## SALES

## COSTS AND EXPENSES

Cost of sales (a)
Selling, general and administrative expenses (a)
Research and development expenses (b)

## EQUITY AND OTHER INCOME

## OPERATING INCOME

Net interest and other financing expense (c)
Net gain on acquisitions and divestitures (d)
Other income and expenses (e)
INCOME FROM CONTINUING OPERATIONS
BEFORE INCOME TAXES
Income tax expense
INCOME FROM CONTINUING OPERATIONS
Income (loss) from discontinued operations (net of income taxes)
NET INCOME

## DILUTED EARNINGS PER SHARE

Income from continuing operations
Income (loss) from discontinued operations Net income

AVERAGE COMMON SHARES AND ASSUMED CONVERSIONS
SALES
Functional Ingredients
Water Technologies
Performance Materials
Consumer Markets
Distribution
Intersegment sales
OPERATING INCOME (LOSS)
Functional Ingredients
Water Technologies
Performance Materials
Consumer Markets
Distribution
Unallocated and other

| Three months ended September 30 |  |  |  | Year ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| \$ | 2,382 | \$ | 2,113 | \$ | 9,012 | \$ | 8,106 |
|  | 1,903 |  | 1,601 |  | 7,012 |  | 6,317 |
|  | 360 |  | 365 |  | 1,399 |  | 1,341 |
|  | 23 |  | 23 |  | 86 |  | 96 |
|  | 2,286 |  | 1,989 |  | 8,497 |  | 7,754 |
|  | 10 |  | 9 |  | 51 |  | 38 |
|  | 106 |  | 133 |  | 566 |  | 390 |
|  | (27) |  | (60) |  | (197) |  | (205) |
|  | 4 |  | 57 |  | 21 |  | 59 |
|  | 1 |  | - |  | 2 |  | (86) |
|  | 84 |  | 130 |  | 392 |  | 158 |
|  | 12 |  | 32 |  | 91 |  | 80 |
|  | 72 |  | 98 |  | 301 |  | 78 |
|  | 4 |  | (5) |  | 31 |  | (7) |
| \$ | 76 | \$ | 93 | \$ | 332 | \$ | 71 |
| \$ | . 91 | \$ | 1.30 | \$ | 3.79 | \$ | 1.07 |
|  | . 05 |  | (.08) |  | . 39 |  | (.11) |
| \$ | . 96 | \$ | 1.22 | \$ | 4.18 | \$ | . 96 |
|  | 80 |  | 76 |  | 79 |  | 73 |
| \$ | 239 | \$ | 237 | \$ | 915 | \$ | 812 |
| \$ | 462 |  | 465 |  | 1,785 |  | 1,652 |
|  | 353 |  | 268 |  | 1,286 |  | 1,106 |
|  | 462 |  | 414 |  | 1,755 |  | 1,650 |
|  | 911 |  | 771 |  | 3,419 |  | 3,020 |
|  | (45) |  | (42) |  | (148) |  | (134) |
| \$ | 2,382 | \$ | 2,113 | \$ | 9,012 | \$ | 8,106 |
| \$ | 19 | \$ | 22 | \$ | 115 | \$ | 36 |
|  | 19 |  | 40 |  | 114 |  | 78 |
|  | (2) |  | (5) |  | 23 |  | 1 |
|  | 52 |  | 72 |  | 262 |  | 252 |
|  | 17 |  | 8 |  | 55 |  | 52 |
|  | 1 |  | (4) |  | (3) |  | (29) |
| \$ | 106 | \$ | 133 | \$ | 566 | \$ | 390 |

