## **UNITED STATES**

## SECURITIES AND EXCHANGE COMMISSION Washington, D. C. 20549

FORM 8-K

## **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): January 26, 2015

## ASHLAND INC.

(Exact name of registrant as specified in its charter)

Kentucky (State or other jurisdiction of incorporation)

1-32532

(Commission File Number)

20-0865835 (I.R.S. Employer Identification No.)

50 E. RiverCenter Boulevard
P.O. Box 391
Covington, Kentucky 41012-0391
Registrant's telephone number, including area code (859) 815-3333

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

[]	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[]	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[]	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[]	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## **Item 2.02.** Results of Operations and Financial Condition

On January 26, 2015, Ashland Inc. ("Ashland") announced preliminary first quarter results, which are discussed in more detail in the news release (the "News Release") attached to this Current Report on Form 8-K ("Form 8-K") as Exhibit 99.1, which is incorporated by reference into this Item 2.02.

## Item 7.01. Regulation FD Disclosure

On January 26, 2015, Ashland will make available the News Release, a slide presentation and prepared remarks on the "Investor Center" section of Ashland's website located at http://investor.ashland.com. A copy of the slide presentation and the prepared remarks are attached to this Form 8-K as Exhibits 99.2 and 99.3, respectively, and are incorporated herein solely for purposes of this Item 7.01 disclosure.

## Item 9.01. Financial Statements and Exhibits

- (d) Exhibits
- 99.1 News Release dated January 26, 2015.
- 99.2 Slide Presentation dated January 26, 2015.
- 99.3 Prepared Remarks dated January 26, 2015.

In connection with the disclosure set forth in Item 2.02 and 7.01, the information in this Form 8-K, including the exhibits attached hereto, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of such section. The information in this Form 8-K, including the exhibits, shall not be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, regardless of any incorporation by reference language in any such filing. This Form 8-K will not be deemed an admission as to the materiality of any information in this Form 8-K that is required to be disclosed solely by Regulation FD.

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ASHLAND INC.

(Registrant)

January 26, 2015

/s/ J. Kevin Willis

J. Kevin Willis Senior Vice President and Chief Financial Officer

## **EXHIBIT INDEX**

- 99.1 News Release dated January 26, 2015.
- 99.2 Slide Presentation dated January 26, 2015.
- 99.3 Prepared Remarks dated January 26, 2015.

## News Release



January 26, 2015

## Ashland Inc. reports preliminary financial results for first quarter of fiscal 2015

- Earnings from continuing operations total \$0.57 per diluted share
- Adjusted earnings from continuing operations grow 30 percent, to \$1.46 per diluted share
- Adjusted EBITDA rose 11 percent, to \$262 million
- Annualized cost savings from global restructuring reach approximately \$175 million run rate

COVINGTON, Ky. – Ashland Inc. (NYSE: ASH), a global leader in specialty chemical solutions for consumer and industrial markets, today announced preliminary<sup>(1)</sup> financial results for the fiscal first quarter ended December 31, 2014.

## **Quarterly Highlights**

(in millions except per-share amounts)	(	Quarter Er	nded D	ec. 31
		2014		2013
Operating income	\$	169	\$	143
Key items*		8		
Adjusted operating income*	\$	177	\$	143
Adjusted EBITDA*	\$	262	\$	236
Diluted earnings per share (EPS)				
From net income	\$	0.46	\$	1.40
From continuing operations	\$	0.57	\$	1.12
Key items*		0.89		
Adjusted EPS from continuing operations*	\$	1.46	\$	1.12
Cash flows provided by operating activities from continuing operations	\$	50	\$	18
Free cash flow*		7		(27)
* See Tables 5, 6 and 7 for Ashland definitions and U.S. GA reconciliations.	AP			

Ashland reported earnings from continuing operations of \$40 million, or \$0.57 per diluted share, on sales of nearly \$1.4 billion. These results included three key items that together reduced income from continuing operations by approximately \$62 million, net of tax, or \$0.89 per diluted share. The largest of these three items was an after-tax charge

of \$57 million, or \$0.82 per share, for a loss on the sale of Ashland's elastomers division, which was sold during the quarter. Excluding the three key items, Ashland's adjusted income from continuing operations was \$102 million, or \$1.46 per diluted share. (Please refer to Table 5 of the accompanying financial statements for details of key items.)

For the year-ago quarter, Ashland reported income from continuing operations of \$88 million, or \$1.12 per diluted share, on sales of more than \$1.4 billion. There were no key items in the year-ago quarter.

For the remainder of this news release, financial results have been adjusted to exclude the effect of key items in the current quarter. On this basis, Ashland's results as compared to the year-ago quarter were as follows:

- Sales fell 3 percent, largely as a result of foreign exchange rates and divestitures;
- Operating income grew 24 percent to \$177 million;
- Earnings before interest, taxes, depreciation and amortization (EBITDA) increased 11 percent to \$262 million; and
- EBITDA as a percent of sales increased 230 basis points to 18.8 percent.

"In the first quarter of fiscal 2015, the Ashland team delivered strong results by executing the company's well-defined strategy with discipline," said William A. Wulfsohn, Ashland's new chairman and chief executive officer. "The strongest growth in the quarter came from many of Ashland's higher-margin products, which are delivering innovative solutions to help our customers grow their businesses. In addition, cost reduction and mix management efforts helped drive significantly higher EBITDA earnings and margins versus the same period last year. Ashland Specialty Ingredients reported continued growth of its unique and differentiated personal care and adhesives product lines, with currency-adjusted sales rising 10 percent and 5 percent, respectively. Ashland Performance Materials succeeded in upgrading mix as sales of the unique Derakane™ vinyl ester resin helped composites sales grow 8 percent after adjusting for currency. At Valvoline, continued growth in premium-brand sales, Valvoline Instant Oil Change<sup>SM</sup> store expansion and lower raw-material costs helped drive record profits for the first quarter. At the same time, we are beginning to see significant improvements in Ashland's cost structure as the global restructuring led to a roughly \$19 million reduction in selling, general and administrative (SG&A) expenses versus a year ago."

He added: "The Ashland team continued to critically assess its portfolio of assets and take action, as demonstrated by the divestiture of the elastomers division in early December. This sale, which enhanced Ashland's cash position, was consistent with the company's strategy of divesting lower-margin, non-core assets so that we can focus on higher-growth, higher-margin segments. Equally important, Ashland continued to return cash to shareholders through the existing stock repurchase program. I fully support the company's current strategy and firmly believe it will continue to create long-term shareholder value."

## **Business Segment Performance**

To aid understanding of Ashland's ongoing business performance, the results of Ashland's business segments are described below on an adjusted basis and EBITDA, or adjusted EBITDA, is reconciled to operating income in Table 7 of this news release.

Within Specialty Ingredients, improved product mix and strong cost discipline drove higher earnings and margins, despite the negative sales impact from foreign currency and softness in European construction and North American energy markets. EBITDA rose 7 percent, to \$119 million, while EBITDA margin increased 210 basis points, to 21.2 percent. Savings from the global restructuring program contributed to a 5 percent decline in SG&A expenses. Overall sales declined 3 percent, to \$561 million, largely due to currency headwinds and the company's previously announced decision to exit the powder guar business. Within consumer, Ashland's personal-care sales grew a currency-adjusted 10 percent amid improved demand for Ashland's innovative oral, skin and hair care applications that uniquely benefit our customers. In addition, pharmaceutical excipients reported another quarter of solid growth. On the industrial side, sales fell 6 percent due to weakness in the European construction market and reduced demand for products sold into the U.S. energy market as a result of falling crude oil prices. However, adhesives posted another good quarter, with sales increasing 5 percent from prior year. In addition, we continue to see strong demand within the coatings market, although capacity constraints within our hydroxyethylcellulose (HEC) production facilities have limited our growth. To help meet that growing demand, Ashland recently completed the first phase of an expansion of HEC capacity in Nanjing, China, with new volume to be available beginning later this quarter.

Good composites volumes and lower input costs contributed to a strong quarter for Performance Materials, with EBITDA growing 27 percent, to \$42 million, and EBITDA margin gaining 340 basis points, to 12.4 percent. Excluding the elastomers division, which was sold to Lion Copolymer Holdings LLC during the quarter, volumes grew 3 percent, driven by strong composites results across all regions. Sales declined 7 percent, to \$338 million, as a result of the elastomers divestiture, currency and lower butanediol pricing within intermediates and solvents (I&S). Adjusting for these factors, sales grew 3 percent. We continued to see good composites growth in both North America and Asia. While mining and building and construction markets remain sluggish on a global basis, we continue to experience good growth in the automotive, heavy truck, and recreational marine markets in North America. In China, demand is growing for pollution control systems such as Ashland's unique Derakane vinyl ester resin, as the Chinese government moves to address emissions from coal-fired power plants. Separately, I&S sales declined 14 percent from prior year on lower volumes, softer butanediol pricing and currency headwinds.

Valvoline continued its strong performance as improved mix and lower raw-material costs led to improved profitability and margins for the first quarter. EBITDA rose 11 percent, to \$92 million, and EBITDA as a percent of sales was 18.7 percent, an increase of 160 basis points versus the prior year. Overall sales rose 1 percent, to \$492 million, despite lower international sales resulting from distributor destocking and general softness in the heavy-duty market. Valvoline's performance was driven by continued strength across the Do-It-For-Me (DIFM) channel and Valvoline Instant Oil Change, as well as a number of successful promotions in the Do-It-Yourself (DIY) channel. Within the DIFM channel, Valvoline's non-captive installer line of business posted the second consecutive quarter of mid-single-digit percentage sales growth over the prior year. Valvoline Instant Oil Change logged nearly 5 percent growth in same-store sales at company-owned sites. The quick-lube brand also added 29 stores across the network over the past year, contributing to a 7 percent overall increase in oil changes compared to a year ago. Volume within Valvoline's international channel declined 3 percent and sales fell 8 percent from the prior year. Adjusting for currency, international sales were

down 2 percent. Overall mix continued to improve, with premium-branded lubricant sales volume increasing to 38.4 percent, a 260-basis-point increase from prior year.

Ashland's adjusted effective tax rate for the December 2014 quarter was 25 percent, or 100 basis points higher than the top end of our previous guidance due to changes in geographic income mix. Ashland's businesses reported stronger results in higher taxrate regions, primarily the United States. We expect this trend to continue for the balance of the fiscal year. As a result, Ashland now expects its effective tax rate for fiscal 2015 to be in the range of 24-26 percent.

## **Progress on Global Restructuring and Share Repurchase Programs**

Ashland's global restructuring program, which is targeting \$200 million in cost savings as part of a broad-based plan to improve the company's competitive position, is on track to be largely complete by the end of the second quarter of fiscal 2015. At the end of December, Ashland had achieved approximately \$175 million in annualized run-rate savings.

The company repurchased \$127 million of Ashland stock during the first quarter, completing the previously announced 10b5-1 share repurchase program launched last August. In total, Ashland has invested nearly \$1.1 billion in stock repurchases over the past nine months. The company has approximately \$270 million remaining under its current \$1.35 billion share repurchase authorization. Ashland plans to use that remaining authorization to initiate a \$270 million accelerated stock repurchase (ASR) program as soon as practicable.

## **Looking Ahead**

Wulfsohn, who formally joined Ashland in early January, said he is impressed with what he has seen in the organization in his first month.

"Since joining the team in January, I have had an intensive and productive on-boarding. I have had the opportunity to comprehensively review the company's strategy and business plans. Ashland has a strong team which is executing its plans with discipline. Going forward, the businesses will remain focused on driving value-added innovation to help our customers succeed. That, combined with our focus on improving sales mix and reducing costs, should help drive revenue and margin growth. In addition, we will continue to actively manage our asset portfolio and balance sheet in order to best position the company for value creation. The planned ASR is consistent with that approach, as we believe Ashland's stock remains undervalued and the repurchase represents the best use of cash at this time. Prior to the completion of the existing ASR, we will actively evaluate opportunities to generate new value for our shareholders. At this time, we believe the best current option is through further share repurchases," he said.

"Our aim remains the same: to position Ashland as the top specialty chemical company in the world. The team's performance in the first quarter moved us closer to our goal," Wulfsohn said.

## **Conference Call Webcast**

Ashland will host a live webcast of its first-quarter conference call with securities analysts at 10 a.m. EST Tuesday, January 27, 2015. The webcast and supporting materials will be accessible through Ashland's website at http://investor.ashland.com.

Following the live event, an archived version of the webcast and supporting materials will be available for 12 months.

## **Use of Non-GAAP Measures**

This news release includes certain non-GAAP (Generally Accepted Accounting Principles) measures. Such measurements are not prepared in accordance with GAAP and should not be construed as an alternative to reported results determined in accordance with GAAP. Management believes the use of such non-GAAP measures assists investors in understanding the ongoing operating performance of the company and its segments. The non-GAAP information provided may not be consistent with the methodologies used by other companies. All non-GAAP amounts have been reconciled with reported GAAP results in Tables 5, 6 and 7 of the financial statements provided with this news release.

