

Segment Analysis (THB)

| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | LTM 1Q17 | LTM 1Q18 | 1Q17 | 4Q17 | 1Q18 |
|---------------------------------------------------------------------------------|----------|----------|----------|----------|----------|----------|-------------|-------------|----------|----------|----------|
| Performance by Segments | | | | | | | | | | | |
| IVL Production (MMT) | 5.25 | 5.80 | 6.25 | 7.02 | 8.73 | 9.10 | 9.15 | 9.24 | 2.19 | 2.31 | 2.33 |
| PET | 2.56 | 2.90 | 3.10 | 3.41 | 3.80 | 3.73 | 3.78 | 3.80 | 0.88 | 0.92 | 0.95 |
| Fibers & Yarns | 0.78 | 0.91 | 1.15 | 1.31 | 1.38 | 1.37 | 1.38 | 1.39 | 0.34 | 0.35 | 0.36 |
| West Feedstock | 0.72 | 0.74 | 0.89 | 1.16 | 2.38 | 2.80 | 2.83 | 2.83 | 0.69 | 0.72 | 0.72 |
| Asia PTA | 1.20 | 1.26 | 1.11 | 1.14 | 1.17 | 1.20 | 1.17 | 1.22 | 0.28 | 0.31 | 0.30 |
| | - | - | - | - | - | - | - | - | - | - | - |
| IVL Core EBITDA(THB/t) | 2,729 | 2,530 | 2,954 | 3,126 | 3,135 | 3,743 | 3,304 | 3,970 | 3,510 | 3,659 | 4,425 |
| PET | 2,602 | 2,507 | 2,745 | 2,483 | 2,660 | 2,695 | 2,585 | 3,086 | 2,266 | 3,286 | 3,869 |
| Fibers & Yarns | 2,784 | 3,262 | 3,503 | 5,089 | 5,234 | 5,157 | 5,008 | 5,179 | 4,680 | 4,963 | 4,792 |
| West Feedstock | 7,419 | 5,015 | 6,206 | 5,094 | 3,402 | 5,870 | 4,153 | 6,082 | 5,671 | 5,155 | 6,514 |
| Asia PTA | 62 | 620 | 549 | 742 | 1,265 | 498 | 1,206 | 388 | 749 | 246 | 283 |
| | - | - | - | - | - | - | - | - | - | - | - |
| IVL Core EBITDA (M THB) | 14,341 | 14,683 | 18,458 | 21,958 | 27,366 | 34,077 | 30,243 | 36,686 | 7,681 | 8,435 | 10,290 |
| PET | 6,647 | 7,262 | 8,504 | 8,477 | 10,104 | 10,061 | 9,760 | 11,731 | 1,993 | 3,011 | 3,662 |
| Fibers & Yarns | 2,179 | 2,967 | 4,021 | 6,691 | 7,246 | 7,064 | 6,931 | 7,201 | 1,600 | 1,755 | 1,737 |
| West Feedstock | 5,307 | 3,711 | 5,520 | 5,897 | 8,084 | 16,411 | 11,738 | 17,187 | 3,896 | 3,730 | 4,672 |
| Asia PTA | 75 | 780 | 612 | 844 | 1,480 | 599 | 1,407 | 475 | 210 | 77 | 85 |
| Holding | 132 | (36) | (198) | 48 | 452 | (58) | 407 | 93 | (17) | (137) | 134 |
| | - | - | - | - | - | - | - | - | - | - | - |
| IVL Net Revenue (M THB) | 210,729 | 229,120 | 243,907 | 234,698 | 254,620 | 286,332 | 269,106 | 290,825 | 71,650 | 70,417 | 76,143 |
| PET | 133,422 | 146,418 | 145,121 | 131,834 | 134,990 | 145,760 | 138,446 | 148,677 | 35,818 | 35,924 | 38,734 |
| Fibers & Yarns | 42,236 | 47,968 | 70,274 | 73,219 | 73,291 | 81,065 | 74,613 | 83,887 | 20,108 | 21,481 | 22,929 |
| West Feedstock | 26,213 | 27,188 | 29,596 | 32,562 | 67,982 | 88,114 | 83,261 | 88,093 | 22,901 | 20,948 | 22,895 |
| Asia PTA | 42,480 | 43,204 | 34,881 | 27,398 | 25,789 | 27,484 | 26,686 | 27,968 | 6,825 | 7,169 | 7,296 |
| Intercompany | (33,622) | (35,656) | (35,964) | (30,315) | (47,432) | (56,091) | (53,900) | (57,800) | (14,002) | (15,104) | (15,711) |
