

## Segment Analysis (US\$)

	2014	2015	2016	2017	2018	1Q18	2Q18	3Q18	4Q18
<b>Performance by Segments</b>									
<b>IVL Operating Rate (%)</b>	85%	86%	86%	88%	88%	87%	92%	87%	86%
PET	85%	84%	84%	88%	88%	87%	92%	89%	84%
Fibers & Yarns	85%	90%	88%	88%	93%	95%	97%	93%	89%
West Feedstock	96%	90%	88%	87%	85%	84%	88%	82%	86%
Asia PTA	81%	83%	85%	88%	91%	88%	96%	86%	92%
<b>IVL Effective Capacity (MMT)</b>	7.31	8.20	10.18	10.38	11.85	2.66	2.77	3.15	3.27
PET	3.65	4.08	4.52	4.24	4.86	1.09	1.16	1.31	1.30
Fibers & Yarns	1.35	1.46	1.57	1.56	1.66	0.38	0.39	0.44	0.45
West Feedstock	0.93	1.28	2.71	3.20	3.83	0.85	0.88	1.05	1.05
Asia PTA	1.38	1.38	1.37	1.37	1.50	0.34	0.34	0.35	0.47
<b>IVL Production (MMT)</b>	6.25	7.02	8.73	9.10	10.42	2.33	2.55	2.73	2.82
PET	3.10	3.41	3.80	3.73	4.27	0.95	1.07	1.16	1.09
Fibers & Yarns	1.15	1.31	1.38	1.37	1.55	0.36	0.38	0.41	0.40
West Feedstock	0.89	1.16	2.38	2.80	3.25	0.72	0.78	0.86	0.90
Asia PTA	1.11	1.14	1.17	1.20	1.36	0.30	0.33	0.30	0.43
<b>IVL Core EBITDA(\$t)</b>	91	91	89	110	138	140	153	150	113
PET	85	72	75	79	138	123	169	154	103
Fibers & Yarns	108	148	148	152	155	152	153	136	181
West Feedstock	191	149	96	173	166	207	168	174	125
Asia PTA	17	22	36	15	53	9	55	92	56
<b>IVL Core EBITDA (M\$)</b>	568	640	775	1,004	1,441	326	388	409	318
PET	262	247	286	296	588	116	180	179	113
Fibers & Yarns	124	195	205	208	240	55	58	55	72
West Feedstock	170	172	229	484	541	148	130	150	112
Asia PTA	19	25	42	18	72	3	18	28	24
Holding	(6)	1	13	(2)	1	4	3	(3)	(3)
<b>*IVL Net Revenue (M\$)</b>	7,509	6,845	7,215	8,438	10,741	2,414	2,618	2,920	2,788
PET	4,468	3,845	3,825	4,295	5,644	1,228	1,436	1,540	1,440
Fibers & Yarns	2,164	2,136	2,077	2,389	3,069	727	713	794	835
West Feedstock	911	950	1,926	2,597	3,354	726	790	958	880
Asia PTA	1,074	799	731	810	1,203	231	260	306	406
Intercompany	(1,107)	(884)	(1,344)	(1,653)	(2,529)	(498)	(582)	(677)	(773)
*Note: Net Revenue by Factory location basis									

## Performance by Portfolio

<b>IVL Production (MMT)</b>	6.25	7.02	8.73	9.10	10.42	2.33	2.55	2.73	2.82
High Value Add (HVA)	1.32	1.46	1.65	1.79	2.09	0.48	0.51	0.55	0.55
Special Position (West Necessities)	2.41	2.94	4.27	4.67	5.41	1.16	1.31	1.49	1.46
Cyclical (East Necessities)	2.51	2.62	2.81	2.64	2.91	0.68	0.72	0.69	0.82
<b>IVL Core EBITDA(\$t)</b>	91	91	89	110	138	140	153	150	113
High Value Add (HVA)	185	214	225	299	254	274	266	240	241
Special Position (West Necessities)	101	84	62	80	122	133	134	137	89
Cyclical (East Necessities)	35	31	44	36	85	53	102	109	74
<b>IVL Core EBITDA (M\$)</b>	568	640	775	1,004	1,441	326	388	409	318
High Value Add (HVA)	245	313	373	536	552	132	136	132	132
Special Position (West Necessities)	243	246	267	375	662	154	176	204	129
Cyclical (East Necessities)	87	81	123	95	246	36	74	76	61
Holding	(6)	1	13	(2)	1	4	3	(3)	(3)
<b>*IVL Net Revenue (M\$)</b>	7,509	6,845	7,215	8,438	10,741	2,414	2,618	2,920	2,788
High Value Add (HVA)	2,570	2,320	2,571	3,069	3,824	888	943	982	1,010
Special Position (West Necessities)	2,914	2,750	3,096	3,673	4,760	1,032	1,148	1,409	1,172
Cyclical (East Necessities)	2,025	1,775	1,548	1,696	2,157	494	528	529	606
*Note: Net Revenue by Factory location basis									