## **About Ashland**

Ashland Inc. (NYSE: ASH) is a global leader in providing specialty chemical solutions to customers in a wide range of consumer and industrial markets, including architectural coatings, automotive, construction, energy, food and beverage, personal care and pharmaceutical. Through our three commercial units – Ashland Specialty Ingredients, Ashland Performance Materials and Valvoline – we use good chemistry to make great things happen for customers in more than 100 countries. Visit ashland.com to learn more.

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## **Forward-Looking Statements**

This news release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Ashland has identified some of these forward-looking statements with words such as "anticipates," "believes." "expects," "estimates," "is likely," "predicts," "projects," "may," "will," "should" and "intends" and the negative of these words or other comparable terminology. In addition, Ashland may from time to time make forward-looking statements in its Annual Report to Shareholders, guarterly reports and other filings with the Securities and Exchange Commission (SEC), news releases and other written and oral communications. These forward-looking statements are based on Ashland's expectations and assumptions, as of the date such statements are made, regarding Ashland's future operating performance and financial condition, the economy and other future events or circumstances. Ashland's expectations and assumptions include, without limitation, internal forecasts and analyses of current and future market conditions and trends, management plans and strategies, operating efficiencies and economic conditions (such as prices, supply and demand, cost of raw materials, and the ability to recover raw-material cost increases through price increases), and risks and uncertainties associated with the following: Ashland's substantial indebtedness (including the possibility that such indebtedness and related restrictive covenants may adversely affect Ashland's future cash flows, results of operations, financial condition and its ability to repay debt); the impact of acquisitions and/or divestitures Ashland has made or may make (including the possibility that Ashland may not realize the anticipated benefits from such transactions); the global restructuring program (including the possibility that Ashland may not achieve the anticipated revenue and earnings growth, cost reductions, and other expected benefits from the program), Ashland's ability to generate sufficient cash to finance its stock repurchase plans, severe weather, natural disasters, and legal proceedings and claims (including environmental and asbestos matters). Various risks and uncertainties may cause actual results to differ materially from those stated, projected or implied by any forward-looking statements, including, without limitation, risks and uncertainties affecting Ashland that are contained in "Use of 5

estimates, risks and uncertainties" in Note A of Notes to Consolidated Financial Statements and in Item 1A in its most recent Form 10-K filed with the SEC, which is available on Ashland's website at http://investor.ashland.com or on the SEC's website at www.sec.gov. Ashland believes its expectations and assumptions are reasonable, but there can be no assurance that the expectations reflected herein will be achieved. Unless legally required, Ashland undertakes no obligation to update any forward-looking statements made in this news release whether as a result of new information, future events or otherwise.

## (1) Preliminary Results

Financial results are preliminary until Ashland's Form 10-Q is filed with the SEC.

## FOR FURTHER INFORMATION:

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SM Service mark, Ashland or its subsidiaries, registered in various countries

<sup>™</sup> Trademark, Ashland or its subsidiaries, registered in various countries.

## STATEMENTS OF CONSOLIDATED INCOME

(In millions except per share data - preliminary and unaudited)

	Thr	ee mon	
		Decem	
	201	4	 2013
Sales	\$ 1	,391	\$ 1,432
Cost of sales		982	 1,048
GROSS PROFIT		409	384
Selling, general and administrative expense		226	235
Research and development expense		25	27
Equity and other income		11	 21
OPERATING INCOME		169	143
Net interest and other financing expense		41	42
Net gain (loss) on divestitures		(85)	5
INCOME FROM CONTINUING OPERATIONS			
BEFORE INCOME TAXES		43	106
Income tax expense		3	18
INCOME FROM CONTINUING OPERATIONS		40	88
Income (loss) from discontinued operations (net of taxes) (a)		(8)	22
NET INCOME	\$	32	\$ 110
DILUTED EARNINGS PER SHARE			
Income from continuing operations	\$	0.57	\$ 1.12
Income (loss) from discontinued operations		0.11)	 0.28
Net income	\$	0.46	\$ 1.40
AVERAGE COMMON SHARES AND ASSUMED CONVERSIONS		70	78
AVERAGE COMMON STARES AND ASSUMED CONVERSIONS		70	70
SALES			
Specialty Ingredients	\$	561	\$ 581
Performance Materials		338	365
Valvoline		492	486
	\$ 1	,391	\$ 1,432
OPERATING INCOME			
Specialty Ingredients	\$	60	\$ 51
Performance Materials		25	14
Valvoline		83	75
Unallocated and other (a)		1	3
	\$	169	\$ 143

<sup>(</sup>a) The discontinued operations caption for the prior period includes the direct results of the Water Technologies business. Due to its sale, the direct results of the business have been presented as discontinued operations for the prior period presented in accordance with U.S. GAAP. Certain costs previously charged to the Water Technologies business have been included in Unallocated and other in the prior period as the costs relate to indirect corporate cost resources previously charged to this business.

## CONDENSED CONSOLIDATED BALANCE SHEETS

(In millions - preliminary and unaudited)

	December 31 2014		September 30 2014
ASSETS			
Current assets			
Cash and cash equivalents	\$ 1,256	\$	1,393
Accounts receivable	1,032		1,202
Inventories	746		765
Deferred income taxes	118		118
Other assets	89		83
Total current assets	3,241		3,561
Noncurrent assets			
Property, plant and equipment			
Cost	4,118		4,275
Accumulated depreciation	1,865		1,861
Net property, plant and equipment	2,253		2,414
Goodwill	2,586		2,643
Intangibles	1,254		1,309
Asbestos insurance receivable	423		433
Equity and other unconsolidated investments	81		81
Other assets	511		510
Total noncurrent assets	7,108		7,390
Total assets	\$ 10,349	\$	10,951
LIABILITIES AND STOCKHOLDERS' EQUITY  Current liabilities			
Short-term debt	\$ 323	\$	329
Current portion of long-term debt	9	·	9
Trade and other payables	529		674
Accrued expenses and other liabilities	513		675
Total current liabilities	1,374		1,687
Noncurrent liabilities			
Long-term debt	2,943		2,942
Employee benefit obligations	1,449		1,468
Asbestos litigation reserve	690		701
Deferred income taxes	95		110
Other liabilities	473		460
Total noncurrent liabilities	5,650	• —	5,681
Stockholders' equity	3,325		3,583
Total liabilities and stockholders' equity	\$ 10,349	\$	10,951

## STATEMENTS OF CONSOLIDATED CASH FLOWS

(In millions - preliminary and unaudited)

