

Segment Analysis (THB)

	2012	2013	2014	2015	2016	2017	LTM 2Q17	LTM 2Q18	2Q17	1Q18	2Q18	2012	2013	2014	2015	2016	2017	LTM 2Q17	LTM 2Q18	2Q17	1Q18	2Q18
Performance by Segments																						
IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	9.10	9.06	9.56	2.22	2.33	2.55	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2.56	2.90	3.10	3.41	3.80	3.73	3.74	3.92	0.95	0.95	1.07	49%	50%	50%	49%	44%	41%	41%	41%	43%	41%	42%
Fibers & Yarns	0.78	0.91	1.15	1.31	1.38	1.37	1.39	1.42	0.35	0.36	0.38	15%	16%	18%	19%	16%	15%	15%	15%	16%	16%	15%
West Feedstock	0.72	0.74	0.89	1.16	2.38	2.80	2.77	2.98	0.62	0.72	0.78	14%	13%	14%	16%	27%	31%	31%	31%	28%	31%	30%
Asia PTA	1.20	1.26	1.11	1.14	1.17	1.20	1.16	1.24	0.31	0.30	0.33	23%	22%	18%	16%	13%	13%	13%	13%	14%	13%	13%
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,743	3,388	4,276	3,684	4,425	4,868	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	2,602	2,507	2,745	2,483	2,660	2,695	2,388	3,888	2,349	3,869	5,375	95%	99%	93%	79%	85%	72%	70%	91%	64%	87%	110%
Fibers & Yarns	2,784	3,262	3,503	5,089	5,234	5,157	5,063	4,941	5,823	4,792	4,878	102%	129%	119%	163%	167%	138%	149%	116%	158%	108%	100%
West Feedstock	7,419	5,015	6,206	5,094	3,402	5,870	4,741	5,896	6,082	6,514	5,367	272%	198%	210%	163%	109%	157%	140%	138%	165%	147%	110%
Asia PTA	62	620	549	742	1,265	498	1,018	718	505	283	1,749	2%	25%	19%	24%	40%	13%	30%	17%	14%	6%	36%
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	34,077	30,682	40,891	8,189	10,290	12,394	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	6,647	7,262	8,504	8,477	10,104	10,061	8,925	15,233	2,229	3,662	5,732	46%	49%	46%	39%	37%	30%	29%	37%	27%	36%	46%
Fibers & Yarns	2,179	2,967	4,021	6,691	7,246	7,064	7,024	7,012	2,026	1,737	1,837	15%	20%	22%	30%	26%	21%	23%	17%	25%	17%	15%
West Feedstock	5,307	3,711	5,520	5,897	8,084	16,411	13,123	17,582	3,766	4,672	4,161	37%	25%	30%	27%	30%	48%	43%	43%	46%	45%	34%
Asia PTA	75	780	612	844	1,480	599	1,184	893	155	85	574	1%	5%	3%	4%	5%	2%	4%	2%	2%	1%	5%
Holding	132	(36)	(198)	48	452	(58)	426	171	13	134	91	1%	(0%)	(1%)	%	2%	(0%)	1%	0%	%	1%	1%
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	254,620	286,332	274,036	302,755	71,661	76,143	83,591	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
PET	133,422	146,418	145,121	131,834	134,990	145,760	139,561	157,518	36,993	38,734	45,834	63%	64%	59%	56%	53%	51%	51%	52%	52%	51%	55%
Fibers & Yarns	42,236	47,968	70,274	73,219	73,291	81,065	75,244	87,476	19,199	22,929	22,789	20%	21%	29%	31%	29%	28%	27%	29%	27%	30%	27%
West Feedstock	26,213	27,188	29,596	32,562	67,982	88,114	86,375	91,729	21,602	22,895	25,223	12%	12%	12%	14%	27%	31%	32%	30%	30%	30%	30%
Asia PTA	42,480	43,204	34,881	27,398	25,789	27,484	26,728	29,358	6,899	7,296	8,303	20%	19%	14%	12%	10%	10%	10%	10%	10%	10%	10%
Intercompany	(33,622)	(35,656)	(35,964)	(30,315)	(47,432)	(56,091)	(53,871)	(63,326)	(13,033)	(15,711)	(18,559)	(16)%	(16)%	(15)%	(13)%	(19)%	(20)%	(20)%	(20)%	(18)%	(21)%	(22)%
*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	9.06	9.56	2.22	2.33	2.55	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	0.87	1.08	1.32	1.46	1.65	1.79	1.75	1.90	0.44	0.48	0.51	17%	19%	21%	21%	19%	20%	19%	20%	20%	21%	20%
Special Position (West Necessities)	2.36	2.35	2.41	2.94	4.27	4.67	4.59	4.94	1.11	1.16	1.31	45%	40%	39%	42%	49%	51%	51%	52%	50%	50%	52%
Cyclical (East Necessities)	2.02	2.38	2.51	2.62	2.8	2.6	2.7	2.7	0.68	0.68	0.72	39%	41%	40%	37%	32%	29%	30%	28%	31%	29%	28%
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,743	3,388	4,276	3,684	4,425	4,868	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	4,037	4,831	5,996	7,327	7,958	10,154	9,127	9,204	10,883	8,632	8,489	148%	191%	203%	234%	254%	271%	269%	215%	295%	195%	174%
Special Position (West Necessities)	4,073	2,971	3,270	2,867	2,203	2,727	2,341	3,656	2,236	4,180	4,276	149%	117%	111%	92%	70%	73%	69%	85%	61%	94%	88%
Cyclical (East Necessities)	533	1,063	1,123	1,054	1,549	1,222	1,288	1,886	1,388	1,674	3,251	20%	42%	38%	34%	49%	33%	38%	44%	38%	38%	67%
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	34,077	30,682	40,891	8,189	10,290	12,394	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	3,517	5,215	7,943	10,720	13,158	18,171	16,018	17,530	4,758	4,161	4,344	25%	36%	43%	49%	48%	53%	52%	43%	58%	40%	35%
Special Position (West Necessities)	9,612	6,978	7,893	8,427	9,409	12,736	10,745	18,067	2,477	4,852	5,609	67%	48%	43%	38%	34%	37%	35%	44%	30%	47%	45%
Cyclical (East Necessities)	1,080	2,526	2,820	2,763	4,347	3,228	3,493	5,124	942	1,142	2,351	8%	17%	17%	13%	16%	9%	11%	13%	11%	11%	19%
Holding	132	(36)	(198)	48	452	(58)	426	171	13	134	91	1%	(0%)	(1%)	%	2%	(0%)	1%	0%	%	1%	1%
IVL Net Revenue (M THB)	210,729	229,120	243,907	234,698	254,620	286,332	274,036	302,755	71,661	76,143	83,591	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
High Value Add (HVA)	50,086	60,993	83,462	79,552	90,725	104,142	97,675	111,101	25,714	28,119	30,250	24%	27%	34%	34%	36%	36%	36%	37%	36%	37%	36%
Special Position (West Necessities)	103,660	103,454	94,665	94,281	109,256	124,634	120,459	131,052	32,076	32,612	36,716	49%	45%	39%	40%	43%	44%	44%	43%	45%	43%	44%
Cyclical (East Necessities)	56,983	64,674	65,780	60,865	54,638	57,556	55,902	60,603	13,871	15,413	16,624	27%	28%	27%	26%	21%	20%	20%	20%	19%	20%	20%
*Note: Net Revenue by Factory location basis																						