## Performance by Regions

<b>IVL Production (MMT)</b>	6.25	7.02	8.73	9.10	10.42	2.33	2.55	2.73	2.82
America	1.92	2.15	3.05	3.41	3.74	0.83	0.94	1.03	0.94
Europe, Middle East & Africa (EMEA)	1.559	1.90	2.46	2.62	3.27	0.70	0.76	0.86	0.94
Asia	2.77	2.98	3.22	3.07	3.41	0.79	0.85	0.83	0.94
<b>IVL Core EBITDA(\$t)</b>	91	91	89	110	138	140	153	150	113
America	152	158	114	130	193	193	176	198	207
Europe, Middle East & Africa (EMEA)	87	66	75	134	100	137	144	109	30
Asia	53	58	71	69	114	83	132	136	105
<b>IVL Core EBITDA (M\$)</b>	568	640	775	1,004	1,441	326	388	409	318
America	292	340	348	445	724	161	165	204	194
Europe, Middle East & Africa (EMEA)	136	126	185	350	328	95	110	94	28
Asia	146	173	230	212	389	66	111	113	99
Holding	(6)	1	13	(2)	1	4	3	(3)	(3)
<b>*IVL Net Revenue (M\$)</b>	7,509	6,845	7,215	8,438	10,741	2,414	2,618	2,920	2,788
America	2,775	2,520	2,714	3,163	4,188	875	993	1,197	1,123
Europe, Middle East & Africa (EMEA)	2,210	2,073	2,300	2,840	3,502	844	880	956	821
Asia	2,524	2,253	2,201	2,434	3,050	695	745	767	844
*Note: Net Revenue by Factory location basis									

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

<b>IVL Net Revenue (M\$)</b>	7,509	6,845	7,215	8,438	10,741	2,414	2,618	2,920	2,788
Thailand	463	431	419	525	643	159	162	158	164
Rest of Asia	1,533	1,316	1,409	1,548	2,078	456	511	569	542
North America	2,597	2,421	2,679	3,111	3,862	865	939	1,102	957
Europe	2,175	2,060	2,194	2,713	3,119	793	819	751	755
Rest of the World	741	617	514	540	1,039	141	187	341	370

## Performance by 5 Segments

<b>IVL Operating Rate (%)</b>	85%	86%	86%	88%	88%	87%	92%	87%	86%
Integrated PET (PET + PTA + Px + Recycling)	86%	86%	88%	89%	88%	87%	93%	86%	86%
Olefins (IVOL + IVOG)	102%	87%	74%	87%	94%	99%	94%	86%	96%
Specialty Chemicals (NDC, IPA, Specialty PET)	71%	81%	73%	74%	85%	81%	83%	90%	84%
Packaging	82%	72%	65%	66%	61%	56%	61%	59%	65%
Fibers	83%	89%	88%	88%	94%	96%	97%	95%	88%
<b>IVL Effective Capacity (MMT)</b>	7.31	8.20	10.18	10.38	11.85	2.66	2.77	3.15	3.27
Integrated PET (PET + PTA + Px + Recycling)	4.95	5.86	7.51	7.65	8.89	1.96	2.06	2.39	2.48
Olefins (IVOL + IVOG)	0.55	0.55	0.55	0.55	0.55	0.14	0.14	0.14	0.14
Specialty Chemicals (NDC, IPA, Specialty PET)	0.60	0.47	0.69	0.72	0.76	0.19	0.19	0.19	0.19
Packaging	0.09	0.11	0.14	0.18	0.27	0.06	0.06	0.07	0.07
Fibers	1.12	1.21	1.30	1.28	1.38	0.31	0.32	0.36	0.38
<b>IVL Production (MMT)</b>	6.25	7.02	8.73	9.10	10.42	2.33	2.55	2.73	2.82
Integrated PET (PET + PTA + Px + Recycling)	4.26	5.01	6.59	6.84	7.80	1.70	1.91	2.05	2.14
Olefins (IVOL + IVOG)	0.56	0.48	0.41	0.48	0.52	0.13	0.13	0.12	0.13
Specialty Chemicals (NDC, IPA, Specialty PET)	0.42	0.38	0.50	0.54	0.65	0.15	0.16	0.17	0.16
Packaging	0.07	0.08	0.09	0.12	0.16	0.04	0.04	0.04	0.05
Fibers	0.93	1.08	1.15	1.12	1.29	0.30	0.31	0.34	0.33
<b>IVL Core EBITDA(\$t)</b>	91	91	89	110	138	140	153	150	113
Integrated PET (PET + PTA + Px + Recycling)	60	55	58	61	101	83	116	125	80
Olefins (IVOL + IVOG)	262	273	160	303	450	545	440	433	380
Specialty Chemicals (NDC, IPA, Specialty PET)	91	118	217	427	245	318	281	251	137
Packaging	360	305	318	308	294	297	338	277	270
Fibers	114	154	154	161	164	161	158	143	193
<b>IVL Core EBITDA (M\$)</b>	568	640	775	1,004	1,441	326	388	409	318
Integrated PET (PET + PTA + Px + Recycling)	256	274	384	414	791	142	222	256	171
Olefins (IVOL + IVOG)	147	130	65	145	252	73	57	52	50
Specialty Chemicals (NDC, IPA, Specialty PET)	39	44	108	229	158	48	44	44	22
Packaging	26	24	29	37	48	11	13	11	13
Fibers	106	166	176	181	211	49	49	49	64
Holding	(6)	1	13	(2)	1	4	3	(3)	(3)
<b>*IVL Net Revenue (M\$)</b>	7,509	6,845	7,215	8,438	10,741	2,414	2,618	2,920	2,788
Integrated PET (PET + PTA + Px + Recycling)	4,727	4,331	4,656	5,366	6,996	1,516	1,721	2,027	1,732
Olefins (IVOL + IVOG)	607	410	311	422	452	124	112	109	107
Specialty Chemicals (NDC, IPA, Specialty PET)	686	527	704	910	1,044	255	282	278	229
Packaging	159	149	154	182	249	52	60	60	78
Fibers	1,870	1,864	1,822	2,112	2,747	646	634	714	753
Intercompany	(540)	(435)	(433)	(554)	(746)	(178)	(190)	(268)	(110)