Cash FLOWS PROVIDED (USED) BY OPERATING ACTIVITIES   TROM CONTINUING OPERATIONS   \$1.00   \$1	(in millions - preliminary and unaudited)		onths ended
RASH FLOWS PROVIDED (USED) BY OPERATIONS         \$ 3.2         \$ 1.00           RY In to nome         \$ 3.2         \$ 1.00           Loss (income) from discontinued operations (net of laxes)         \$ 3.2         \$ 1.00           Adjustments to reconcile income from continuing operations to cash flows from operating activities         \$ 8.8         8.8           Depreciation and amoritzation         \$ 8.6         8.8         8.8           Debit provision of many and transmission         \$ 8.0         8.0         8.0           Deplication on the material states of the control of t			
Nex Income         \$ 3.2         \$ 1.02           Loss (income) from discontinued operations (net of laxes)         8         2.02           Adjustments to econotile income from continuing operations to adjustments to econotile income from continuing operations to a contraction of the contraction of	CASH ELOWS BROVIDED (LISED) DV OBERATING ACTIVITIES	2014	2013
Net income   1988   1	·		
Adjushments to reconcile income from continuing operations to         8         2(2)           Adjushments to reconcile income from continuing operations to         8         8           Depreciation and amoritzation         4         3         3           Deficiencia and amoritzation         4         4         3           Deficiencia from equity affiliaties         (10)         (3)           Equity income from affiliates         3         6           Stock based compensation expense         7         8           Nel too signify or divestifutes         8         6           Change in operating activities from equity affiliates         (160)         (161)           Total cash provided to yoperating activities from continuing operations         2         7           CASH FLOWS PROVIDED (USED) BY INVESTING ACTIVITIES         4         4           Proceeds from disposal of property, plant and equipment         4         4           Proceeds from disposal of property, plant and equipments         1         4           Text LOWS PROVIDED (USED) BY INNESTING ACTIVITIES         1         4           CASH FLOWS PROVIDED (USED) BY INNESTING ACTIVITIES         1         4           CASH FLOWS PROVIDED (USED) BY INNESTING ACTIVITIES         1         6           CASH Cay Investing activate t		\$ 32	\$ 110
Adjustments to reconcile income from continuing operations to cash floors from operating activities   Poperation and amortization   4   3   3   4   6   5   5   6   6   6   6   6   6   6			
Perpending and amonization		· ·	(/
Depresiation and amoritzation         4         3           Debit subance cost amoritzation         4         3           Debit protect income laxes         (10)         (3)           Equity income from affiliates         (4)         (6)           Distributions from equity affiliates         3         8           Nel loss (gain) or divestitudes         6         6         6           Nel loss (gain) or divestitudes         5         (8)         (8)           Nel cost (gain) or divestitude of the protective from continuing operations         5         (8)         (8)           Chall cash provided by operating assets and liabilities (a)         (43)         (45)         (45)           Additions to property, plant and equipment         (43)         (45)         (45)           Proceeds from disposal of property, plant and equipment         (40)         (40)         (40)           Proceeds from disposal of property, plant and equipment for moderations         4         40         (40)           EXSH FLOWS PROVIDED (USED) BY FINANCING ACTIVITIES         5         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)<	· · · · · · · · · · · · · · · · · · ·		
Deferred income laxes         (10)         (3)           Equity home from adtilitates         (3)         (8)           Distributions from equity affiliates         3         (8)           Not loss (gain) on divestitures         85         (6)           Nat loss (gain) on divestitures         50         (18)           Total cash provided by operating activities from continuing operations         50         180           CASHELOWS PROVIDED (USED) BY INVESTING ACTIVITIES           FROM CONTINUING OPERATIONS         43         (45)           Proceeds from disposal of property, plant and equipment         16         1           Proceeds from disposal of property, plant and equipment         16         4           Proceeds from disposal of property, plant and equipment         16         4           Cash and cash provided (used) by Investing activities from continuing operations         16         6           CASH FLOWS PROVIDED (USED) BY FINANCHS CRUTIVIES           EXPONOTIONINUINO OPERATIONS         1         1           Repayment of long-term debt         6         1         6           Repayment of long-term debt         6         1         6           Repayment of long-term debt         6         1         6           <	· · · · · · · · · · · · · · · · · · ·	85	88
Equily income from affiliates         (4)         (7)           Distributions from equily affiliates         3         6           Stock based compensation expenses         7         8           Net loss (gain) on divestitures         (7)         8           Change in operating assets and liabilities (a)         (7)         (7)           Total cash provided by operating activities from continuing operations         3         0           CASH FLOWS PROVIDED (USED BY INVESTING ACTIVITIES         ***         ***           FROM CONTINUING OPERATIONS         4         0         0           Proceeds from sale of operations or equily investments         1	Debt issuance cost amortization	4	3
Distributions from equity affiliates         3         6           Slock based compensation expenses         7         8.6           Net loss (gain) on divestitures         85         (5)           Change in operating assets and liabilities (a)         50         105           CASH FLOWS PROVIDED (USED) BY INVESTING ACTIVITIES         Total cash provided by operating activities from continuing operations         8         4(5)           Additions to property, plant and equipment         (43)         (45)           Proceeds from disposal of property, plant and equipment         10         1           Proceeds from disposal of property, plant and equipment         10         4           Proceeds from disposal of property, plant and equipment         10         4           Proceeds from disposal of property, plant and equipment         10         6           Experiment of make of poperations or equity investments         10         6           Catal cash provided (used) by investing activities from continuing operations         10         6           Cash Experiment of from distributions of the provided (used) by investing activities from continuing operations         10         6           Repurchase of common stock         10         6         6           Cash dividends paid         2         3         3           T	Deferred income taxes	(10)	(3)
Stock based compensation expense         7         8           Net loss giany in ordivestitures         6.06         (160)         (161)           Change in operating assets and labilities (s)         50         18           Cash FLOWS PROVIDED (USED) BY INVESTING ACTIVITIES         SETTION CONTINUING OPERATIONS         (4)         (45)           Additions to properly, plant and equipment         1         4         1           Proceeds from slapsoal of properly, plant and equipment         1         4         1           Proceeds from slapsoal of properly, plant and equipment         2         4         1           Proceeds from slapsoal of properly, plant and equipment         2         6         4         1           Total cash provided (used) by investing activities from continuing operations         6         6         6         1 <td>Equity income from affiliates</td> <td>(4)</td> <td>(6)</td>	Equity income from affiliates	(4)	(6)
Net loss (gain) on divestitures         (85)         (5)           Change in operating assets and liabilities (a)         (10)         (10)           Total cash provided by operating activities from continuing operations         50         10           CASHELOWS PROVIDED (USED) BY INVESTING ACTIVITIES           FROM CONTINUIGO OPERATIONS         (13)         (45)           Additions to property, plant and equipment         (14)         (14)           Proceeds from disposal of property, plant and equipment         (16)         (16)           Proceeds from alse of operations or equity investments         (16)         (16)           Proceeds from sale of operations or equity investments         (16)         (16)           Proceeds from sale of operations or equity investments         (16)         (16)           Cash provided (used) by investing activities from continuing operations         (12)         (12)           Proceeds (repairment) from short-term debt         (12)         (12)         (12)           Repurs to flong-term debt         (12)         (12)         (12)           Repurs to flong-term debt         (12)         (12)         (12)           Repurs to flong-term debt         (12)         (12)         (12)           Excess tax benefits related to share-based payments         (12) <td>Distributions from equity affiliates</td> <td>3</td> <td>6</td>	Distributions from equity affiliates	3	6
Change in operating assets and labilities (a)         (16)         (16)           Cash FLOWS PROVIDED (USED) BY INVESTING ACTIVITIES         S           FROM CONTINUING OPERATIONS           Additions to properly, plant and equipment         (14)         (16)           Proceeds from disposal of property, plant and equipment         (16)         (16)           Proceeds from siles of operations or equity investments         (16)         (18)           Volational provided (used) by investing activities from continuing operations         (16)         (18)           Volational provided (used) by investing activities from continuing operations         (10)         (10)           Volational provided (used) by investing activities from continuing operations         (10)         (10)           Volation provided (used) by investing activities from continuing operations         (10)         (10)           Proceeds from sile of Operations         (10)         (10)         (10)           Repayment of long-term debt         (10)<			
Total cash provided by operating activities from continuing operations         50         18           CASH FLOWS PROVIDED (USED) BY INVESTING ACTIVITIES           FROM CONTINUING OPERATIONS           Additions to property, plant and equipment         (43)         (45)           Proceeds from disposal of property, plant and equipment         (10)         4           Proceeds from disposal of property, plant and equipment         (10)         4           Total cash provided (used) by investing activities from continuing operations         (10)         4           CASH FLOWS PROVIDED (USED) BY FINANCING ACTIVITIES           REPayment of long-term debt         1         (12)         (12)           Repayment of long-term debt         1         (16)         (26) <td>1<del>9</del> ·</td> <td></td> <td></td>	1 <del>9</del> ·		
Process from Sprovided (user) BY INVESTING ACTIVITIES   PROCONTINUING OPERATIONS			
FROM CONTINUING OPERATIONS           Additions to property, plant and equipment         (15)         (15)           Proceeds from disposal of property, plant and equipment         (16)         (45)           Proceeds from disposal of property, plant and equipments         (16)         (40)           Atol cals provided (used) by investing activities from continuing operations         36         (40)           CASH FLOWS PROVIDED (USED) BY FINANCING ACTIVITIES           FROM CONTINUING OPERATIONS         5         (12)         (12)           Repayment of long-term debt         (6)         6	Total cash provided by operating activities from continuing operations	50	18
Additions to properly, plant and equipment         (43)         (45)           Proceeds from disposal of propations or equity investments         106         4           Total cash provided (used) by investing activities from continuing operations         64         (40)           CASH FLOWS PROVIDED (USES) BY FINANCING ACTIVITIES           FROM CONTINUING OPERATIONS           Repayment of long-term debt         6 </td <td>` ,</td> <td></td> <td></td>	` ,		
Proceeds from disposal of property, plant and equipment         1         1           Troceeds from sale of operations or equity investing activities from continuing operations         68         4           Total cash provided (used) by investing activities from continuing operations         8         4           CSSH FLOWS PROVIDED (USED) BY FINANCING ACTIVITIES         8         1         1           Repayment of long-term debt         6         6         6         6           Proceeds (repayment) from short-term debt         6         7         6         6         7         6         6         7         6         6         7         6         6         <		(42)	(45)
Proceeds from sale of operations or equity investments         10d         4           Total cash provided (used) by investing activities from continuing operations         64         (40)           CASH FLOWS PROVIDED (USED) BY FINANCING ACTIVITIES           FROM CONTINUING OPERATIONS           Repayment of long-term debt         6         7         6         6         6         7         6         6         6         7         6         <			, ,
Total cash provided (used) by investing activities from continuing operations         64         (40)           CASH FLOWS PROVIDED (USED) By FINANCING ACTIVITIES           FROM CONTINUING OPERATIONS           Repayment of long-term debt         (6)         6           Repurchase of common stock         (127)            Cash dividends paid         (24)         (26)           Excess tax benefits related to slare-based payments         2         3           Total cash used by financing activities from continuing operations         (18)         (26)           Total cash used by financing activities from continuing operations         (8)         7           Total cash used by financing activities from continuing operations         (8)         7           Total cash used by financing activities from continuing operations         (8)         7           Total cash used by financing activities from continuing operations         (8)         7           Total cash used by financing activities from continuing operations         (8)         6           Cash provided (used) by discontinued operations         (8)         (6)         6           Total cash used by financing activities from continuing operations         (8)         (8)         6           Elect of currency exchange rate changes on cash and cash equivalents <td< td=""><td></td><td></td><td></td></td<>			
CASH FLOWS PROVIDED (USED) BY FINANCING ACTIVITIES           FROM CONTINUING OPERATIONS           Repayment of long-term debt         (12)           Proceeds (repayment) from short-term debt         (127)			
FROM CONTINUING OPERATIONS           Repayment of long-term debt         . (2)         . (2)           Proceeds (repayment) from short-term debt         . (6)         . (6)         . (6)         . (12)           Repurchase of common stock         . (127)	Total cash provided (used) by investing activities from continuing operations	04	(40)
Repayment of long-term debt         . (12)           Proceeds (repayment) from short-term debt         . (6)         . 6           Repurchase of common stock         . (127)	CASH FLOWS PROVIDED (USED) BY FINANCING ACTIVITIES		
Proceeds (repayment) from short-term debt         6           Repurchase of common stock         (127)         -           Cash dividends paid         (24)         (26)           Excess tax benefits related to share-based payments         2         3           Total cash used by financing activities from continuing operations         (155)         (29)           CASH USED BY CONTINUING OPERATIONS         (84)         7           Cash provided (used) by discontinued operations         (84)         7           Cash provided (used) by discontinued operations         (84)         7           Investing cash flows         (80)         6           Effect of currency exchange rate changes on cash and         (10)         (10)           cash equivalents         (10)         (1)           Cash and cash equivalents - beginning of period         13,33         346           Cash and Cash Equivalents - beginning of period         5         5         6 <td< td=""><td>FROM CONTINUING OPERATIONS</td><td></td><td></td></td<>	FROM CONTINUING OPERATIONS		
Repurchase of common stock         (127)         -           Cash dividends paid         (24)         (26)           Excess tax benefits related to share-based payments         2         3           Total cash used by financing activities from continuing operations         (155)         (29)           CASH USED BY CONTINUING OPERATIONS         (41)         (51)           Cash provided (used) by discontinued operations         (84)         7           Operating cash flows         (84)         7           Investing cash flows         (84)         (7)           Effect of currency exchange rate changes on cash and         (10)         (1)           Cash and cash equivalents         (10)         (1)           Cash and cash equivalents         (10)         (51)           Cash and cash equivalents - beginning of period         (13)         (51)           Cash and Cash EQUIVALENTS - END OF PERIOD         (10)         (10)         (10)	Repayment of long-term debt	-	(12)
Cash dividends paid         (24)         (26)           Excess tax benefits related to share-based payments         2         3           Total cash used by financing activities from continuing operations         (155)         (29)           CASH USED BY CONTINUING OPERATIONS         (84)         (7)           Cash provided (used) by discontinued operations         (84)         7           Investing cash flows         (84)         7           Investing cash flows         (84)         7           Effect of currency exchange rate changes on cash and cash equivalents         (10)         (1)           Cash and CASH AND CASH EQUIVALENTS         (10)         (1)           Cash and equivalents - beginning of period         1,33         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         2,35         295           DEPRECIATION AND AMORTIZATION         \$ 5         2           Specially Ingredients         \$ 5         9         8           Performance Materials         \$ 7         1           Valvoline         \$ 2         2         2           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$ 8         2         2           Performance Materials         \$ 6         7           Performance Materials         \$ 8 <td>Proceeds (repayment) from short-term debt</td> <td>(6)</td> <td>6</td>	Proceeds (repayment) from short-term debt	(6)	6
Excess tax benefits related to share-based payments         2         3           Tota cash used by financing activities from continuing operations         (155)         (29)           CASH USED BY CONTINUING OPERATIONS         (15)         (5)           Cash provided (used) by discontinued operations         (84)         7           Operating cash flows         (2)         (6)           Investing cash flows         (2)         (6)           Effect of currency exchanges are changes on cash and cash equivalents         (10)         (1)           cash equivalents         (137)         (51)           DECREASE IN CASH AND CASH EQUIVALENTS         (137)         (51)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         5         295           DEPRECIATION AND AMORTIZATION         \$ 59         60           Performance Materials         9         8           Valvoline         9         8           Unallocated and other         2         1           Specialty Ingredients         \$ 23         29           Performance Materials         \$ 23         29           Performance Materials         \$ 23         29           Performance Mater	Repurchase of common stock	(127)	-
Total cash used by financing activities from continuing operations         (155)         (29)           CASH USED BY CONTINUING OPERATIONS         (41)         (51)           Cash provided (used) by discontinued operations         (84)         7           Operating cash flows         (2)         (6)           Effect of currency exchange rate changes on cash and cash equivalents         (10)         (1)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         1,256         295           DEPRECIATION AND AMORTIZATION         5         60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         5         8         8           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$23         29           Performance Materials         \$23         29           Performance Materials         \$3         29           Performance Materials         \$2         25           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$2         2           Specialty Ingredients         \$2         3         29	Cash dividends paid	(24)	(26)
Cash used by Continuing Operations         (41)         (51)           Cash provided (used) by discontinued operations         3         7           Operating cash flows         (2)         6           Investing cash flows         (2)         6           Effect of currency exchange rate changes on cash and cash equivalents         (10)         (1)           DECREASE IN CASH AND CASH EQUIVALENTS         (137)         (51)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         1,256         295           DEPRECIATION AND AMORTIZATION         \$ 59         60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         -         1           Specialty Ingredients         9         8           Specialty Ingredients         9         8           Performance Materials         2         1           Valvoline         9         8           Unallocated and other         5         8           Performance Materials         6         7           Valvoline         6         7           Performance Materials         6	Excess tax benefits related to share-based payments		
Cash provided (used) by discontinued operations         Operating cash flows       (84)       7         Investing cash flows       (2)       (6)         Effect of currency exchange rate changes on cash and cash equivalents       (10)       (1)         DECREASE IN CASH AND CASH EQUIVALENTS       (137)       (51)         Cash and cash equivalents - beginning of period       1,393       346         CASH AND CASH EQUIVALENTS - END OF PERIOD       1,256       295         DEPRECIATION AND AMORTIZATION       5       295         Specialty Ingredients       5       9       6         Performance Materials       17       19         Valvoline       9       8         Unallocated and other       2       1         Specialty Ingredients       2       8         Performance Materials       2       8         Performance Materials       2       8         Performance Materials       6       7         Valvoline       10       6         Unallocated and other       10       6         Unallocated and other       3       3         Expectation of the property performance Materials       6       7         Valvoline       10	Total cash used by financing activities from continuing operations		
Operating cash flows         (84)         7           Investing cash flows         (2)         (6)           Effect of currency exchange rate changes on cash and cash equivalents         (10)         (1)           DECREASE IN CASH AND CASH EQUIVALENTS         (137)         (51)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         \$ 1,256         \$ 295           DEPRECIATION AND AMORTIZATION         \$ 59         60           Specialty Ingredients         9         8           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         9         8           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$ 23         \$ 29           Specialty Ingredients         \$ 23         \$ 29           Performance Materials         \$ 6         7           Valvoline         10         6           Unallocated and other         10         6           In all part of the property o	CASH USED BY CONTINUING OPERATIONS	(41)	(51)
Investing cash flows         (2)         (6)           Effect of currency exchange rate changes on cash and cash equivalents         (10)         (1)           DECREASE IN CASH AND CASH EQUIVALENTS         (137)         (51)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         2         295           DEPRECIATION AND AMORTIZATION           Specialty Ingredients         59         60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         \$85         88           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$23         29           Performance Materials         \$6         7           Valvoline         10         6           Unallocated and other         \$23         29           Performance Materials         \$6         7           Valvoline         10         6           Unallocated and other         \$4         3           Expecialty Ingredients         \$6         7           Valvoline         \$6         7           Valvoline         \$6         7			
Effect of currency exchange rate changes on cash and cash equivalents         (10)         (1)           DECREASE IN CASH AND CASH EQUIVALENTS         (137)         (51)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         \$ 1,256         \$ 295           DEPRECIATION AND AMORTIZATION         \$ 59         60           Specialty Ingredients         \$ 59         60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         \$ 85         8           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$ 23         \$ 29           Specialty Ingredients         \$ 23         \$ 29           Performance Materials         \$ 23         \$ 29           Valvoline         \$ 6         7           Valvoline         \$ 10         6           Unallocated and other         \$ 10         6           Unallocated and other         \$ 23         \$ 29	Operating cash flows	(84)	7
cash equivalents         (10)         (1)           DECREASE IN CASH AND CASH EQUIVALENTS         (137)         (51)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         \$ 1,256         \$ 295           DEPRECIATION AND AMORTIZATION           Specialty Ingredients         \$ 59         60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         2 3         8           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$ 23         29           Performance Materials         \$ 23         29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         10         6           Unallocated and other         3         3         3	Investing cash flows	(2)	(6)
DECREASE IN CASH AND CASH EQUIVALENTS         (137)         (51)           Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         \$ 1,256         \$ 295           DEPRECIATION AND AMORTIZATION           Specialty Ingredients         \$ 59         60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other          1           Specialty Ingredients         \$ 85         88           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$ 23         \$ 29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           Unallocated and other         4         3           Walvoline         4         3           Unallocated and other         4         3	Effect of currency exchange rate changes on cash and		
Cash and cash equivalents - beginning of period         1,393         346           CASH AND CASH EQUIVALENTS - END OF PERIOD         \$ 1,256         \$ 295           DEPRECIATION AND AMORTIZATION           Specialty Ingredients         \$ 59         60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other          1           Specialty Ingredients         \$ 23         8           Performance Materials         \$ 23         29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           Unallocated and other         4         3           4         3         4           5         43         45	cash equivalents	(10)	
CASH AND CASH EQUIVALENTS - END OF PERIOD         \$ 1,256         \$ 295           DEPRECIATION AND AMORTIZATION           Specialty Ingredients         \$ 59         \$ 60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         -         1           Specialty Ingredients         \$ 23         8           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           Unallocated and other         4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3           4         3 <t< td=""><td>DECREASE IN CASH AND CASH EQUIVALENTS</td><td>(137)</td><td>(51)</td></t<>	DECREASE IN CASH AND CASH EQUIVALENTS	(137)	(51)
DEPRECIATION AND AMORTIZATION           Specialty Ingredients         \$ 59         \$ 60           Performance Materials         17         19           Valvoline         9         8           Unallocated and other         -         1           Specialty Ingredients         \$ 23         \$ 29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           Unallocated and other         \$ 43         \$ 45	Cash and cash equivalents - beginning of period		
Specialty Ingredients         \$ 59 \$ 60           Performance Materials         17 19           Valvoline         9 8           Unallocated and other         - 1           \$ 85 \$ 88           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT           Specialty Ingredients         \$ 23 \$ 29           Performance Materials         6 7           Valvoline         10 6           Unallocated and other         4 3           Unallocated and other         4 3	CASH AND CASH EQUIVALENTS - END OF PERIOD	\$ 1,256	\$ 295
Performance Materials         17         19           Valvoline         9         8           Unallocated and other         -         1           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         -         -           Specialty Ingredients         \$ 23         \$ 29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           \$ 43         \$ 45	DEPRECIATION AND AMORTIZATION		
Performance Materials         17         19           Valvoline         9         8           Unallocated and other         -         1           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         -         1           Specialty Ingredients         \$ 23         \$ 29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           \$ 43         \$ 45		\$ 59	\$ 60
Valvoline         9         8           Unallocated and other         -         1           \$ 85         88           ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         -         -           Specialty Ingredients         \$ 23         \$ 29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           \$ 43         \$ 45		17	19
ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         \$ 85         88           Specialty Ingredients         \$ 23         \$ 29           Performance Materials         6         7           Valvoline         10         6           Unallocated and other         4         3           \$ 43         \$ 45		9	8
ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT         Specialty Ingredients       \$ 23 \$ 29         Performance Materials       6 7         Valvoline       10 6         Unallocated and other       4 3         \$ 43 \$ 45	Unallocated and other		
Specialty Ingredients         \$ 23 \$ 29           Performance Materials         6 7           Valvoline         10 6           Unallocated and other         4 3           \$ 43 \$ 45	ADDITIONS TO DEODEDTY DI ANT AND EQUIDMENT	\$ 85	\$ 88
Performance Materials       6       7         Valvoline       10       6         Unallocated and other       4       3         \$ 43       \$ 45		Ф 33	¢ 20
Valvoline       10       6         Unallocated and other       4       3         \$ 43       \$ 45		· ·	•
Unallocated and other       4       3         \$ 43       \$ 45			
\$ 43 <u>\$ 45</u>			
<del></del>	Unallocated and other		
(a) Excludes changes resulting from operations acquired or sold.		\$ 43	<b>\$</b> 45
	(a) Excludes changes resulting from operations acquired or sold.		

