622	1,136	1,695	1,388	1,127	20%	42%	38%	34%	49%	53%	31%	53%	38%	28%
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	25,188	32,893	7,561	8,189	9,772	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	3,517	5,215	7,943	10,720	13,158	12,457	17,640	3,441	4,758	5,063	25%	36%	43%	49%	48%	49%	54%	46%	58%	52%
Special Position (West Necessities)	9,612	6,978	7,893	8,427	9,409	7,988	11,930	2,706	2,477	3,891	67%	48%	43%	38%	34%	32%	36%	36%	30%	40%
Cyclical (East Necessities)	1,080	2,526	2,820	2,763	4,347	4,555	2,993	1,235	942	736	8%	17%	17%	13%	16%	18%	9%	16%	11%	8%
Holding	132	(36)	(198)	48	452	188	330	179	13	83	1%	(0%)	(1%)	(0%)	2%	1%	1%	2%	%	1%
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	254,620	246,809	281,205	65,436	71,661	72,605	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	50,086	60,993	83,462	79,552	91,514	88,898	100,774	23,432	25,714	26,374	24%	27%	34%	34%	36%	36%	36%	36%	36%	36%
Special Position (West Necessities)	103,660	103,454	94,665	94,281	108,468	102,722	124,312	28,201	32,076	32,211	49%	45%	39%	40%	43%	42%	44%	43%	45%	44%
Cyclical (East Necessities)	56,983	64,674	65,780	60,865	54,638	55,189	56,119	13,802	13,871	14,019	27%	28%	27%	26%	21%	22%	20%	21%	19%	19%
*Note: Net Revenue by Factory location basis																				
Performance by Regions																				
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	8.24	9.06	2.38	2.22	2.39	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	1.69	1.77	1.92	2.15	3.05	2.74	3.42	0.88	0.84	0.92	32%	31%	31%	31%	35%	33%	38%	37%	38%	39%
Europe, Middle East & Africa (EMEA)	1.30	1.40	1.56	1.90	2.46	2.29	2.58	0.66	0.60	0.70	25%	24%	25%	27%	28%	28%	28%	28%	27%	30%
Asia	2.27	2.63	2.77	2.98	3.22	3.22	3.06	0.83	0.79	0.76	43%	45%	44%	42%	37%	39%	34%	35%	36%	32%
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,055	3,629	3,177	3,684	4,094	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	5,185	4,740	4,944	5,430	4,024	3,982	4,440	3,922	3,917	4,818	190%	187%	167%	174%	128%	130%	122%	123%	106%	118%
Europe, Middle East & Africa (EMEA)	2,553	1,500	2,830	2,269	2,654	2,499	4,130	2,520	4,975	4,998	94%	59%	96%	73%	85%	82%	114%	79%	135%	122%
Asia	943	1,602	1,714	1,997	2,520	2,603	2,196	2,696	2,444	2,265	35%	63%	58%	64%	80%	85%	61%	85%	66%	55%
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	25,188	32,893	7,561	8,189	9,772	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	8,756	8,404	9,495	11,652	12,272	10,905	15,190	3,466	3,273	4,452	61%	57%	51%	53%	45%	43%	46%	46%	40%	46%
Europe, Middle East & Africa (EMEA)	3,314	2,094	4,413	4,316	6,518	5,714	10,642	1,668	2,974	3,519	23%	14%	24%	20%	24%	23%	32%	22%	36%	36%
Asia	2,139	4,220	4,748	5,941	8,123	8,380	6,731	2,248	1,930	1,718	16%	28%	26%	27%	30%	33%	20%	30%	24%	18%
Holding	132	(36)	(198)	48	452	188	330	179	13	83	1%	(0%)	(1%)	(0%)	2%	1%	1%	2%	%	1%
*IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	254,620	246,809	281,205	65,436	71,661	72,605	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	91,385	92,031	90,138	86,404	95,788	90,511	107,646	25,367	27,377	26,978	43%	40%	37%	37%	38%	37%	38%	39%	38%	37%
Europe, Middle East & Africa (EMEA)	49,189	58,009	71,787	71,062	81,171	78,025	93,167	20,837	24,473	25,211	23%	25%	29%	30%	32%	32%	33%	32%	34%	35%
Asia	70,155	79,081	81,983	77,232	77,660	78,273	80,392	19,232	19,811	20,416	33%	35%	34%	33%	31%	32%	29%	29%	28%	28%
*Note: Net Revenue by Factory location basis																				
Revenues by major country/region on the basis of deliveries to customers																				