(a) The three months and year ended September 30, 2010 include $\$ 17$ million within the cost of sales caption for a restructuring charge related to a reorganization within the Performance Materials segment. The three months and year ended September 30, 2009 include $\$ 4$ million and $\$ 17$ million, respectively, within the cost of sales caption and $\$ 19$ million and $\$ 58$ million, respectively, within the selling, general and administrative expenses caption for restructuring charges related to the integration and reorganization from the Hercules Incorporated (Hercules) acquisition and other cost reduction programs. In addition, a charge of $\$ 37$ million for the year ended September 30, 2009 was recorded for a one-time fair value assessment of Hercules inventory as of the date of the transaction.
(b) The year ended September 30, 2009 includes a $\$ 10$ million charge related to the original valuation of the ongoing research and development projects at Hercules as of the merger date. In accordance with applicable GAAP and SEC accounting regulations, these purchased in-process research and development costs were expensed as recognized.
(c) The year ended September 30, 2010 includes a $\$ 66$ million charge related to the refinancing of the Senior Credit Facility and related extinguishment of debt.
(d) The year ended September 30, 2010 includes a $\$ 23$ million gain related to Ashland's acquisition of the additional 50\% interest in Ara Quimica S.A. (Ara Quimica). The three months and year ended September 30, 2009 include a $\$ 56$ million gain related to the sale of Ashland's interest in Drew Marine, a division within Ashland Hercules Water Technologies.
(e) The year ended September 30, 2009 includes a $\$ 54$ million loss on currency swaps related to the Hercules acquisition and a $\$ 32$ million realized loss on auction rate securities.
(In millions - preliminary and unaudited)

|  | September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  |
| ASSETS |  |  |  |  |
| Current assets |  |  |  |  |
| Cash and cash equivalents | \$ | 417 | \$ | 352 |
| Accounts receivable |  | 1,608 |  | 1,392 |
| Inventories |  | 644 |  | 527 |
| Deferred income taxes |  | 112 |  | 118 |
| Other assets |  | 52 |  | 48 |
| Current assets held for sale |  | - |  | 41 |
|  |  | 2,833 |  | 2,478 |
| Noncurrent assets |  |  |  |  |
| Auction rate securities |  | 22 |  | 170 |
| Goodwill |  | 2,228 |  | 2,220 |
| Intangibles |  | 1,113 |  | 1,181 |
| Asbestos insurance receivable |  | 459 |  | 510 |
| Deferred income taxes |  | 336 |  | 310 |
| Other assets |  | 513 |  | 619 |
| Noncurrent assets held for sale |  | 9 |  | 52 |
|  |  | 4,680 |  | 5,062 |
| Property, plant and equipment |  |  |  |  |
| Cost |  | 3,537 |  | 3,459 |
| Accumulated depreciation and amortization |  | $(1,519)$ |  | $(1,392)$ |
|  |  | 2,018 |  | 2,067 |
| Total assets | \$ | 9,531 | \$ | 9,607 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Current liabilities |  |  |  |  |
| Short-term debt | \$ | 71 | \$ | 23 |
| Current portion of long-term debt |  | 45 |  | 53 |
| Trade and other payables |  | 1,043 |  | 973 |
| Accrued expenses and other liabilities |  | 528 |  | 523 |
| Current liabilities held for sale |  | - |  | 5 |
|  |  | 1,687 |  | 1,577 |
| Noncurrent liabilities |  |  |  |  |
| Long-term debt |  | 1,108 |  | 1,537 |
| Employee benefit obligations |  | 1,372 |  | 1,214 |
| Asbestos litigation reserve |  | 841 |  | 956 |
| Deferred income taxes |  | 145 |  | 149 |
| Other liabilities |  | 575 |  | 590 |
|  |  | 4,041 |  | 4,446 |
| Stockholders' equity |  | 3,803 |  | 3,584 |
| Total liabilities and stockholders' equity | \$ | 9,531 | \$ | 9,607 |