## INFORMATION BY INDUSTRY SEGMENT

(In millions - preliminary and unaudited)

Three months ended December 31

	 2014	2013
SPECIALTY INGREDIENTS		
Sales per shipping day	\$ 9.1	\$ 9.4
Metric tons sold (thousands)	79.9	81.7
Gross profit as a percent of sales (a)	32.7%	30.9%
PERFORMANCE MATERIALS		
Sales per shipping day	\$ 5.4	\$ 5.9
Metric tons sold (thousands)	129.5	137.9
Gross profit as a percent of sales (a)	17.3%	13.4%
VALVOLINE		
Lubricant sales (gallons)	38.9	38.6
Premium lubricants (percent of U.S. branded volumes)	38.4%	35.8%
Gross profit as a percent of sales (a)	33.3%	31.2%

<sup>(</sup>a) Gross profit as a percent of sales is defined as sales, less cost of sales divided by sales.

Three Months Ended December 31, 2014

## Ashland Inc. and Consolidated Subsidiaries RECONCILIATION OF NON-GAAP DATA - INCOME (LOSS) FROM CONTINUING OPERATIONS (In millions - preliminary and unaudited)

	Specialty	Perfo	Performance			Unallocated		
	Ingredients	Ma	Materials	Valvoline	ē	& Other		Total
OPERATING INCOME (LOSS)								
Restructuring	•	↔	•	↔	ı	\$	\$	(1)
Award modification	'		•		ı	(7)		(7)
All other operating income	09		25		83	0)	_	177
Operating income	09	    -	25		83	_	 	169
NET INTEREST AND OTHER FINANCING EXPENSE						4		4
NET LOSS ON DIVESTITURES Loss on sale of Elastomers						(85)	(6	(85)
INCOME TAX EXPENSE (BENEFIT)  Key items						(31)	<u> </u>	(31)
או סוופן וויסווופ נפא מאלפווספ						t e	.	t e
INCOME (LOSS) FROM CONTINUING OPERATIONS	\$	<del>ω</del>	25	↔	83	\$ (128)	     	40
			Three Mon	Three Months Ended December 31, 2013	ecembe	ır 31, 2013		
	Specialty	Perfo	Performance			Unallocated		
	Ingredients	Ma	Materials	Valvoline	<u>е</u>	& Other		Total
OPERATING INCOME	\$	↔	41	↔	75	€	€	143
NET INTEREST AND OTHER FINANCING EXPENSE						42		42
NET GAIN ON DIVESTITURES						Ω.		5
INCOME TAX EXPENSE						18		18
INCOME (LOSS) FROM CONTINUING OPERATIONS	\$	↔	14	↔	75	\$ (52)	s	88

## **RECONCILIATION OF NON-GAAP DATA - FREE CASH FLOW**

(In millions - preliminary and unaudited)

Three months ended December 31 Free cash flow (a) 2013 2014 Total cash flows provided by operating activities from continuing operations \$ 50 \$ 18 Adjustments: Additions to property, plant and equipment (43) (45)Free cash flows (27)

<sup>(</sup>a) Free cash flow is defined as cash flows provided by operating activities less additions to property, plant and equipment and other items Ashland has deemed non operational (if applicable).

## RECONCILIATION OF NON-GAAP DATA - ADJUSTED EBITDA

(In millions - preliminary and unaudited)