Performance by Regions

IVL Production (MMT)	5.25	5.80	6.25	7.02	8.73	9.10	9.06	9.56	2.22	2.33	2.55	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
America	1.69	1.77	1.92	2.15	3.05	3.41	3.38	3.56	0.84	0.83	0.94	32%	31%	31%	31%	35%	37%	37%	37%	38%	36%	37%
Europe, Middle East & Africa (EMEA)	1.30	1.40	1.56	1.90	2.46	2.62	2.53	2.84	0.60	0.70	0.76	25%	24%	25%	27%	28%	29%	28%	30%	27%	30%	30%
Asia	2.27	2.63	2.77	2.98	3.22	3.07	3.14	3.16	0.79	0.79	0.85	43%	45%	44%	42%	37%	34%	35%	33%	36%	34%	33%
IVL Core EBITDA(THB/t)	2,729	2,530	2,954	3,126	3,135	3,743	3,388	4,276	3,684	4,425	4,868	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
America	5,185	4,740	4,944	5,430	4,024	4,424	4,202	5,187	3,917	6,078	5,608	190%	187%	167%	174%	128%	118%	124%	121%	106%	137%	115%
Europe, Middle East & Africa (EMEA)	2,553	1,500	2,830	2,269	2,654	4,532	3,468	4,558	4,975	4,316	4,584	94%	59%	96%	73%	85%	121%	102%	107%	135%	98%	94%
Asia	943	1,602	1,714	1,997	2,520	2,336	2,312	2,944	2,444	2,620	4,196	35%	63%	58%	64%	80%	62%	68%	69%	66%	59%	86%
IVL Core EBITDA (M THB)	14,341	14,683	18,458	21,958	27,366	34,077	30,682	40,891	8,189	10,290	12,394	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
America	8,756	8,404	9,495	11,652	12,272	15,093	14,204	18,449	3,273	5,065	5,255	61%	57%	51%	53%	45%	44%	46%	45%	40%	49%	42%
Europe, Middle East & Africa (EMEA)	3,314	2,094	4,413	4,316	6,518	11,861	8,791	12,953	2,974	3,008	3,500	23%	14%	24%	20%	24%	35%	29%	32%	36%	29%	28%
Asia	2,139	4,220	4,748	5,941	8,123	7,181	7,261	9,318	1,930	2,083	3,549	16%	28%	26%	27%	30%	21%	24%	23%	24%	20%	29%
Holding	132	(36)	(198)	48	452	(58)	426	171	13	134	91	1%	0%	(1%)	(0%)	%	2%	(0%)	1%	0%	%	1%
	0	(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 THB)	210,729	229,120	243,907	234,698	254,620	286,332	274,036	302,755	71,661	76,143	83,591	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
America	91,385	92,031	90,138	86,404	95,788	107,348	106,035	112,294	27,377	27,708	31,840	43%	40%	37%	37%	38%	37%	39%	37%	38%	36%	38%
Europe, Middle East & Africa (EMEA)	49,189	58,009	71,787	71,062	81,171	96,381	88,793	103,706	24,473	26,691	28,192	23%	25%	29%	30%	32%	34%	32%	34%	34%	35%	34%
Asia	70,155	79,081	81,983	77,232	77,660	82,603	79,208	86,756	19,811	21,744	23,559	33%	35%	34%	33%	31%	29%	29%	29%	28%	29%	28%
*Note: Net Revenue by Factory location basis	(0)	(0)	(0)	0	0	(0)	(0)	(0)	(0)	(0)	0	(0)	(0)	0	(0)	0	(0)	(0)	(0)	0	0	0