| *Note: Net Revenue by Factory location basis | | | | | | | | | | | |
| Performance by Portfolio | | | | | | | | | | | |
| IVL Production (MMT) | 5.25 | 5.80 | 6.25 | 7.02 | 8.73 | 9.10 | 9.15 | 9.24 | 2.19 | 2.31 | 2.33 |
| High Value Add (HVA) | 0.87 | 1.08 | 1.32 | 1.46 | 1.65 | 1.79 | 1.75 | 1.83 | 0.44 | 0.45 | 0.48 |
| Special Position (West Necessities) | 2.36 | 2.35 | 2.41 | 2.94 | 4.27 | 4.67 | 4.64 | 4.74 | 1.09 | 1.20 | 1.16 |
| Cyclical (East Necessities) | 2.02 | 2.38 | 2.51 | 2.62 | 2.8 | 2.6 | 2.8 | 2.67 | 0.65 | 0.66 | 0.68 |
| | - | - | - | - | - | - | - | - | - | - | - |
| IVL Core EBITDA(THB/t) | 2,729 | 2,530 | 2,954 | 3,126 | 3,135 | 3,743 | 3,304 | 3,970 | 3,510 | 3,659 | 4,425 |
| High Value Add (HVA) | 4,037 | 4,831 | 5,996 | 7,327 | 7,958 | 10,154 | 8,624 | 9,804 | 9,942 | 8,847 | 8,632 |
| Special Position (West Necessities) | 4,073 | 2,971 | 3,270 | 2,867 | 2,203 | 2,727 | 2,316 | 3,152 | 2,426 | 3,099 | 4,180 |
| Cyclical (East Necessities) | 533 | 1,063 | 1,123 | 1,054 | 1,549 | 1,222 | 1,455 | 1,390 | 1,004 | 1,359 | 1,674 |
| | - | - | - | - | - | - | - | - | - | - | - |
| IVL Core EBITDA (M THB) | 14,341 | 14,683 | 18,458 | 21,958 | 27,366 | 34,077 | 30,243 | 36,686 | 7,681 | 8,435 | 10,290 |
| High Value Add (HVA) | 3,517 | 5,215 | 7,943 | 10,720 | 13,158 | 18,171 | 15,070 | 17,944 | 4,389 | 3,962 | 4,161 |
| Special Position (West Necessities) | 9,612 | 6,978 | 7,893 | 8,427 | 9,409 | 12,736 | 10,740 | 14,935 | 2,654 | 3,715 | 4,852 |
| Cyclical (East Necessities) | 1,080 | 2,526 | 2,820 | 2,763 | 4,347 | 3,228 | 4,027 | 3,715 | 656 | 895 | 1,142 |
| Holding | 132 | (36) | (198) | 48 | 452 | (58) | 407 | 93 | (17) | (137) | 134 |
| | 0 | (0) | 0 | (0) | (0) | (0) | (0) | 0 | (0) | (0) | 0 |
| IVL Net Revenue (M THB) | 210,729 | 229,120 | 243,907 | 234,698 | 254,620 | 286,332 | 269,106 | 290,825 | 71,650 | 70,417 | 76,143 |
| High Value Add (HVA) | 50,086 | 60,993 | 83,462 | 79,552 | 91,514 | 104,142 | 96,027 | 106,565 | 25,696 | 26,358 | 28,119 |
| Special Position (West Necessities) | 103,660 | 103,454 | 94,665 | 94,281 | 108,468 | 124,634 | 116,472 | 126,411 | 30,835 | 29,512 | 32,612 |
| Cyclical (East Necessities) | 56,983 | 64,674 | 65,780 | 60,865 | 54,638 | 57,556 | 56,607 | 57,849 | 15,119 | 14,546 | 15,413 |
| *Note: Net Revenue by Factory location basis | | | | | | | | | | | |
| | (0) | (0) | 0 | (0) | 0 | (0) | (0) | (0) | 0 | 0 | 0 |
| Performance by Regions | | | | | | | | | | | |
| IVL Production (MMT) | 5.25 | 5.80 | 6.25 | 7.02 | 8.73 | 9.10 | 9.15 | 9.24 | 2.19 | 2.31 | 2.33 |
| North America (NA) | 1.69 | 1.77 | 1.92 | 2.15 | 3.05 | 3.41 | 3.36 | 3.46 | 0.79 | 0.86 | 0.83 |