Adjusted EBITDA - Ashland Inc.         2014         2013           Net Income         \$ 32         \$ 110           Income tax expense         3 18         18           Net interest and other financing expense         41         42           Depreciation and amortization         55         88           EBITDA         161         258           Loss (income) from discontinued operations (net of taxes)         8         (22)           Net loss on divestiture         65         -           Operating ley litems (see Table 5)         8         -           Adjusted EBITDA - Specialty Ingredients         \$ 60         \$ 51           Adjusted EBITDA - Specialty Ingredients         5         6           Depreciation and amortization         5         6           Key Items (see Table 5)         5         1           Adjusted EBITDA         5         6           Adjusted EBITDA         5         1           Adjusted EBITDA         5         1           Adjusted EBITDA         5         1           Adjusted EBITDA         5         1           Poperating income         5         2         1           Adjusted EBITDA         5         1         1 <th></th> <th></th> <th>ee mont Decemb</th> <th></th> <th></th>			ee mont Decemb		
Income tax expense         3         18           Net interest and other financing expense         45         48           Depreciation and amortization         85         88           EBITDA         161         258           Loss (income) from discontinued operations (net of taxes)         8         222           Net loss on divestiture         8         2           Operating key items (see Table 5)         8         -           Adjusted EBITDA - Specialty Ingredients         8         5           Operating income         5         5         5           Act         -         -         -           Depreciation and amortization         5         6         5           Key items (see Table 5)         2         2         2           Adjusted EBITDA - Performance Materials         2         2         1           Operating income         \$         2         5         1           Adjusted EBITDA - Performance Materials         2         2         3           Operating income         \$         2         2         3           Adjusted EBITDA         2         2         3         3           Key items (see Table 5)         2         2	Adjusted EBITDA - Ashland Inc.	201	4	- 2	2013
Net interest and other financing expense         41         42           Depreciation and amortization         85         88           EBITDA         161         258           Loss (income) from discontinued operations (net of taxes)         8         202           Net loss on divestiture         85         -           Operating key items (see Table 5)         8         2           Adjusted EBITDA - Specialty Ingredients         -         8         5           Adjusted EBITDA - Specialty Ingredients         -         -         6         \$         5           Adjusted EBITDA - Specialty Ingredients         -         -         -         6         \$         5         1         -         -         -         6         \$         5         1         -	Net income	\$	32	\$	110
Depreciation and amortization         85         88           EBITDA         161         258           Loss (income) from discontinued operations (net of taxes)         8         (22)           Net loss on divestiture         85         -           Operating key items (see Table 5)         8         -           Adjusted EBITDA         \$60         \$51           Adjusted EBITDA - Specialty Ingredients         \$60         \$51           Add:         8         6         \$60           Depreciation and amortization         \$5         6         6           Key items (see Table 5)         \$1         1 <td>Income tax expense</td> <td></td> <td>3</td> <td></td> <td>18</td>	Income tax expense		3		18
EBITDA         161         258           Loss (income) from discontinued operations (net of taxes)         8         (22)           Net loss on divestiture         85         -           Operating key items (see Table 5)         8         -           Adjusted EBITDA         \$ 262         \$ 236           Adjusted EBITDA - Specialty Ingredients         \$ 60         \$ 51           Operating income         \$ 60         \$ 51           Adt:         \$ 2         -           Deperation and amortization         \$ 7         -           Key items (see Table 5)         \$ 7         -           Adjusted EBITDA - Performance Materials         \$ 25         \$ 14           Add:         \$ 25         \$ 14           Adjusted EBITDA - Performance Materials         \$ 7         -           Operating income         \$ 25         \$ 14           Adjusted EBITDA         \$ 7         -           Adjusted EBITDA         \$ 2         \$ 33           Adjusted EBITDA         \$ 3         \$ 75           Adjusted EBITDA - Valvoline         \$ 83         \$ 75           Adjusted EBITDA - Valvoline         \$ 83         \$ 75           Operating income         \$ 83         \$ 75	Net interest and other financing expense		41		42
Loss (income) from discontinued operations (net of taxes)         8         (22)           Net loss on divestiture         85         -           Operating key items (see Table 5)         8         -           Adjusted EBITDA         \$ 262         \$ 236           Adjusted EBITDA - Specialty Ingredients         \$ 60         \$ 51           Operating income         \$ 60         \$ 51           Adot:         \$ 19         \$ 60           Depreciation and amortization         \$ 19         \$ 11           Key items (see Table 5)         \$ 11         \$ 11           Adjusted EBITDA - Performance Materials         \$ 25         \$ 14           Add:         \$ 19         \$ 11           Depreciation and amortization         17         19           Key items (see Table 5)         \$ 1         \$ 1           Adjusted EBITDA         \$ 17         19           Adjusted EBITDA         \$ 12         \$ 33           Adjusted EBITDA - Valvolline         \$ 18         \$ 75           Operating income         \$ 18         \$ 76           Add:         \$ 1         \$ 1         \$ 1           Depreciation and amortization         \$ 18         \$ 1           Agiusted EBITDA - Valvolline <t< td=""><td>Depreciation and amortization</td><td></td><td>85</td><td></td><td>88</td></t<>	Depreciation and amortization		85		88
Net loss on divestiture         85         -           Operating key items (see Table 5)         8         -           Adjusted EBITDA         \$262         \$236           Adjusted EBITDA - Specialty Ingredients         -         -           Operating income         \$60         \$51           Add:         -         -         -           Depreciation and amortization         59         60           Key items (see Table 5)         -         -         -         -           Adjusted EBITDA - Performance Materials         -	EBITDA		161		258
Operating key items (see Table 5)         8         -           Adjusted EBITDA         \$ 262         \$ 236           Adjusted EBITDA - Specialty Ingredients         \$ 60         \$ 51           Operating income         \$ 60         \$ 51           Adtr         \$ 2         6           Depreciation and amortization         \$ 19         \$ 11           Key items (see Table 5)         \$ 2         \$ 14           Adjusted EBITDA - Performance Materials         \$ 25         \$ 14           Adct         \$ 25         \$ 14           Adct         \$ 2         \$ 3           Adjusted EBITDA         \$ 17         19           Key items (see Table 5)         \$ 1         19           Adjusted EBITDA         \$ 17         19           Adjusted EBITDA         \$ 2         \$ 33           Adjusted EBITDA - Valvoline         \$ 83         \$ 75           Add:         \$ 2         \$ 3           Depreciation and amortization         \$ 83         \$ 75           Add:         \$ 2         \$ 3           Adjusted EBITDA - Valvoline         \$ 9         8           Pepreciation and amortization         \$ 9         8           Adjusted EBITDA - Valvoline	Loss (income) from discontinued operations (net of taxes)		8		(22)
Adjusted EBITDA         \$ 262         \$ 236           Adjusted EBITDA - Specialty Ingredients         \$ 60         \$ 51           Operating income         \$ 60         \$ 51           Add:         \$ 29         60           Key items (see Table 5)         \$ 19         \$ 111           Adjusted EBITDA - Performance Materials         \$ 25         \$ 14           Operating income         \$ 25         \$ 14           Add:         \$ 25         \$ 14           Depreciation and amortization         17         19           Key items (see Table 5)         \$ 2         \$ 33           Adjusted EBITDA         \$ 2         \$ 33           Adjusted EBITDA - Valvoline         \$ 8         \$ 75           Operating income         \$ 8         \$ 75           Add:         \$ 2         \$ 33           Depreciation and amortization         \$ 8         \$ 75           Add:         \$ 2         \$ 33           Depreciation and amortization         \$ 8         \$ 75           Add:         \$ 2         \$ 33           Depreciation and amortization         \$ 9         8           Key items (see Table 5)         \$ 2         \$ 2	Net loss on divestiture		85		-
Adjusted EBITDA - Specialty Ingredients         Operating income       \$ 60       \$ 51         Add:       Depreciation and amortization       59       60         Key items (see Table 5)       -       -         Adjusted EBITDA       \$ 119       \$ 111         Adjusted EBITDA - Performance Materials         Operating income       \$ 25       \$ 14         Add:       -       -         Depreciation and amortization       17       19         Key items (see Table 5)       -       -         Adjusted EBITDA       \$ 42       \$ 33         Adjusted EBITDA - Valvoline       \$ 8       \$ 75         Add:       -       -       -         Depreciation and amortization       \$ 8       \$ 75         Add:       -       -       -         Depreciation and amortization       9       8         Key items (see Table 5)       -       -       -	Operating key items (see Table 5)		8		-
Operating income         \$ 60         \$ 51           Add:         Depreciation and amortization         59         60           Key items (see Table 5)             Adjusted EBITDA         \$ 119         \$ 111           Adjusted EBITDA - Performance Materials           Operating income         \$ 25         \$ 14           Add:         Depreciation and amortization         17         19           Key items (see Table 5)          -           Adjusted EBITDA         \$ 42         \$ 33           Adjusted EBITDA - Valvoline         \$ 83         \$ 75           Operating income         \$ 83         \$ 75           Add:         Depreciation and amortization         \$ 83         \$ 75           Key items (see Table 5)         9         8           Key items (see Table 5)         -         -		\$	262	\$	236
Operating income         \$ 60         \$ 51           Add:         Depreciation and amortization         59         60           Key items (see Table 5)             Adjusted EBITDA         \$ 119         \$ 111           Adjusted EBITDA - Performance Materials           Operating income         \$ 25         \$ 14           Add:         Depreciation and amortization         17         19           Key items (see Table 5)          -           Adjusted EBITDA         \$ 42         \$ 33           Adjusted EBITDA - Valvoline         \$ 83         \$ 75           Operating income         \$ 83         \$ 75           Add:         Depreciation and amortization         \$ 83         \$ 75           Key items (see Table 5)         9         8           Key items (see Table 5)         -         -					
Add:       59       60         Key items (see Table 5)       -       -         Adjusted EBITDA       \$ 119       \$ 111         Adjusted EBITDA - Performance Materials         Operating income       \$ 25       14         Add:       17       19         Key items (see Table 5)       -       -       -         Adjusted EBITDA       \$ 42       \$ 33         Adjusted EBITDA       \$ 42       \$ 33         Adjusted EBITDA - Valvoline       \$ 83       75         Add:       -					
Depreciation and amortization         59         60           Key items (see Table 5)         -         -           Adjusted EBITDA         \$ 119         \$ 111           Adjusted EBITDA - Performance Materials           Operating income         \$ 25         \$ 14           Add:         -         -         -           Depreciation and amortization         17         19           Key items (see Table 5)         -         -         -         -           Adjusted EBITDA         \$ 42         \$ 33         *         75           Add:         -         -         8         75           Add:         -         -         8         75           Add:         - <td></td> <td>\$</td> <td>60</td> <td>\$</td> <td>51</td>		\$	60	\$	51
Key items (see Table 5)       -        -       -       -       -       -       -       -       -       -       -       -       -       -       -       -        -       -       -       -       -       -       -       -       -       -       -       -       -       -       -        -					
Adjusted EBITDA       \$ 119       \$ 111         Adjusted EBITDA - Performance Materials       \$ 25       \$ 14         Operating income       \$ 25       \$ 14         Add:       \$ 25       \$ 14         Depreciation and amortization       17       19         Key items (see Table 5)        -         Adjusted EBITDA       \$ 42       \$ 33         Adjusted EBITDA - Valvoline       \$ 83       \$ 75         Add:       Pepreciation and amortization       9       8         Key items (see Table 5)        -			59		60
Adjusted EBITDA - Performance Materials         Operating income       \$ 25 \$ 14         Add:       Depreciation and amortization       17 19         Key items (see Table 5)        -         Adjusted EBITDA       \$ 42 \$ 33         Adjusted EBITDA - Valvoline       \$ 83 \$ 75         Operating income       \$ 83 \$ 75         Add:       9 8         Mey items (see Table 5)					
Operating income       \$ 25 \$ 14         Add:       Depreciation and amortization       17 19         Key items (see Table 5)          Adjusted EBITDA       \$ 42 \$ 33         Adjusted EBITDA - Valvoline         Operating income       \$ 83 \$ 75         Add:       Depreciation and amortization and amortization (see Table 5)       9 8         Key items (see Table 5)	Adjusted EBITDA	<u>\$</u>	119	\$	111
Add:       Depreciation and amortization       17       19         Key items (see Table 5)       -       -       -         Adjusted EBITDA       \$ 42       \$ 33         Adjusted EBITDA - Valvoline       \$ 83       \$ 75         Operating income       \$ 83       \$ 75         Add:       Depreciation and amortization       9       8         Key items (see Table 5)       -       -       -       -	Adjusted EBITDA - Performance Materials				
Depreciation and amortization       17       19         Key items (see Table 5)       -       -         Adjusted EBITDA       \$ 42       \$ 33         Adjusted EBITDA - Valvoline       \$ 83       75         Operating income       \$ 83       75         Add:       Depreciation and amortization       9       8         Key items (see Table 5)       -       -       -       -		\$	25	\$	14
Depreciation and amortization       17       19         Key items (see Table 5)       -       -         Adjusted EBITDA       \$ 42       \$ 33         Adjusted EBITDA - Valvoline       \$ 83       75         Operating income       \$ 83       75         Add:       Depreciation and amortization       9       8         Key items (see Table 5)       -       -       -       -	. •				
Key items (see Table 5)	Depreciation and amortization		17		19
Adjusted EBITDA - Valvoline       \$ 42       \$ 33         Operating income       \$ 83       \$ 75         Add:       Depreciation and amortization       9       8         Key items (see Table 5)       -       -       -			-		_
Operating income       \$ 83 \$ 75         Add:       Depreciation and amortization       9 8         Key items (see Table 5)        -		\$	42	\$	33
Operating income       \$ 83 \$ 75         Add:       Depreciation and amortization       9 8         Key items (see Table 5)        -					
Add:       Depreciation and amortization       9       8         Key items (see Table 5)       -       -       -					
Depreciation and amortization       9       8         Key items (see Table 5)       -       -		\$	83	\$	75
Key items (see Table 5)					
			9		8
Adjusted EBITDA \$ 92 \$ 83					
	Adjusted EBITDA	\$	92	\$	83

# First-Quarter Fiscal 2015 Earnings



With good chemistry great things happen."

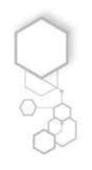
## Forward-Looking Statements

recent Form 10-K filed with the SEC, which is available on Ashland's website at http://investor.ashland.com or on the SEC's forward-looking statements with words such as "anticipates," "believes," "expects," "estimates," "is likely," "predicts," "projects," circumstances. Ashland's expectations and assumptions include, without limitation, internal forecasts and analyses of current and future market conditions and trends, management plans and strategies, operating efficiencies and economic conditions (such as prices, supply and demand, cost of raw materials, and the ability to recover raw-material cost increases through price ncreases), and risks and uncertainties associated with the following: Ashland's substantial indebtedness (including the possibility that such indebtedness and related restrictive covenants may adversely affect Ashland's future cash flows, results of restructuring program (including the possibility that Ashland may not realize the anticipated revenue and earnings growth, cost reductions and other expected benefits from the program), Ashland's ability to generate sufficient cash to finance its stock repurchase plans, severe weather, natural disasters and legal proceedings and claims (including environmental and asbestos "Use of estimates, risks and uncertainties" in Note A of Notes to Consolidated Financial Statements and in Item 1A in its most website at www.sec.gov. Ashland believes its expectations and assumptions are reasonable, but there can be no assurance that the expectations reflected herein will be achieved. Unless legally required, Ashland undertakes no obligation to update any This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Ashland has identified some of these forecasts," "may," "will," "should" and "intends" and the negative of these words or other comparable terminology. In addition, Ashland may from time to time make forward-looking statements in its Annual Reports, quarterly reports and other filings with the Securities and Exchange Commission (SEC), news releases and other written and oral communications. These forwardlooking statements are based on Ashland's expectations and assumptions, as of the date such statements are made, regarding Ashland's future operating performance and financial condition, the economy and other future events or operations, financial condition and its ability to repay debt), the impact of acquisitions and/or divestitures Ashland has made or matters). Various risks and uncertainties may cause actual results to differ materially from those stated, projected or implied by any forward-looking statements, including, without limitation, risks and uncertainties affecting Ashland that are contained in may make (including the possibility that Ashland may not realize the anticipated benefits from such transactions), the global forward-looking statements made in this presentation whether as a result of new information, future events or otherwise.

## Regulation G: Adjusted Results

operating performance of the company and its reportable segments. The non-GAAP information provided may not be accounting principles in the United States (U.S. GAAP) and should not be construed as an alternative to the reported results determined in accordance with U.S. GAAP. Ashland has included this non-GAAP information to assist in understanding the consistent with the methodologies used by other companies. All non-GAAP information related to previous Ashland filings with The information presented herein regarding certain unaudited adjusted results does not conform to generally accepted the SEC has been reconciled with reported U.S. GAAP results.

