

## Segment Analysis (US\$)

	2012	2013	2014	2015	2016	2017	4Q16	1Q17	2Q17	3Q17	4Q17
<b>Performance by Segments</b>											
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	9.10	2.27	2.19	2.22	2.39	2.31
PET	2.56	2.90	3.10	3.41	3.80	3.73	0.92	0.88	0.95	0.99	0.92
Fibers & Yarns	0.78	0.91	1.15	1.31	1.38	1.37	0.35	0.34	0.35	0.33	0.35
West Feedstock	0.72	0.74	0.89	1.16	2.38	2.80	0.73	0.69	0.62	0.77	0.72
Asia PTA	1.20	1.26	1.11	1.14	1.17	1.20	0.27	0.28	0.31	0.31	0.31
	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	110	90	100	107	122	111
PET	84	82	85	72	75	79	67	65	68	85	99
Fibers & Yarns	90	106	108	148	148	152	129	133	169	155	150
West Feedstock	239	163	191	149	96	173	114	162	177	195	157
Asia PTA	2	20	17	22	36	15	29	21	15	16	8
	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	1,004	205	219	239	291	256
PET	214	236	262	247	286	296	62	57	65	84	91
Fibers & Yarns	70	97	124	195	205	208	45	46	59	51	53
West Feedstock	171	121	170	172	229	484	83	111	110	149	113
Asia PTA	2	25	19	25	42	18	8	6	5	5	2
Holding	4	(1)	(6)	1	13	(2)	7	(0)	0	2	(4)
	-	-	-	-	-	-	-	-	-	-	-
<b>*IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	8,438	1,845	2,041	2,089	2,174	2,135
PET	4,292	4,765	4,468	3,845	3,825	4,295	924	1,020	1,078	1,108	1,089
Fibers & Yarns	1,359	1,561	2,164	2,136	2,077	2,389	516	573	560	607	650
West Feedstock	843	885	911	950	1,926	2,597	613	652	630	678	636
Asia PTA	1,367	1,406	1,074	799	731	810	181	194	201	198	217
Intercompany	(1,082)	(1,160)	(1,107)	(884)	(1,344)	(1,653)	(389)	(399)	(380)	(417)	(456)
*Note: Net Revenue by Factory location basis	-	-	-	-	-	-	-	-	-	-	-
<b>Performance by Portfolio</b>											
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	9.10	2.27	2.19	2.22	2.39	2.31
High Value Add (HVA)	0.87	1.08	1.32	1.46	1.65	1.79	0.44	0.44	0.44	0.46	0.45
Special Position (West Necessities)	2.36	2.35	2.41	2.94	4.27	4.67	1.17	1.09	1.11	1.27	1.20
Cyclical (East Necessities)	2.02	2.38	2.51	2.62	2.81	2.64	0.65	0.65	0.68	0.65	0.66
	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	110	90	100	107	122	111
High Value Add (HVA)	130	157	185	214	225	299	218	283	317	327	270
Special Position (West Necessities)	131	97	101	84	62	80	70	69	65	91	93
Cyclical (East Necessities)	17	35	35	31	44	36	29	29	40	34	41
	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	1,004	205	219	239	291	256
High Value Add (HVA)	113	170	245	313	373	536	97	125	139	151	121
Special Position (West Necessities)	309	227	243	246	267	375	82	76	72	116	112
Cyclical (East Necessities)	35	82	87	81	123	95	19	19	27	22	27
Holding	4	(1)	(6)	1	13	(2)	7	(0)	0	2	(4)
	0	(0)	(0)	(0)	(0)	(0)	(0)	(0)	0	0	(0)
<b>*IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	8,438	1,845	2,041	2,089	2,174	2,135
High Value Add (HVA)	1,611	1,985	2,570	2,320	2,593	3,069	661	732	749	789	798
Special Position (West Necessities)	3,335	3,367	2,914	2,750	3,074	3,673	813	878	934	964	896
Cyclical (East Necessities)	1,833	2,105	2,025	1,775	1,548	1,696	370	431	405	420	441
*Note: Net Revenue by Factory location basis	(0)	(0)	0	(0)	(0)	(0)	(0)	(0)	0	(0)	0
<b>Performance by Regions</b>											
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	9.10	2.27	2.19	2.22	2.39	2.31
North America (NA)	1.69	1.77	1.92	2.15	3.05	3.41	0.87	0.79	0.84	0.92	0.86
Europe, Middle East & Africa (EMEA)	1.30	1.40	1.559	1.90	2.46	2.62	0.64	0.64	0.60	0.70	0.68
Asia	2.27	2.63	2.77	2.98	3.22	3.07	0.76	0.76	0.79	0.76	0.77
	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	110	90	100	107	122	111
North America (NA)	167	154	152	158	114	130	122	133	114	143	129
Europe, Middle East & Africa (EMEA)	82	49	87	66	75	134	76	109	145	149	131
Asia	30	52	53	58	71	69	57	59	71	68	78
	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	1,004	205	219	239	291	256
North America (NA)	282	273	292	340	348	445	107	105	96	133	112
Europe, Middle East & Africa (EMEA)	107	68	136	126	185	350	48	70	86	105	89
Asia	69	137	146	173	230	212	43	45	56	51	59
Holding	4	(1)	(6)	1	13	(2)	7	(0)	0	2	(4)
	0	(0)	(0)	(0)	(0)	(0)	(0)	(0)	0	(0)	0
<b>*IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	8,438	1,845	2,041	2,089	2,174	2,135
North America (NA)	2,940	2,995	2,775	2,520	2,714	3,163	737	776	798	808	782
Europe, Middle East & Africa (EMEA)	1,582	1,888	2,210	2,073	2,300	2,840	576	658	713	754	716
Asia	2,257	2,573	2,524	2,253	2,201	2,434	532	608	578	612	637
*Note: Net Revenue by Factory location basis	(0)	(0)	0	(0)	(0)	(0)	(0)	(0)	0	(0)	0
<b>Revenues by major country/region on the basis of deliveries to customers</b>											
IVL Net Revenue (M\$)	6,779	7,456	7,509	6,845	7,215	8,438	1,845	2,041	2,089	2,174	2,135
Thailand	480	551	463	431	419	525	100	133	130	130	132
Rest of Asia	1,360	1,409	1,533	1,316	1,409	1,548	343	378	361	397	411
North America	2,715	2,848	2,597	2,421	2,679	3,111	722	777	790	786	758
Europe	1,634	1,915	2,175	2,060	2,194	2,713	546	631	681	721	681
Rest of the World	589	733	741	617	514	540	134	122	127	139	153