|  | Year ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  |
| CASH FLOWS PROVIDED BY OPERATING ACTIVITIES FROM CONTINUING OPERATIONS |  |  |  |  |
| Net income | \$ | 332 | \$ | 71 |
| (Income) loss from discontinued operations (net of income taxes) |  | (31) |  | 7 |
| Adjustments to reconcile income from continuing operations to cash flows from operating activities |  |  |  |  |
| Depreciation and amortization |  | 304 |  | 329 |
| Debt issuance cost amortization |  | 81 |  | 52 |
| Purchased in-process research and development amortization |  | - |  | 10 |
| Deferred income taxes |  | 9 |  | 12 |
| Equity income from affiliates |  | (19) |  | (14) |
| Distributions from equity affiliates |  | 17 |  | 15 |
| Gain from sale of property and equipment |  | (6) |  | (2) |
| Stock based compensation expense |  | 14 |  | 9 |
| Stock contributions to qualified savings plans |  | 22 |  | 13 |
| Net gain on acquisitions and divestitures |  | (21) |  | (59) |
| Loss on early retirement of debt |  | 5 |  | - |
| Inventory fair value adjustment related to Hercules acquisition |  | - |  | 37 |
| Loss on currency swaps related to Hercules acquisition |  |  |  | 54 |
| (Gain) loss on auction rate securities |  | (2) |  | 32 |
| Change in operating assets and liabilities (a) |  | (188) |  | 461 |
|  |  | 517 |  | 1,027 |
| CASH FLOWS PROVIDED (USED) BY INVESTING ACTIVITIES FROM CONTINUING OPERATIONS |  |  |  |  |
| Additions to property, plant and equipment |  | (206) |  | (174) |
| Proceeds from disposal of property, plant and equipment |  | 18 |  | 47 |
| Purchase of operations - net of cash acquired |  | (23) |  | $(2,080)$ |
| Proceeds from sale of operations |  | 64 |  | 114 |
| Settlement of currency swaps related to Hercules acquisition |  | - |  | (95) |
| Proceeds from sales and maturities of available-for-sale securities |  | 150 |  | 73 |
|  |  | 3 |  | $(2,115)$ |
| CASH FLOWS (USED) PROVIDED BY FINANCING ACTIVITIES FROM CONTINUING OPERATIONS |  |  |  |  |
| Proceeds from issuance of long-term debt |  | 334 |  | 2,628 |
| Repayment of long-term debt |  | (780) |  | $(1,862)$ |
| Proceeds from/repayments of issuance of short-term debt |  | 48 |  | (19) |
| Debt issuance costs |  | (13) |  | (162) |
| Cash dividends paid |  | (35) |  | (22) |
| Proceeds from exercise of stock options |  | 6 |  | 9 |
| Excess tax benefits related to share-based payments |  | 5 |  | 1 |
|  |  | (435) |  | 573 |
| CASH PROVIDED (USED) BY CONTINUING OPERATIONS |  | 85 |  | (515) |
| Cash used by discontinued operations |  |  |  |  |
| Operating cash flows |  | (10) |  | (2) |
| Effect of currency exchange rate changes on cash and cash equivalents |  | (10) |  | (17) |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS |  | 65 |  | (534) |
| Cash and cash equivalents - beginning of year |  | 352 |  | 886 |
| CASH AND CASH EQUIVALENTS - END OF PERIOD | \$ | 417 | \$ | 352 |
| DEPRECIATION AND AMORTIZATION |  |  |  |  |
| Functional Ingredients | \$ | 99 | \$ | 101 |
| Water Technologies |  | 88 |  | 94 |
| Performance Materials |  | 53 |  | 63 |
| Consumer Markets |  | 36 |  | 36 |
| Distribution |  | 28 |  | 28 |
| Unallocated and other |  | - |  | 7 |
|  | \$ | 304 | \$ | 329 |
| ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT |  |  |  |  |
| Functional Ingredients | \$ | 75 | \$ | 58 |
| Water Technologies |  | 32 |  | 26 |
| Performance Materials |  | 29 |  | 27 |
| Consumer Markets |  | 39 |  | 33 |
| Distribution |  | 14 |  | 8 |
| Unallocated and other |  | 17 |  | 22 |
|  | \$ | 206 | \$ | 174 |

(a) Excludes changes resulting from operations acquired or sold.

## INFORMATION BY INDUSTRY SEGMENT

(In millions - preliminary and unaudited)

FUNCTIONAL INGREDIENTS
(a) (b)

Sales per shipping day
Metric tons sold (thousands)
Gross profit as a percent of sales (c)
WATER TECHNOLOGIES (a) (b)
Sales per shipping day
Gross profit as a percent of sales (c)
PERFORMANCE MATERIALS (a)
Sales per shipping day
Pounds sold per shipping day
Gross profit as a percent of sales
CONSUMER MARKETS (a)
Lubricant sales (gallons)
Premium lubricants (percent of U.S. branded volumes)
Gross profit as a percent of sales
DISTRIBUTION (a)
$\begin{array}{llllllllll}\text { Sales per shipping day } & \$ & 14.2 & \$ & 12.1 & \$ & 13.6 & \$ & 12.0\end{array}$
Pounds sold per shipping day
Gross profit as a percent of sales (d)