## Fiscal First Quarter 2015 Highlights<sup>1</sup>



- Reported EPS from continuing operations of \$0.57
- Adjusted earnings of \$1.46 vs. \$1.12 per share in prior year
- Sales of \$1.4 billion, down 3% from year-ago period
- Normalized for currency and divestitures, sales would have increased 1%
- Adjusted EBITDA of \$262 million, up 11% over prior year
- Achieved ~\$175 million in run-rate savings from global restructuring
- Completed sale of elastomers for \$120 million
- Completed 10b5-1 share repurchase program
- Purchased \$127 million of Ashland stock



## Fiscal First Quarter - Continuing Operations Key Items Affecting Income



(\$ in millions, except EPS) Preliminary		Operatinç	Operating Income			Total	
	Ashland Specialty	Ashland Performance		Unallocated and			Earnings
2015	Ingredients	Materials	Valvoline	Other	Pre-tax	After-tax	per Share
Loss on divestiture					(82)	(57)	(0.82)
Stock award modification				(7)	(7)	(4)	
Restructuring				(1)	(1)	(1)	(0.01)
Total	- - -	<del>⇔</del>	-	(8)	\$ (93)	\$ (62)	\$ (0.89)
2014							
Total	· \$	-	-	-	- \$	- \$	-

- Excluding intangible amortization, adjusted EPS would have been 22 cents higher, or \$1.68



## Adjusted Results Summary<sup>1</sup>



(\$ in millions)			scal	Fiscal First Quarter	Oual	rter		H	ee m	onth	Three months ended	eq
Preliminary	두	ree r	mont	hs er	qeq	Three months ended Dec. 31,	1,		Se	Sept. 30,	0,	
	20	2014		2013		Change	ge	70	2014		Change	<u>ම</u>
Sales	\$1,391	391	↔	\$1,432		(3) %	%	\$1,	\$1,538		(10) %	%
Gross profit as a percent of sales	.,	29.4 %	%	26.8 %	%	260 bp	рр		27.8 %	%	160 bp	рр
Selling, general and admin./R&D costs	\$ 243	243	↔	\$ 262		(7)	% (1)	↔	256		(2) %	%
Operating income	\$	177	↔	143		24 %	%	↔	180		(2) %	%
Operating income as a percent of sales	_	12.7 %	%	10.0 %	%	270 bp	рр	,	11.7 %	%	100 bp	рр
Depreciation and amortization	↔	82	\$	88		(3) %	%	↔	92		% (8)	%
Earnings before interest, taxes, depreciation	u											
and amortization (EBITDA)	\$	\$ 262	\$	236		11	%	\$	272		(4) %	%
EBITDA as a percent of sales	_	18.8 %	%	16.5 %	%	230 bp	рр	Ĺ	17.7 %	%	110 bp	рр

- Normalized for currency and divestitures, sales increased 1% over prior year
- Mix, margins and restructuring savings drove 230 basis-point increase in EBITDA margin





## Adjusted Results Summary<sup>1</sup> **Ashland Specialty Ingredients**



(\$ in millions)		ίΞ	scal	Fiscal First Quarter	Qua	rter		H	ree m	onth	Three months ended
Preliminary	드	ree n	nont	hs en	ded	Three months ended Dec. 31	1		Se	Sept. 30,	30,
	2014	14		2013		Change	ge	7	2014		Change
Metric tons sold (in thousands) - Actives basis	7	6.62		81.7		(2)	(2) %		91.1		(12) %
Sales	↔	561	↔	581		(3)	(3) %	↔	635		(12) %
Gross profit as a percent of sales	3	32.7	%	30.9 %	%	180 bp	рр		32.8 %	%	(10) bp
Selling, general and admin./R&D costs	<b>⇔</b>	124	↔	130		(2)	(2) %	\$	125		(1) %
Operating income	↔	09	↔	51		18	%	\$	84		(56) %
Operating income as a percent of sales	_	10.7 %	%	8.8	8.8 %	190 bp	рр		13.2	%	(250) bp
Depreciation and amortization	↔	26	↔	9		(2)	(2) %	\$	63		% (9)
Earnings before interest, taxes, depreciation	L										
and amortization (EBITDA)	<b>⇔</b>	119	↔	111		7	%	\$	147		(19) %
EBITDA as a percent of sales	7	21.2 %	%	19.1 %	%	210 bp	pp		23.1 %	%	(190) bp

- Year-over-year sales decline primarily driven by FX and guar
- Improved product mix more than offset FX headwind leading to 210basis-point improvement in EBITDA margin

available on Ashland's website at http://investor.ashland.com; reconcile adjusted amounts to amounts reported under GAAP. ASHLAND <sup>1</sup> Ashland's earnings releases dated Jan. 26, 2015 and Nov. 5, 2014 and 8-K dated July 3, 2014;



## Adjusted Results Summary<sup>1</sup> **Ashland Performance Materials**



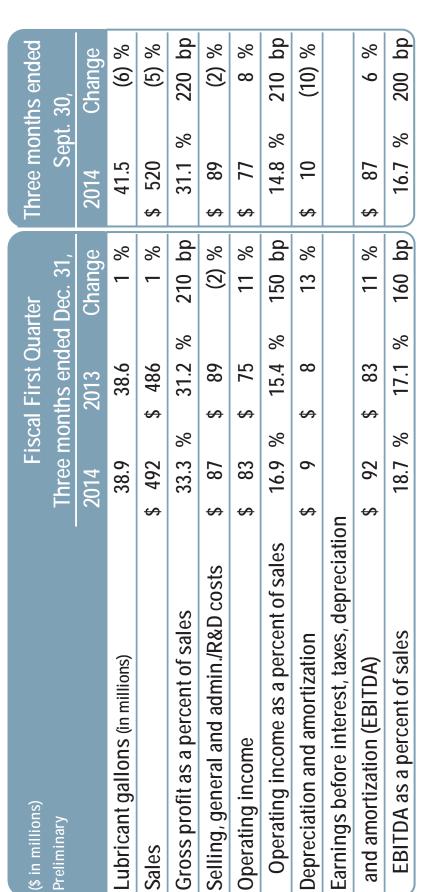
(\$ in millions)		ш.	isca	Œ E	Fiscal First Quarter	) Juar	ter		드	ree n	nont	Three months ended	per
Preliminary	F	nree	mol	ıths	enc	led	Three months ended Dec. 31	7,		S	Sept. 30,	30,	
	7(	2014		2013	13		Change	ge	7	2014		Change	ge
Metric tons sold (in thousands)	_	129.5		13	137.9		(9)	% (9)		145.1		(11) %	%
Sales	\$	\$ 338		\$	365		(7)	% (1)	↔	383		(12) %	%
Gross profit as a percent of sales		17.3 %	%	7	13.4 %	%	390	390 bp		13.6 %	%	370 bp	dq
Selling, general and admin./R&D costs	\$	36		\$	41		(12)	(12) %	↔	41		(12) %	%
Operating income	\$	25		\$	14		79	%	↔	13		92	%
Operating income as a percent of sales		7.4 %	%		3.8 %	%	360	рр		3.4	%	400 bp	рb
Depreciation and amortization	\$	17		\$	19		(11)	(11) %	↔	18		(9)	% (9)
Earnings before interest, taxes, depreciation	u												
and amortization (EBITDA)	\$	42		\$	33		27	%	↔	31		35	%
EBITDA as a percent of sales		12.4 %	%		% 0.6	%	340	340 bp		8.1	%	430 bp	pb

- Excluding elastomers, year-over-year volumes grew 3%
- Composites volumes and margin drove segment earnings growth



## Valvoline

## Results Summary<sup>1</sup>

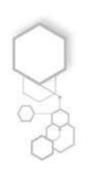


- Lower input costs, combined with continued mix improvement drove another quarter of solid performance
- Excluding \$6 million benefit from arbitration ruling in prior year period, EBITDA grew 20 percent

available on Ashland's website at http://investor.ashland.com; reconcile adjusted amounts to amounts reported under GAAP. ASHLAND <sup>1</sup> Ashland's earnings releases dated Jan. 26, 2015 and Nov. 5, 2014 and 8-K dated July 3, 2014;



## Fiscal First Quarter 2015 Corporate Items



- Approximately \$175 million in annualized cost savings achieved through the first quarter
- Continue to expect substantially all savings to be realized by end of Q2 FY15
- Adjusted Effective tax rate of 25.0%
- FY 2015 expectation now at 24-26%
- Trade Working Capital<sup>1</sup> ended quarter at 19.2% of sales
- Capital expenditures totaled \$43 million
- Full year 2015 expectation remains ~\$275-\$300 million
- Free cash flow<sup>2</sup> generation of \$7 million
- FY 2015 expectation remains unchanged at \$290-\$340 million
- \$270 million Accelerated Stock Repurchase planned to be launched as soon as practicable
- Asbestos insurance settlement reached in January

<sup>&</sup>lt;sup>2</sup> Definition of free cash flow: operating cash less capital expenditures and other items Ashland has deemed non-operational.



Trade Working Capital defined as trade accounts receivables plus inventories minus trade accounts payables; calculated on a 13-month rolling basis.

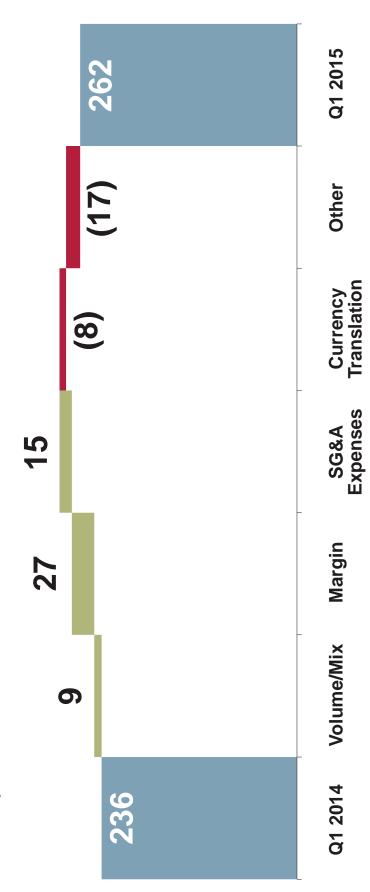


## Appendix A: EBITDA Bridges

## Ashland Q1 FY 2014 vs. Q1 FY 2015 Adjusted EBITDA Bridge







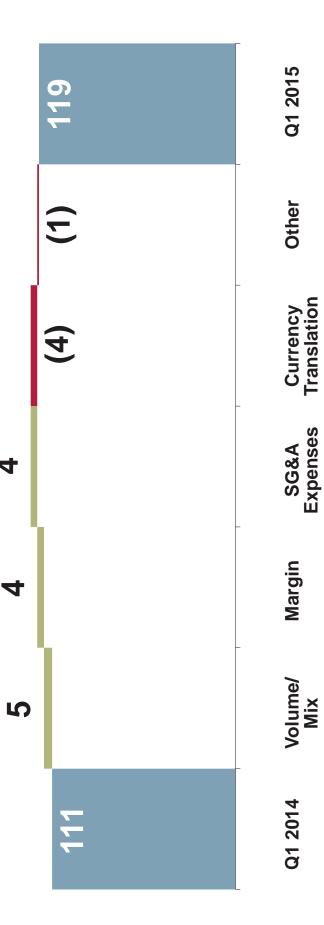
- Stronger volumes and mix contributed \$36 million to EBITDA
- SG&A, driven by restructuring savings, resulted in \$15 million tailwind



## Ashland Specialty Ingredients



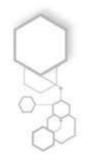
Q1 FY 2014 versus Q1 FY 2015 Adjusted EBITDA Bridge (\$ millions) Preliminary



- Strong mix, good margins, and reduced SG&A led to \$13 million tailwind
- Currency, driven by Euro, was a \$4 million headwind

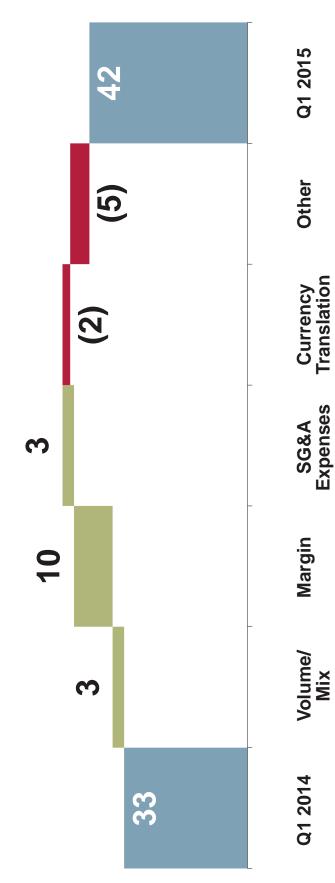


## Ashland Performance Materials Adjusted EBITDA Bridge



(\$ millions) Preliminary

## Q1 FY 2014 versus Q1 FY 2015



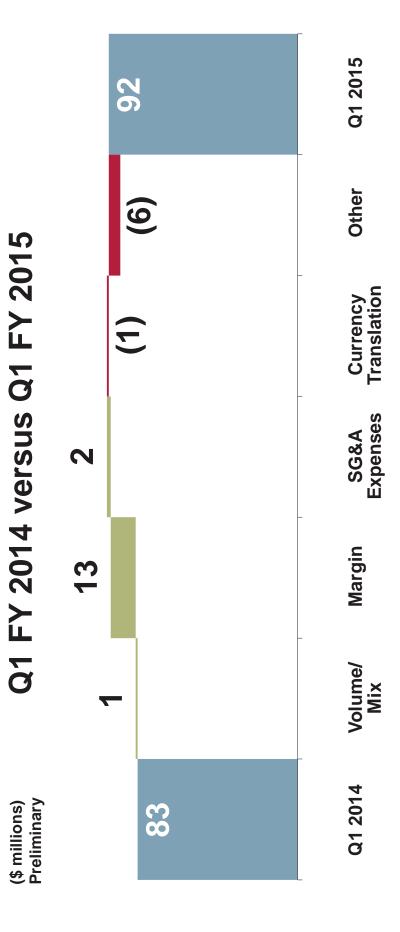
- Good composites volumes and margin provided a tailwind to the quarter, more than offsetting BDO pricing decline
- Other category reflects impact of ASK and elastomers divestitures



## Valvoline

## Adjusted EBITDA Bridge





- Strong mix and lower input costs primary drivers to EBITDA growth
- Prior year quarter benefitted from \$6 million arbitration ruling on a commercial agreement - captured in Other

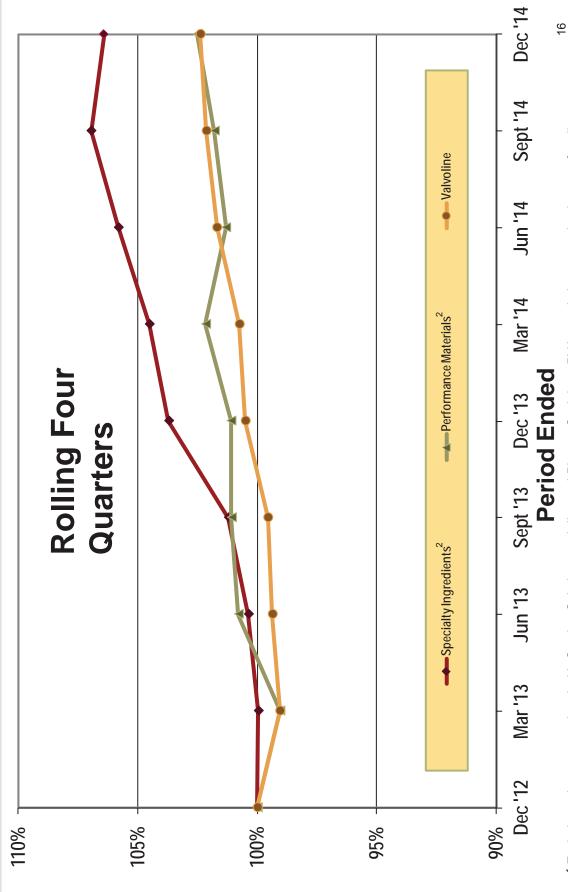




## Appendix B: Volume Trends and **Liquidity and Net Debt**

## Normalized Volume Trends<sup>1</sup>





<sup>1</sup> Excludes volumes associated with Casting Solutions and divested Pinova, Synlubes, PVAc, and elastomers businesses for all

periods. Includes volumes associated with ISP and Ara Quimica for all periods. <sup>2</sup> ASI and APM reflect realignment of adhesives and intermediates and solvents for all periods.



