

## Segment Analysis (US\$)

	2012	2013	2014	2015	2016	2017	LTM 3Q17	LTM 3Q18	3Q17	4Q17	1Q18	2Q18	3Q18
<b>Performance by Segments</b>													
<b>IVL Production (MMT)</b>	5.25	5.80	6.25	7.02	8.73	9.10	9.06	9.91	2.39	2.31	2.33	2.55	2.73
PET	2.56	2.90	3.10	3.41	3.80	3.73	3.74	4.09	0.99	0.92	0.95	1.07	1.16
Fibers & Yarns	0.78	0.91	1.15	1.31	1.38	1.37	1.36	1.50	0.33	0.35	0.36	0.38	0.41
West Feedstock	0.72	0.74	0.89	1.16	2.38	2.80	2.80	3.08	0.77	0.72	0.72	0.78	0.86
Asia PTA	1.20	1.26	1.11	1.14	1.17	1.20	1.16	1.24	0.31	0.31	0.30	0.33	0.30
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	110	105	139	122	111	140	153	150
PET	84	82	85	72	75	79	72	138	85	99	123	169	154
Fibers & Yarns	90	106	108	148	148	152	147	147	155	150	152	153	136
West Feedstock	239	163	191	149	96	173	162	176	195	157	207	168	174
Asia PTA	2	20	17	22	36	15	20	41	16	8	9	55	92
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	1,004	953	1,379	291	256	326	388	409
PET	214	236	262	247	286	296	268	565	84	91	116	180	179
Fibers & Yarns	70	97	124	195	205	208	200	221	51	53	55	58	55
West Feedstock	171	121	170	172	229	484	453	542	149	113	148	130	150
Asia PTA	2	25	19	25	42	18	23	51	5	2	3	18	28
Holding	4	(1)	(6)	1	13	(2)	9	0	2	(4)	4	3	(3)
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>*IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	8,438	8,148	10,088	2,174	2,135	2,414	2,618	2,920
PET	4,292	4,765	4,468	3,845	3,825	4,295	4,131	5,293	1,108	1,089	1,228	1,436	1,540
Fibers & Yarns	1,359	1,561	2,164	2,136	2,077	2,389	2,256	2,884	607	650	727	713	794
West Feedstock	843	885	911	950	1,926	2,597	2,573	3,109	678	636	726	790	958
Asia PTA	1,367	1,406	1,074	799	731	810	774	1,014	198	217	231	260	306
Intercompany	(1,082)	(1,160)	(1,107)	(884)	(1,344)	(1,653)	(1,586)	(2,213)	(417)	(456)	(498)	(582)	(677)
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>*Note: Net Revenue by Factory location basis</b>													

## Performance by Portfolio

<b>IVL Production (MMT)</b>	5.25	5.80	6.25	7.02	8.73	9.10	9.06	9.91	2.39	2.31	2.33	2.55	2.73
High Value Add (HVA)	0.87	1.08	1.32	1.46	1.65	1.79	1.79	1.99	0.46	0.45	0.48	0.51	0.55
Special Position (West Necessities)	2.36	2.35	2.41	2.94	4.27	4.67	4.64	5.16	1.27	1.20	1.16	1.31	1.49
Cyclical (East Necessities)	2.02	2.38	2.51	2.62	2.81	2.64	2.64	2.76	0.65	0.66	0.68	0.72	0.69
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	110	105	139	122	111	140	153	150
High Value Add (HVA)	130	157	185	214	225	299	287	261	327	270	274	266	240
Special Position (West Necessities)	131	97	101	84	62	80	74	125	91	93	133	134	137
Cyclical (East Necessities)	17	35	35	31	44	36	33	77	34	41	53	102	109
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	1,004	953	1,379	291	256	326	388	409
High Value Add (HVA)	113	170	245	313	373	536	512	521	151	121	132	136	132
Special Position (West Necessities)	309	227	243	246	267	375	346	645	116	112	154	176	204
Cyclical (East Necessities)	35	82	87	81	123	95	87	213	22	27	36	74	76
Holding	4	(1)	(6)	1	13	(2)	9	0	2	(4)	4	3	(3)
	0	(0)	(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	8,148	10,088	2,174	2,135	2,414	2,618	2,920
High Value Add (HVA)	1,611	1,985	2,570	2,320	2,571	3,069	2,920	3,625	789	798	891	947	987
Special Position (West Necessities)	3,335	3,367	2,914	2,750	3,096	3,673	3,602	4,492	964	896	1,034	1,150	1,412
Cyclical (East Necessities)	1,833	2,105	2,025	1,775	1,548	1,696	1,626	1,971	420	441	489	521	521
	(0)	(0)	0	(0)	(0)	(0)	(0)	0	(0)	0	0	(0)	0
<b>*Note: Net Revenue by Factory location basis</b>													

## Performance by Regions

<b>IVL Production (MMT)</b>	5.25	5.80	6.25	7.02	8.73	9.10	9.06	9.91	2.39	2.31	2.33	2.55	2.73
America	1.69	1.77	1.92	2.15	3.05	3.41	3.42	3.67	0.92	0.86	0.83	0.94	1.03
Europe, Middle East & Africa (EMEA)	1.30	1.40	1.559	1.90	2.46	2.62	2.58	3.00	0.70	0.68	0.70	0.76	0.86
Asia	2.27	2.63	2.77	2.98	3.22	3.07	3.06	3.24	0.76	0.77	0.79	0.85	0.83
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA(\$/t)</b>	88	82	91	91	89	110	105	139	122	111	140	153	150
America	167	154	152	158	114	130	129	175	143	129	193	176	198
Europe, Middle East & Africa (EMEA)	82	49	87	66	75	134	120	129	149	131	137	144	109
Asia	30	52	53	58	71	69	64	108	68	78	83	132	136
	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>IVL Core EBITDA (M\$)</b>	461	478	568	640	775	1,004	953	1,379	291	256	326	388	409
America	282	273	292	340	348	445	440	641	133	112	161	165	204
Europe, Middle East & Africa (EMEA)	107	68	136	126	185	350	309	388	105	89	95	110	94
Asia	69	137	146	173	230	212	195	350	51	59	66	111	113
Holding	4	(1)	(6)	1	13	(2)	9	0	2	(4)	4	3	(3)
	0	(0)	(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	8,148	10,088	2,174	2,135	2,414	2,618	2,920
America	2,940	2,995	2,775	2,520	2,714	3,163	3,118	3,860	808	782	878	998	1,202
Europe, Middle East & Africa (EMEA)	1,582	1,888	2,210	2,073	2,300	2,840	2,701	3,404	754	716	846	883	959
Asia	2,257	2,573	2,524	2,253	2,201	2,434	2,329	2,824	612	637	689	738	759
	(0)	(0)	0	(0)	(0)	(0)	(0)	0	(0)	0	0	(0)	0
<b>*Note: Net Revenue by Factory location basis</b>													

## Revenues by major country/region on the basis of deliveries to customers

<b>IVL Net Revenue (M\$)</b>	6,779	7,456	7,509	6,845	7,215	8,438	8,148	10,088	2,174	2,135	2,414	2,618	2,920
Thailand	480	551	463	431	419	525	493	611	130	132	159	162	158
Rest of Asia	1,360	1,409	1,533	1,316	1,409	1,548	1,480	1,948	397	411	456	511	569
North America	2,715	2,848	2,597	2,421	2,679	3,111	3,074	3,663	786	758	865	939	1,102
Europe	1,634	1,915	2,175	2,060	2,194	2,713	2,579	3,044	721	681	793	819	751
Rest of the World	589	733	741	617	514	540	522	822	139	153	141	187	341