| Three months ended September 30 |  |  |  | Year ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| \$ | 3.7 | \$ | 3.7 | \$ | 3.6 | \$ | 3.7 |
|  | 42.8 |  | 42.0 |  | 163.6 |  | 154.1 |
|  | 28.7\% |  | 35.6\% |  | 33.7\% |  | 26.7\% |
| \$ | 7.2 | \$ | 7.3 | \$ | 7.1 | \$ | 6.6 |
|  | 31.7\% |  | 36.7\% |  | 34.1\% |  | 33.9\% |
| \$ | 5.5 | \$ | 4.2 | \$ | 5.1 | \$ | 4.4 |
|  | 4.8 |  | 3.9 |  | 4.5 |  | 3.9 |
|  | 12.8\% |  | 16.0\% |  | 16.0\% |  | 17.0\% |
|  | 44.2 |  | 42.4 |  | 174.3 |  | 158.8 |
|  | 30.2\% |  | 27.2\% |  | 29.6\% |  | 28.2\% |
|  | 28.9\% |  | 35.5\% |  | 32.0\% |  | 32.0\% |
| \$ | 14.2 | \$ | 12.1 | \$ | 13.6 | \$ | 12.0 |
|  | 15.3 |  | 14.9 |  | 15.1 |  | 14.7 |
|  | 9.4\% |  | 8.8\% |  | 9.3\% |  | 10.0\% |

(a) Sales are defined as net sales. Gross profit as a percent of sales is defined as sales, less cost of sales divided by sales.
(b) Industry segment results from November 14, 2008 forward include operations acquired from Hercules Incorporated.
(c) During 2009, year-to-date results were affected in Functional Ingredients and Water Technologies by $\$ 30$ million and $\$ 7$ million, respectively, due to a one-time fair value assessment of Hercules inventory.
(d) Distribution's gross profit as a percentage of sales for the three months ended September 30, 2010 and 2009 include a LIFO quantity charge of $\$ 2$ million and credit of $\$ 1$ million, respectively, and charge of $\$ 2$ million and credit of $\$ 15$ million for the twelve months ended September 30, 2010 and 2009, respectively.

## OPERATING INCOME (LOSS)

Severance
Accelerated depreciation/impairment
Environmental reserve adjustment
All other operating income
Operating income
NET INTEREST AND OTHER FINANCING EXPENSE NET GAIN ON ACQUISITIONS AND DIVESTITURES

## OTHER INCOME

## INCOME TAX (EXPENSE) BENEFIT

Previous acquisition and divestiture adjustments
All other income tax expense

INCOME (LOSS) FROM CONTINUING OPERATIONS

## OPERATING INCOME (LOSS)

## Severance

Self-insurance reserve adjustment
Accelerated depreciation
All other operating income
Operating income

## NET GAIN ON DIVESTITURES

Drew Marine divestiture
All other divestitures

## NET INTEREST AND OTHER FINANCING EXPENSE

Fees and amortization related to debt retirements
All other net interest and other financing expense

## INCOME TAX EXPENSE

Income tax on key items
All other income tax expense

Three Months Ended September 30, 2010

| Functional Ingredients |  | Water Technologies |  | PerformanceMaterials |  | Consumer Markets |  | Distribution |  | Unallocated \& Other |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | - | \$ | - | \$ | (11) | \$ | - | \$ | - | \$ | - | \$ | (11) |
|  | - |  | - |  | (6) |  | - |  | - |  | - |  | (6) |
|  | - |  | - |  | - |  | - |  | (6) |  | - |  | (6) |
|  | 19 |  | 19 |  | 15 |  | 52 |  | 23 |  | 1 |  | 129 |
|  | 19 |  | 19 |  | (2) |  | 52 |  | 17 |  | 1 |  | 106 |
|  |  |  |  |  |  |  |  |  |  |  | (27) |  | (27) |
|  |  |  |  |  |  |  |  |  |  |  | 4 |  | 4 |
|  |  |  |  |  |  |  |  |  |  |  | 1 |  | 1 |
|  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} 8 \\ (20) \\ \hline \end{array}$ |  | $\begin{array}{r}8 \\ (20) \\ \hline\end{array}$ |
|  |  |  |  |  |  |  |  |  |  |  | (12) |  | (12) |
| \$ | 19 | \$ | 19 | \$ | (2) | \$ | 52 | \$ | 17 | \$ | (33) | \$ | 72 |