## **Liquidity and Net Debt**



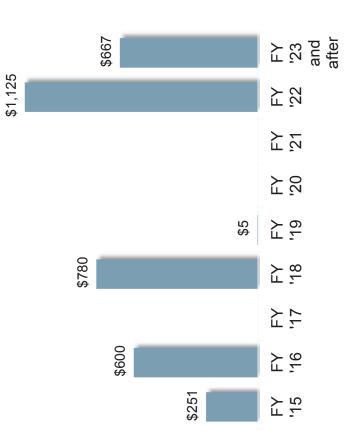
## (\$ in millions)

<u>}</u>	At I	At Dec. 31,
Cash	<b>⇔</b>	1,256
Available revolver and A/R facility capacity		1,047
Liquidity	↔	2,303

		Interest			At [	At Dec. 31,
Debt	Expiration	Rate	Moody's	S&P		2014
4.750% senior notes, par \$1,125 million	08/2022	4.75%	Ba1	BB	↔	1,120
3.875% senior notes, par \$700 million	04/2018	3.875%	Ba1	BB		700
3.000% senior notes, par \$600 million	03/2016	3.000%	Ba1	BB		009
6.875% senior notes, par \$375 million	05/2043	6.875%	Ba1	BB		376
A/R facility drawn <sup>1</sup>	08/2015	L+75				220
6.5% debentures, par \$282 million	06/2029	%005'9	Ba2	B <sup>+</sup>		134
Revolver drawn <sup>2</sup>	03/2018	L+175	Ba1	BB		80
Other debt		Various				45
Total debt			Ba1/	BB/	₩	3 27E
iotal debt			Stable	Stable	÷	0,2,0
Cash					\$	1,256
Net debt (cash)					↔	2,019

<sup>&</sup>lt;sup>1</sup> AR securitization facility with total borrowing capacity of \$250 million; capacity as of Dec. 31, 2014 of \$220 million

## Scheduled Debt Repayments by Fiscal Year





 $<sup>^2\,\$1.2</sup>$  billion facility, including  $\sim\!\!\$73$  million for letters of credit

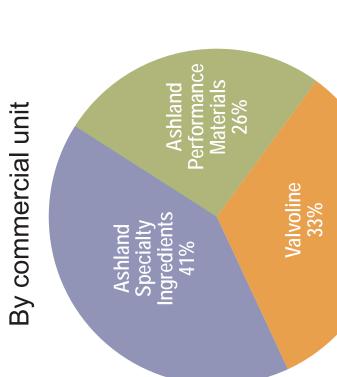


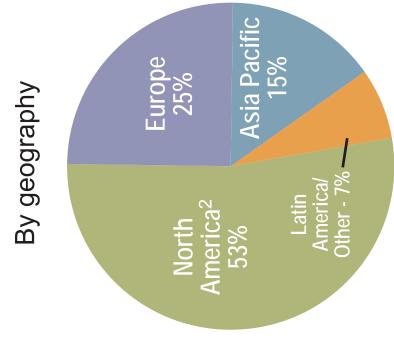
## Appendix C: Business Profiles

## Corporate Profile



## Sales<sup>1</sup> - \$6.1 Billion



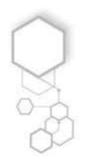




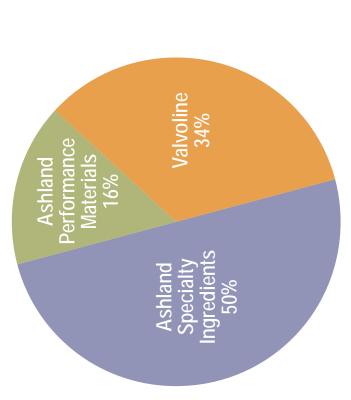
<sup>&</sup>lt;sup>1</sup> For 12 months ended December 31, 2014.

<sup>&</sup>lt;sup>2</sup> Ashland includes only U.S. and Canada in its North America designation.

## Corporate Profile



## Adjusted EBITDA1 - \$1.1 Billion



NYSE Ticker Symbol: ASH

Total Employees: ~10,000

Outside North America ~30%

Number of Countries in Which Ashland Has Sales:

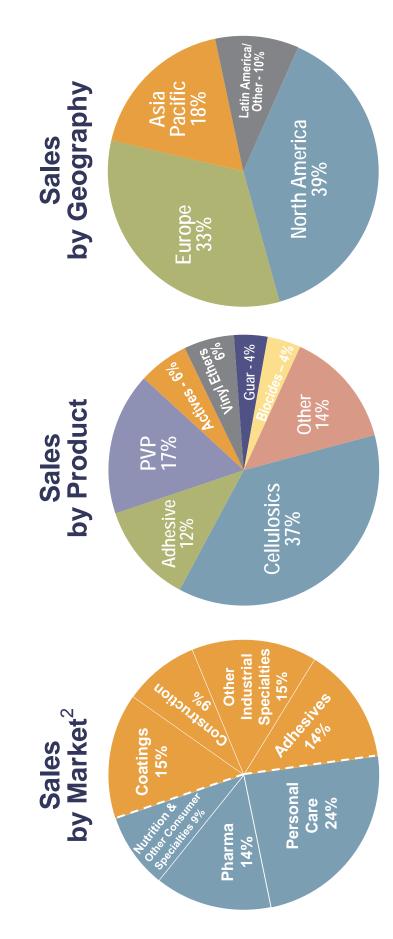
More than 100



# **Ashland Specialty Ingredients**

A global leader of cellulose ethers and vinyl pyrrolidones





For 12 Months Ended December 31, 2014

Sales: \$2.5 billion

Adjusted EBITDA: \$538 million 1

Adjusted EBITDA Margin: 21.7%

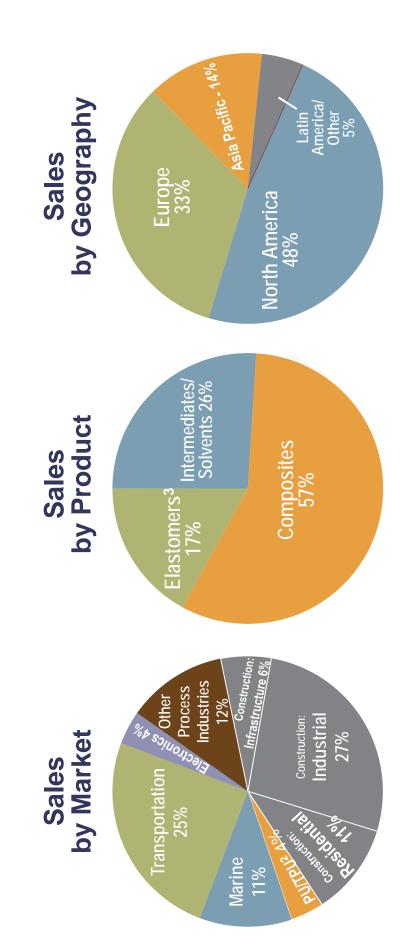
<sup>1</sup> See Appendix D for reconciliation to amounts reported under GAAP.

Within the Sales by Market chart above, Industrial Specialties are presented in orange and Consumer Specialties are presented in blue.



# **Ashland Performance Materials**

Global leader in unsaturated polyester resins and vinyl ester resins



For 12 Months Ended December 31, 2014

Sales: \$1.6 billion

Adjusted EBITDA: \$175 million 1

Adjusted EBITDA Margin: 11.3%



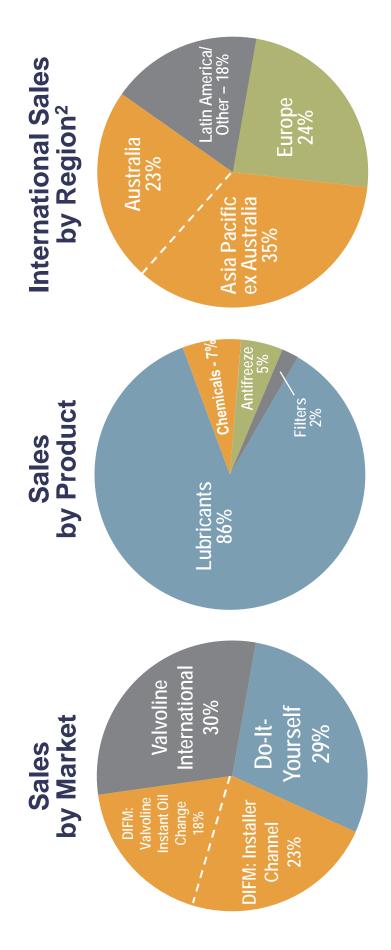
<sup>&</sup>lt;sup>1</sup> See Appendix D for reconciliation to amounts reported under GAAP.

<sup>2</sup> PU/TPU stands for Polyurethane and Thermoplastic Polyurethane.

<sup>3</sup> Includes sales only through December 1st, 2014.

# Valvoline: A leading worldwide producer and distributor of





For 12 Months Ended December 31, 2014

Sales: \$2.0 billion 1 EBITDA: \$368 million 1

**EBITDA Margin: 18.0%** 

See Appendix D for reconciliation to amounts reported under GAAP.

Includes nonconsolidated joint ventures.



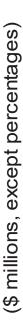


### Appendix D: Non-GAAP Reconciliations



## Reconciliation of Non-GAAP Data

for 12 Months Ended December 31, 2014



Sales <sup>1</sup>	01 15	O4 14	O3 14	02 14	Total	
Specially iligi edierits Performance Materials	338	383	420	413	2,476 1,554	
	492	520	532	503	2,047	
I	1,391	1,538	1,605	1,545	6/0/9	
						Adjusted EBITDA
	01 15	O4 14	Q3 14	02 14	Total	Margin
Specialty Ingredients	119	147	142	130	538	21.7%
Performance Materials	42	31	53	49	175	11.3%
	92	87	66	06	368	18.0%
	6	7	4	3	23	
	262	272	298	272	1,104	

<sup>1</sup> Quarterly totals may not sum to actual results due to quarterly rounding conventions. Calculation of adjusted EBITDA for each quarter has been reconciled within certain financial filings with the SEC and posted on Ashland's website for each reportable segment.





With good chemistry great things happen."

Exhibit 99.3

### First Quarter Fiscal 2015 Earnings Prepared Comments

Ashland released results for the quarter ended December 31, 2014, at approximately 5 p.m. Eastern Time today. These results are preliminary until we file our Form 10-Q with the Securities and Exchange Commission. A copy of the news release, a slide presentation and these prepared remarks have been furnished to the SEC in a Form 8-K. These prepared remarks should be read in conjunction with the slides and earnings release.

We will host a conference call and webcast on Tuesday, January 27, 2015, at 10:00 a.m. EST to discuss these results.

### Slide 2: Forward Looking Statements, Regulation G: Adjusted Results

As shown on Slide 2, our remarks include forward-looking statements, as such term is defined under U.S. securities law.

We believe any such statements are based on reasonable assumptions, but cannot assure that such expectations will be achieved.

Please also note that we will be discussing adjusted results in this presentation.

We believe this enhances understanding of our performance by more accurately reflecting our ongoing business.

