

## Segment Analysis (US\$)

	2012	2013	2014	2015	2016	LTM 3Q16	LTM 3Q17	3Q16	2Q17	3Q17	2012	2013	2014	2015	2016	LTM 3Q16	LTM 3Q17	3Q16	2Q17	3Q17
<b>Performance by Segments</b>																				
<b>IVL Production (MMT)</b>	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%
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	86	105	91	107	122	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	84	82	85	72	75	74	72	73	68	85	95%	99%	93%	79%	85%	86%	68%	80%	64%	70%
Fibers & Yarns	90	106	108	148	148	154	147	148	169	155	102%	129%	119%	163%	167%	179%	139%	163%	158%	127%
West Feedstock	239	163	191	149	96	90	162	98	177	195	272%	198%	210%	163%	109%	104%	154%	108%	165%	160%
Asia PTA	2	20	17	22	36	35	20	50	15	16	2%	25%	19%	24%	40%	40%	19%	55%	14%	13%
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	711	953	217	239	291	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	214	236	262	247	286	277	268	72	65	84	46%	49%	46%	39%	37%	39%	28%	33%	27%	29%
Fibers & Yarns	70	97	124	195	205	212	200	52	59	51	15%	20%	22%	30%	26%	30%	21%	24%	25%	17%
West Feedstock	171	121	170	172	229	177	453	72	110	149	37%	25%	30%	27%	30%	25%	48%	33%	46%	51%
Asia PTA	2	25	19	25	42	40	23	15	5	5	1%	5%	3%	4%	5%	6%	2%	7%	2%	2%
Holding	4	(1)	(6)	1	13	5	9	5	0	2	1%	(0%)	(1%)	0%	2%	1%	1%	2%	%	1%
<b>*IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	6,966	8,148	1,878	2,089	2,174	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	4,292	4,765	4,468	3,845	3,825	3,775	4,131	977	1,078	1,108	63%	64%	59%	56%	53%	54%	51%	52%	52%	51%
Fibers & Yarns	1,359	1,561	2,164	2,136	2,077	2,087	2,256	508	560	607	20%	21%	29%	31%	29%	30%	28%	27%	27%	28%
West Feedstock	843	885	911	950	1,926	1,546	2,573	578	630	678	12%	12%	12%	14%	27%	22%	32%	31%	30%	31%
Asia PTA	1,367	1,406	1,074	799	731	724	774	189	201	198	20%	19%	14%	12%	10%	10%	10%	10%	10%	9%
Intercompany	(1,082)	(1,160)	(1,107)	(884)	(1,344)	(1,167)	(1,586)	(374)	(380)	(417)	(16%)	(16%)	(15%)	(13%)	(19%)	(17%)	(19%)	(20%)	(18%)	(19%)
*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	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%
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	86	105	91	107	122	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	130	157	185	214	225	223	287	228	317	327	148%	191%	203%	234%	254%	259%	272%	251%	295%	268%
Special Position (West Necessities)	131	97	101	84	62	58	74	64	65	91	149%	117%	111%	92%	70%	67%	71%	70%	61%	74%
Cyclical (East Necessities)	17	35	35	31	44	46	33	49	40	34	20%	42%	38%	34%	49%	53%	31%	53%	38%	28%
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	711	953	217	239	291	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	113	170	245	313	373	352	512	98.70	139	151	25%	36%	43%	49%	48%	50%	54%	46%	58%	52%
Special Position (West Necessities)	309	227	243	246	267	225	346	77.41	72	116	67%	48%	43%	38%	34%	32%	36%	36%	30%	40%
Cyclical (East Necessities)	35	82	87	81	123	129	87	35.48	27	22	8%	17%	15%	13%	16%	18%	9%	16%	11%	8%
Holding	4	(1)	(6)	1	13	5	9	5.08	0	2	1%	(0%)	(1%)	%	2%	1%	1%	2%	%	1%
<b>*IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	6,966	8,148	1,878	2,089	2,174	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	1,611	1,985	2,570	2,320	2,593	2,512	2,920	673	749	789	24%	27%	34%	34%	36%	36%	36%	36%	36%	36%
Special Position (West Necessities)	3,335	3,367	2,914	2,750	3,074	2,899	3,602	809	934	964	49%	45%	39%	40%	43%	42%	44%	43%	45%	44%
Cyclical (East Necessities)	1,833	2,105	2,025	1,775	1,548	1,555	1,626	396	405	420	27%	28%	27%	26%	21%	22%	20%	21%	19%	19%
*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	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	1.559	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%
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	86	105	91	107	122	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	167	154	152	158	114	112	129	112	114	143	190%	187%	167%	174%	128%	130%	122%	123%	107%	118%
Europe, Middle East & Africa (EMEA)	82	49	87	66	75	71	120	72	145	149	94%	59%	96%	73%	85%	82%	114%	79%	135%	122%
Asia	30	52	53	58	71	74	64	77	71	68	35%	63%	58%	64%	80%	85%	60%	85%	66%	56%
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	711	953	217	239	291	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	282	273	292	340	348	307	440	99	96	133	61%	57%	51%	53%	45%	43%	46%	46%	40%	46%
Europe, Middle East & Africa (EMEA)	107	68	136	126	185	161	309	48	86	105	23%	14%	24%	20%	24%	23%	32%	22%	36%	36%
Asia	69	137	146	173	230	237	195	65	56	51	15%	29%	26%	27%	30%	33%	20%	30%	24%	18%
Holding	4	(1)	(6)	1	13	5	9	5	0	2	1%	(0%)	(1%)	%	2%	1%	1%	2%	%	1%
<b>*IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	6,966	8,148	1,878	2,089	2,174	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North America (NA)	2,940	2,995	2,775	2,520	2,714	2,554	3,118	727	798	808	43%	40%	37%	37%	38%	37%	38%	39%	38%	37%
Europe, Middle East & Africa (EMEA)	1,582	1,888	2,210	2,073	2,300	2,202	2,701	598	713	754	23%	25%	29%	30%	32%	32%	33%	32%	34%	35%
Asia	2,257	2,573	2,524	2,253	2,201	2,209	2,329	552	578	612	33%	35%	34%	33%	31%	32%	29%	29%	28%	28%
*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\$)</b>	6,779	7,456	7,509	6,845	7,215	6,966	8,148	1,878	2,089	2,174	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Thailand	480	551	463	431	419	428	493	104	130	130	7%	7%	6%	6%	6%	6%	6%	6%	6%	6%
Rest of Asia	1,360	1,409	1,533	1,316	1,409	1,365	1,480	380	361	397	20%	19%	20%	19%	20%	20%	18%	20%	17%	18%
North America	2,715	2,848	2,597	2,421	2,679	2,531	3,074	718	790	786	40%	38%	35%	35%	37%	36%	38%	38%	38%	36%
Europe	1,634	1,915	2,175	2,060	2,194	2,118	2,579	564	681	721	24%	26%	29%							