

INDORAMA	8th May 2017																				
Amt in US Dollar (US\$)	2012	2013	2014	2015	2016	LTM IQ16	LTM IQ17	IQ16	4Q16	IQ17	2012	2013	2014	2015	2016	LTM IQ16	LTM IQ17	IQ16	4Q16	IQ17	
Performance by Segments																					
IVL Production (MMT)	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%	
IVL Core EBITDA(\$/t)	88	82	91	91	89	88	94	76	90	100	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
PET	84	82	85	72	75	73	74	73	67	65	95%	99%	93%	79%	85%	83%	78%	95%	75%	65%	
Fibers & Yarns	90	106	108	148	148	148	142	157	129	133	102%	129%	119%	163%	167%	169%	152%	206%	143%	133%	
West Feedstock	239	163	191	149	96	117	118	29	114	162	272%	198%	210%	163%	109%	133%	126%	38%	126%	162%	
Asia PTA	2	20	17	22	36	25	34	28	29	21	2%	25%	19%	24%	40%	29%	37%	37%	32%	21%	
IVL Core EBITDA (M\$)	461	478	568	640	775	629	859	135	205	219	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
PET	214	236	262	247	286	256	278	66	62	57	46%	49%	46%	39%	37%	41%	32%	49%	30%	26%	
Fibers & Yarns	70	97	124	195	205	202	197	54	45	46	15%	20%	22%	30%	26%	32%	23%	40%	22%	21%	
West Feedstock	171	121	170	172	229	135	333	7	83	111	37%	25%	30%	27%	30%	21%	39%	5%	41%	51%	
Asia PTA	2	25	19	25	42	28	40	8	8	6	1%	5%	3%	4%	5%	5%	5%	6%	4%	3%	
Holding	4	(1)	(6)	1	13	8	12	1	7	(0)	1%	(0)	(1)%	0%	2%	1%	1%	1%	-	(0)%	
*IVL Net Revenue (M\$)	6,779	7,456	7,509	6,845	7,215	6,805	7,652	1,604	1,845	2,041	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
PET	4,292	4,765	4,468	3,845	3,825	3,820	3,938	908	924	1,020	63%	64%	59%	56%	53%	56%	51%	57%	50%	50%	
Fibers & Yarns	1,359	1,561	2,164	2,136	2,077	2,146	2,123	527	516	573	20%	21%	29%	31%	29%	32%	28%	33%	28%	28%	
West Feedstock	843	885	911	950	1,926	984	2,365	214	613	652	12%	12%	12%	14%	27%	14%	31%	13%	33%	32%	
Asia PTA	1,367	1,406	1,074	799	731	756	759	166	181	194	20%	19%	14%	12%	10%	11%	10%	10%	10%	10%	
Intercompany	(1,082)	(1,160)	(1,107)	(884)	(1,344)	(900)	(1,532)	(211)	(389)	(399)	(16)%	(16)%	(15)%	(13)%	(19)%	(13)%	(20)%	(13)%	(21)%	(20)%	
*Note: Net Revenue by Factory location basis																					
Performance by Portfolio																					
IVL Production (MMT)	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%	
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
IVL Core EBITDA(\$/t)	88	82	91	91	89	88	94	76	90	100	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
High Value Add (HVA)	130	157	185	214	225	208	245	200	218	283	148%	191%	203%	234%	254%	236%	261%	262%	241%	283%	
Special Position (West Necessities)	131	97	101	84	62	75	66	51	70	69	149%	117%	111%	92%	70%	85%	70%	67%	78%	69%	
Cyclical (East Necessities)	17	35	35	31	44	34	41	40	29	29	20%	42%	38%	34%	49%	39%	44%	52%	32%	29%	
IVL Core EBITDA (M\$)	461	478	568	640	775	629	859	135	205	219	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
High Value Add (HVA)	113	170	245	313	373	304	428	69	97	125	25%	36%	43%	49%	48%	48%	50%	52%	47%	57%	
Special Position (West Necessities)	309	227	243	246	267	226	305	37	82	76	67%	48%	43%	38%	34%	36%	35%	28%	40%	35%	
Cyclical (East Necessities)	35	82	87	81	123	92	114	27	19	19	8%	17%	15%	13%	16%	15%	13%	20%	9%	9%	
Holding	4	(1)	(6)	1	13	8	12	1	7	(0)	1%	(0)	(1)%	%	2%	1%	1%	1%	3%	(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\$)	6,779	7,456	7,509	6,845	7,215	6,805	7,652	1,604	1,845	2,041	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
High Value Add (HVA)	1,611	1,985	2,570	2,320	2,593	2,303	2,731	572	661	732	24%	27%	34%	34%	36%	34%	36%	36%	36%	36%	
Special Position (West Necessities)	3,335	3,367	2,914	2,750	3,074	2,788	3,312	663	813	878	49%	45%	39%	40%	43%	41%	43%	41%	44%	43%	
Cyclical (East Necessities)	1,833	2,105	2,025	1,775	1,548	1,714	1,610	369	370	431	27%	28%	27%	26%	21%	25%	21%	23%	20%	21%	
*Note: Net Revenue by Factory location basis																					
Performance by Regions																					
IVL Production (MMT)	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	1,559	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%	
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
IVL Core EBITDA(\$/t)	88	82	91	91	89	88	94	76	90	100	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
North America (NA)	167	154	152	158	114	142	120	104	122	133	190%	187%	167%	174%	128%	161%	128%	136%	135%	133%	
Europe, Middle East & Africa (EMEA)	82	49	87	66	75	62	86	64	76	109	94%	59%	96%	73%	85%	70%	91%	84%	84%	109%	
Asia	30	52	53	58	71	63	70	66	57	59	35%	63%	58%	64%	80%	72%	74%	87%	63%	59%	
IVL Core EBITDA (M\$)	461	478	568	640	775	629	859	135	205	219	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
North America (NA)	282	273	292	340	348	308	403	49	107	105	61%	57%	51%	53%	45%	49%	47%	37%	52%	48%	
Europe, Middle East & Africa (EMEA)	107	68	136	126	185	119	223	32	48	70	23%	14%	24%	20%	24%	19%	26%	23%	24%	32%	
Asia	69	137	146	173	230	194	222	53	43	45	15%	29%	26%	27%	30%	31%	26%	39%	21%	20%	
Holding	4	(1)	(6)	1	13	8	12	1	7	(0)	1%	(0)	(1)%	%	2%	1%	1%	1%	3%	(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\$)	6,779	7,456	7,509	6,845	7,215	6,805	7,652	1,604	1,845	2,041	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
North America (NA)	2,940	2,995	2,775	2,520	2,714	2,547	2,903	587	737	776	43%	40%	37%	37%	38%	37%	38%	37%	40%	38%	
Europe, Middle East & Africa (EMEA)	1,582	1,888	2,210	2,073	2,300	2,020	2,474	483	576	658	23%	25%	29%	30%	32%	30%	32%	30%	31%	32%	
Asia	2,257	2,573	2,524	2,253	2,201	2,238	2,275	534	532	608	33%	35%	34%	33%	31%	33%	30%	33%	29%	30%	
*Note: Net Revenue by Factory location basis																					
Revenues by major country/region on the basis of deliveries to customers																					
IVL Net Revenue (M\$)	6,779	7,456	7,509	6,845	7,215	6,805	7,652	1,604	1,845	2,041	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Thailand	480	551	463	431	419	436	450	103	100	133	7%	7%	6%	6%	6%	6%	6%	6%	5%	7%	
Rest of Asia	1,360	1,409	1,533	1,316	1,409	3,812	2,509	319	343	378											