### Slide 3: Highlights

Ashland began fiscal 2015 just as it finished 2014, on a strong note. Adjusted earnings grew 30 percent from the year-ago quarter driven by healthy mix, higher margins and lower operating costs. Despite significant currency headwinds, each commercial unit posted year-over-year margin gains that led to strong earnings growth. We continued to execute on our strategy of refining the portfolio by completing the elastomers divestiture, and we completed the previously launched 10b5-1 stock repurchase program.

Ashland reported earnings of \$0.57 per share from continuing operations for the first quarter. This included an after-tax loss of \$57 million related to the elastomers divestiture. When adjusting for this and other key items, earnings per share from continuing operations were \$1.46, a 30 percent increase over prior year.

Ashland's sales were nearly \$1.4 billion, a decrease of 3 percent from prior year. Normalizing for currency and divestitures, sales would have increased 1 percent. Ashland Specialty Ingredients (ASI) continues to see good revenue growth in the personal care and adhesives product lines, with currency-adjusted sales up 10 percent and 5 percent, respectively. Ashland Performance Materials (APM) continues to execute well against its strategy of upgrading mix, leading to an 8 percent increase in currency-adjusted sales within composites. At Valvoline to gerformances in the Do-It-Yourself (DIY) and Do-It-For-Me (DIFM) channels offset destocking among international distributors, leading to a 1 percent increase in sales from prior year.

Adjusted EBITDA grew 11 percent, to \$262 million, primarily due to improved business and product mix, good pricing discipline, lower input costs and reduced selling, general and administrative (SG&A) expenses.

Ashland's global restructuring program, which is targeting \$200 million in cost savings as part of a broad-based plan to improve the company's competitive position, is on track to be largely complete by the end of the second quarter of fiscal 2015. At the end of December, Ashland had achieved approximately \$175 million in annualized run-rate savings.

During the quarter, Ashland completed the sale of the elastomers division to Lion Copolymer for \$120 million, which is in keeping with our strategy of divesting low-margin, non-core assets and investing in higher-margin, faster-growing and more stable businesses. After making necessary working capital adjustments, net proceeds from the sale were \$106 million.

Ashland repurchased \$127 million of Ashland stock during the quarter, completing the 10b5-1 program that was launched last August. In total, Ashland has invested nearly \$1.1 billion in stock repurchases over the past nine months. Approximately \$270 million remains under the current \$1.35 billion share repurchase authorization program.

### Slide 4: Key Items Affecting Income

In total, three key items had a net unfavorable impact on EPS from continuing operations of \$0.89 in the first quarter.

- 1) The first key item is a \$57 million after-tax loss from the sale of the elastomers division.
- 2) The second key item is a \$4 million after-tax charge related to a cash payment made to Ashland's retired CEO in lieu of stock under the company's long-term incentive compensation program.
- 3) The third key item is a \$1 million after-tax charge related to global restructuring activities.

There were no unusual items affecting income in the year-ago quarter.

### Slide 5: Adjusted Results Summary

Positive mix in each of Ashland's commercial units, lower input costs, disciplined pricing and net savings from the global restructuring program drove an 11 percent increase in EBITDA versus prior year. This was in spite of significant currency headwinds which negatively affected sales by \$32 million and earnings by \$8 million.

ASI posted good results within Consumer Specialties, led by strength in the personal care and pharmaceutical excipient markets. Industrial Specialties reported soft results in European and Latin American construction and North American energy markets. This weakness was somewhat offset by another solid quarter within adhesives. APM posted solid earnings growth after another strong performance from composites. This was somewhat offset by lower butanediol (BDO) pricing within Intermediates and Solvents (I&S). Valvoline posted a record first quarter for profitability, with solid results from the DIFM and DIY channels.

Gross margin increased 260 basis points from prior year driven by lower input costs and good pricing discipline. This, coupled with savings from the global restructuring program that reduced SG&A expenses by \$19 million, drove a 24 percent increase in operating income. SG&A as a percent of sales declined 80 basis points from prior year, to 17.5 percent, in what is Ashland's seasonally weakest quarter. This puts us well on our way to achieving our targeted SG&A level. In total, good mix, margin expansion and reduced costs led to Ashland's EBITDA margin increasing 230 basis points from the prior year quarter, to 18.8 percent. Ashland's first-quarter results represent good progress toward its EBITDA margin target of 20 percent.

### Slide 6: Ashland Specialty Ingredients – Adjusted Results Summary

Improved business and product mix offset foreign exchange (FX) headwinds and soft European and Latin American construction and North American energy markets, leading to another quarter of year-over-year EBITDA growth. Strong performances within our personal care and adhesives lines of business were offset by currency (-2%) and guar (-3%), leading to a 3 percent decline in sales. Excluding the effect of these, sales increased 2 percent from prior year. Gross margins expanded 180 basis points driven by mix and improved manufacturing cost execution. Savings from the global restructuring program led to a \$6 million year-over-year decline in SG&A. Overall, business performance in the quarter was driven by strong mix and cost discipline, contributing to a 210-basis-point improvement in EBITDA margin, to 21.2 percent.

Consumer Specialties' sales were flat with the prior year, but rose 2 percent when adjusting for currency. Particular strength came from the personal care and pharmaceutical excipient lines of business. This was offset by weakness in the nutrition market, where some of our lower-margin product lines are experiencing increased competitive pressure. Regionally, we saw strength in North America and Asia.

Within Industrial Specialties, sales declined 6 percent year over year (down 4% currency adjusted). Sales were negatively affected by weak construction markets in Europe, our previously announced exit from the guar powder product line, and reduced demand for our products sold into the energy market. The adhesives line of business posted another solid quarter, with revenues increasing 5 percent from prior year. We continue to see strong demand within the coatings market, although capacity constraints within our HEC production facilities have limited our growth. However, to help meet that growing demand, we recently completed the first phase of expanding our HEC lines in Nanjing, China, with new volume to be available beginning later this quarter. This first phase of the two-phase HEC expansion at Nanjing is expected to be a \$10-\$12 million annual revenue opportunity.

Looking ahead over the balance of the fiscal year, we expect continued growth in personal care, pharmaceutical, coatings and adhesives. However, we expect this growth to be somewhat offset by reduced demand in the construction and energy markets. We also expect FX to remain a headwind for the rest of the year, but be partially offset by lower raw material costs. Lastly, as part of our strategy to continually upgrade the portfolio, we recently closed our redispersible powder (RDP) production line in China. The exit of this low-margin business is expected to reduce annualized sales by approximately \$30 million beginning in the middle of the current quarter, but be marginally accretive to EBITDA. As a result, and based on what we see today, we expect ASI's full-year sales to be flat to down 2% from prior year. Growth in high-margin areas of the business, improved mix, aggressive new product and application development, and lower overall costs should lead to full-year EBITDA margin exceeding 23 percent.

For the fiscal second quarter, we expect good growth in the higher-margin areas of the business. However, based on where foreign exchange rates were at the beginning of January, we expect the combination of currency (-4%), continued weakness in construction and energy markets (-2%), our exit from the RDP product line (-1%) and powder guar market (-1%) to more than offset that growth. As a result, we expect ASI's sales in the second quarter to decline 3.5-4.5 percent from a year ago. However, we expect the combination of improved business mix, higher margins, and reduced SG&A expenses to deliver a 200-300 basis point increase to EBITDA margin over prior year.

### Slide 7: Ashland Performance Materials – Adjusted Results Summary

Good composites volumes and lower input costs contributed to a strong quarter for APM, with EBITDA increasing 27 percent versus the year-ago period. Excluding elastomers, volumes grew 3 percent, driven by strong composites results across all regions. Currency (-3%), the elastomers divestiture (-5%), and lower BDO pricing (-2%) were headwinds to year-over-year sales. Adjusting for these items, sales grew 3 percent. Gross margin expanded 390 basis points, primarily due to lower input costs and an unplanned shutdown at an I&S plant in the prior-year quarter.

Overall composites volumes grew approximately 8 percent from prior year. We continued to see good composites growth in both North America and China, with revenues growing in the high single-digit range in each region. While mining and building and construction markets remain sluggish globally, we continue to see growth in the transportation and heavy-truck markets. In North America, the recreational marine market has begun to show strength, and in China our pollution control systems continue to do well in the flue gas desulfurization market. Overall, composites revenues grew 5 percent from the prior year and 8 percent when adjusting for currency.

I&S sales declined 14 percent from prior year on lower volumes, pricing and currency headwinds. BDO capacity continues to expand globally, exerting pressure on prices. Versus the prior year period, I&S revenues fell by \$7 million due to softer BDO pricing. This was somewhat offset by lower feedstock costs. We expect prices to continue declining over the course of fiscal 2015, leading to a \$20 million headwind to revenue, consistent with our prior expectations.

Looking to the second quarter, we expect mid-single-digit volume growth on a year-over-year basis in composites driven by continued customer wins in Asia. However, we expect the effects of the elastomers divestiture, continued BDO pricing pressure and the pass-through of lower input costs to our composites customers, to lead to a decline in sales of approximately 25 to 27 percent from prior year. EBITDA margin is expected to be 10.5-11.0 percent, down from 11.6 percent in the prior-year period. Composites volume gains and cost savings from the global restructuring are expected to partially offset the BDO pricing headwind. For modeling purposes, the prior-year period included approximately \$4 million of equity income from the recently divested ASK joint venture. In addition, as a result of the elastomers divestiture, we expect depreciation and amortization (D&A) to be approximately \$14 million each quarter going forward.

### Slide 8: Valvoline – Adjusted Results Summary

Good mix and margin expansion led to an 11 percent increase in EBITDA from the year-ago period. Continued strength across the installer channel and successful promotions drove sales growth in the DIY channel more than offsetting currency headwinds (-2%), delivering 1 percent sales growth over the prior year. Lower input costs provided a tailwind to the quarter, contributing to the 160 basis point year-over-year increase to EBITDA margin. It is worth noting that the prior-year period contained \$6 million from a favorable arbitration ruling on a commercial agreement. Excluding this, EBITDA grew 20 percent.

Valvoline Instant Oil Change<sup>SM</sup> (VIOC) maintained strength in the quarter posting same-store sales growth of nearly 5 percent at company-owned sites. Additionally, VIOC added 29 units across the network over the past year, which contributed to a 7 percent increase in the total number of oil changes versus prior year. Within the DIFM channel, our non-captive installer line of business posted the second consecutive quarter of mid-single-digit percentage sales growth over the prior year. Positive mix and successful promotions during the period led to a 3 percent sales increase for the DIY channel. Distributor destocking and general softness in the heavy-duty market negatively affected the international channel, as volumes declined 3 percent and sales fell 8 percent from the prior year. Currency adjusted, international sales declined 2 percent. Overall mix continued to improve, with premium-branded lubricant sales volume increasing to 38.4 percent, a 260-basis-point increase from prior year.

Base oil price declines announced during the fall were the primary driver to the 210-basis-point increase to gross profit margin year over year. We expect another base oil price decrease, which was announced late in the December quarter, to positively affect our fiscal second-quarter results. However, we expect this benefit to be somewhat offset by continued strength of the US dollar.

Looking ahead to the second quarter, we expect volume to increase 2-3 percent driven by continued strength in our VIOC channel, although net sales should be relatively flat with prior year due to pricing adjustments. Improved gross margins should lead to EBITDA margin of approximately 19.5-20.0 percent.

-

SM Service mark, Ashland or its subsidiaries, registered in various countries

### Slide 9: Fiscal First Quarter 2015 - Corporate Items

Ashland's restructuring program continues to progress as expected. Through the first quarter, Ashland has achieved approximately \$175 million in run-rate savings. We continue to expect substantially all of the targeted \$200 million in annual savings to be in place by the end of the current quarter.

Corporate income is now expected to be \$25-\$30 million for the full year, down from management's prior expectation of \$35-\$40 million. The decrease is primarily driven by stranded costs related to the elastomers divestiture.

The adjusted effective tax rate for the quarter was 25.0 percent, higher than our prior expectation. The increase was driven primarily by geographic income mix. Our businesses posted stronger results in higher-tax-rate regions, principally the U.S. We expect this trend to continue for the balance of the year. As a result, we now expect our 2015 full-year tax rate to increase to 24-26 percent.

Trade working capital ended the quarter at 19.2 percent of sales. Our full-year expectation remains unchanged at approximately 18.5 percent in 2015.

Capital expenditures were \$43 million in the quarter, and we continue to expect capital expenditures for the full year to be approximately \$275-\$300 million.

Ashland generated \$7 million in free cash flow during the quarter. This is in line with normal seasonality and customary calendar year-end payment practices. We continue to expect free cash flow for the full year to be \$290-340 million.

Ashland's liquidity position remains very strong. At quarter end, Ashland had approximately \$2.3 billion of available liquidity, with slightly more than \$1.2 billion in cash. It is worth noting that almost all of this cash is held outside the U.S.

We continue to believe that Ashland's stock remains undervalued and represents the best investment for our shareholders. We intend to complete the current share repurchase authorization using a \$270 million accelerated share repurchase program that we plan to launch as soon as practicable.

Earlier this month, Ashland reached a settlement agreement to resolve certain disputes related to insurance for asbestos personal injury claims and received a cash payment of \$398 million. This is expected to result in a \$110-\$130 million after-tax gain in the March quarter.

### **End of prepared remarks**