| Europe, Middle East & Africa (EMEA) | 1.30 | 1.40 | 1.56 | 1.90 | 2.46 | 2.62 | 2.60 | 2.68 | 0.64 | 0.68 | 0.70 |
| Asia | 2.27 | 2.63 | 2.77 | 2.98 | 3.22 | 3.07 | 3.19 | 3.11 | 0.76 | 0.77 | 0.79 |
| | - | - | - | - | - | - | - | - | - | - | - |
| IVL Core EBITDA(THB/t) | 2,729 | 2,530 | 2,954 | 3,126 | 3,135 | 3,743 | 3,304 | 3,970 | 3,510 | 3,659 | 4,425 |
| North America (NA) | 5,185 | 4,740 | 4,944 | 5,430 | 4,024 | 4,424 | 4,220 | 4,766 | 4,674 | 4,265 | 6,078 |
| Europe, Middle East & Africa (EMEA) | 2,553 | 1,500 | 2,830 | 2,269 | 2,654 | 4,532 | 3,011 | 4,643 | 3,830 | 4,318 | 4,316 |
| Asia | 943 | 1,602 | 1,714 | 1,997 | 2,520 | 2,336 | 2,448 | 2,477 | 2,058 | 2,570 | 2,620 |
| | - | - | - | - | - | - | - | - | - | - | - |
| IVL Core EBITDA (M THB) | 14,341 | 14,683 | 18,458 | 21,958 | 27,366 | 34,077 | 30,243 | 36,686 | 7,681 | 8,435 | 10,290 |
| North America (NA) | 8,756 | 8,404 | 9,495 | 11,652 | 12,272 | 15,093 | 14,201 | 16,467 | 3,691 | 3,677 | 5,065 |
| Europe, Middle East & Africa (EMEA) | 3,314 | 2,094 | 4,413 | 4,316 | 6,518 | 11,861 | 7,834 | 12,428 | 2,442 | 2,927 | 3,008 |
| Asia | 2,139 | 4,220 | 4,748 | 5,941 | 8,123 | 7,181 | 7,800 | 7,698 | 1,566 | 1,968 | 2,083 |
| Holding | 132 | (36) | (198) | 48 | 452 | (58) | 407 | 93 | (17) | (137) | 134 |
| | 0 | (0) | 0 | (0) | (0) | (0) | (0) | 0 | (0) | (0) | 0 |
| *IVL Net Revenue (M THB) | 210,729 | 229,120 | 243,907 | 234,698 | 254,620 | 286,332 | 269,106 | 290,825 | 71,650 | 70,417 | 76,143 |
| North America (NA) | 91,385 | 92,031 | 90,138 | 86,404 | 95,788 | 107,348 | 102,101 | 107,831 | 27,226 | 25,768 | 27,708 |
| Europe, Middle East & Africa (EMEA) | 49,189 | 58,009 | 71,787 | 71,062 | 81,171 | 96,381 | 87,030 | 99,987 | 23,085 | 23,612 | 26,691 |
| Asia | 70,155 | 79,081 | 81,983 | 77,232 | 77,660 | 82,603 | 79,975 | 83,007 | 21,340 | 21,036 | 21,744 |
| *Note: Net Revenue by Factory location basis | | | | | | | | | | | |
| | (0) | (0) | 0 | (0) | 0 | (0) | (0) | (0) | 0 | 0 | 0 |
| Revenues by major country/region on the basis of deliveries to customers | | | | | | | | | | | |
| IVL Net Revenue (M THB) | 210,729 | 229,120 | 243,907 | 234,698 | 254,620 | 286,332 | 269,106 | 290,825 | 71,650 | 70,417 | 76,143 |
| Thailand | 14,925 | 16,933 | 15,053 | 14,783 | 14,789 | 17,823 | 15,805 | 18,155 | 4,680 | 4,351 | 5,012 |
| Rest of Asia | 42,289 | 43,300 | 49,781 | 45,108 | 49,708 | 52,536 | 51,619 | 53,645 | 13,275 | 13,597 | 14,384 |
| North America | 84,409 | 87,515 | 84,361 | 83,023 | 94,552 | 105,568 | 101,147 | 105,584 | 27,271 | 24,967 | 27,287 |
| Europe | 50,793 | 58,840 | 70,658 | 70,624 | 77,443 | 92,075 | 82,357 | 94,952 | 22,145 | 22,444 | 25,022 |
| Rest of the World | 18,313 | 22,533 | 24,055 | 21,160 | 18,127 | 18,331 | 18,178 | 18,489 | 4,280 | 5,057 | 4,438 |