Three Months Ended September 30, 2009

| Functional Ingredients |  | Water Technologies |  | Performance Materials |  | Consumer Markets |  | Distribution |  | Unallocated \& Other |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | (9) | \$ | (2) | \$ | (5) | \$ | - | \$ | (1) | \$ | (3) | \$ | (20) |
|  | - |  | 3 |  | 4 |  | 3 |  | 4 |  | - |  | 14 |
|  | - |  | - |  | (3) |  | - |  | - |  | - |  | (3) |
|  | 31 |  | 39 |  | (1) |  | 69 |  | 5 |  | (1) |  | 142 |
|  | 22 |  | 40 |  | (5) |  | 72 |  | 8 |  | (4) |  | 133 |



| $(9)$ | $(9)$ <br> $(51)$ <br> $(60)$ <br>  <br>  <br> $(12)$ <br> $(20)$ <br> $(32)$ |
| ---: | ---: |


(In millions - preliminary and unaudited)
Free cash flow

Total cash flows provided by operating activities from continuing operations
Less:
Additions to property, plant and equipment
Cash dividends paid
Free cash flows

| Three months ended September 30 |  |  |  | Year ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| \$ | 220 | \$ | 378 | \$ | 517 | \$ | 1,027 |
|  | 106 |  | 67 |  | 206 |  | 174 |
|  | 12 |  | 6 |  | 35 |  | 22 |
| \$ | 102 | \$ | 305 | \$ | 276 | \$ | 831 |

## RECONCILIATION OF NON-GAAP DATA - ADJUSTED EBITDA

(In millions - preliminary and unaudited)

| Adjusted EBITDA - Ashland Inc. |
| :--- |
| Operating income |
| Add: |
| $\quad$ Depreciation and amortization (a) |
| $\quad$ Key items (see Table 5) |
| Adjusted EBITDA |


| September 30 |  |  |  |
| :---: | :---: | :---: | :---: |
| 2010 |  | 2009 |  |
| \$ | 106 | \$ | 133 |
|  | 72 |  | 82 |
|  | 23 |  | 9 |
| \$ | 201 | \$ | 224 |

Adjusted EBITDA - Ashland Aqualon Functional Ingredients

| Operating income | \$ | 19 | \$ | 22 |
| :---: | :---: | :---: | :---: | :---: |
| Add: |  |  |  |  |
| Depreciation and amortization |  | 24 |  | 25 |  |
| Key items (see Table 5) |  | - |  | 9 |
| Adjusted EBITDA | \$ | 43 | \$ | 56 |
| Adjusted EBITDA - Water Technologies |  |  |  |  |
| Operating income | \$ | 19 | \$ | 40 |
| Add: |  |  |  |  |
| Depreciation and amortization |  | 21 |  | 27 |
| Key items (see Table 5) |  | - |  | (1) |
| Adjusted EBITDA | \$ | 40 | \$ | 66 |

Adjusted EBITDA - Performance Materials
Operating income

| $\$$ | $(2)$ | $\$$ | $(5)$ |
| :--- | ---: | :--- | ---: |
|  | 11 |  | 13 |
|  | 17 |  | 4 |
|  | 26 |  | 12 |

Adjusted EBITDA - Consumer Markets

| Operating income | \$ | 52 | \$ | 72 |
| :---: | :---: | :---: | :---: | :---: |
| Add: |  |  |  |  |
| Depreciation and amortization |  |  | 9 |  | 10 |
| Key items (see Table 5) |  | - |  | (3) |
| Adjusted EBITDA | \$ | 61 | \$ | 79 |


| Adjusted EBITDA - Distribution | \$ | 17 | \$ | 8 |
| :---: | :---: | :---: | :---: | :---: |
| Operating income |  |  |  |  |
| Add: |  |  |  |  |
| Depreciation and amortization |  | 7 |  | 7 |
| Key items (see Table 5) |  | 6 |  | (3) |
| Adjusted EBITDA | \$ | 30 | \$ | 12 |

(a) Depreciation and amortization for the three months ended September 30, 2010 and 2009 excludes $\$ 6$ million and $\$ 3$ million of accelerated depreciation, respectively, which is displayed as a key item within this table.

