# Earnings Conference Call: Fourth-Quarter Fiscal 2019

November 19, 2019 – 9:00am Eastern Time





#### **Forward-Looking Statements**

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 forward-looking statements with words such as "anticipates," "believes," "expects," "estimates," "is likely," "predicts," "forecasts," "objectives," "may," "will," "should," "plans" and "intends" and the negative of these words or other comparable terminology. Ashland may from time to time make forward-looking statements in its annual reports, quarterly reports and other filings with the 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, as well as the economy and other future events or circumstances. These statements include, but may not be limited to, the statements under Cost Reduction Program on page 16 of the presentation, Outlook on page 22 of the presentation, Ashland's assessment on its progress towards becoming a premier specialty materials company and its expectations regarding its ability to drive sales and earnings growth and realize future cost reductions. 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: the program to eliminate certain existing corporate and Specialty Ingredients expenses (including the possibility that such cost eliminations may not occur or may take longer to implement than anticipated), 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); 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); severe weather, natural disasters, cyber events and legal proceedings and claims (including product recalls, environmental and asbestos matters); and without limitation, risks and uncertainties affecting Ashland that are described in Ashland's most recent Form 10-K (including Item 1A Risk Factors) filed with the SEC, which is available on Ashland's website at <a href="http://investor.ashland.com">http://investor.ashland.com</a> or on the SEC's website at <a href="http://www.sec.gov">http://www.sec.gov</a>. Various risks and uncertainties may cause actual results to differ materially from those stated, projected or implied by any forward-looking statements. 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.

#### **Regulation G: Adjusted Results**

The information presented herein regarding certain unaudited adjusted results does not conform to generally accepted 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 operating performance of the company and its reportable segments. The non-GAAP information provided may not be consistent with the methodologies used by other companies. All non-GAAP information has been reconciled with reported U.S. GAAP results. Although Ashland provides forward-looking guidance for adjusted EBITDA, free cash flow and adjusted diluted earnings per share, Ashland is not reaffirming or providing forward-looking guidance for U.S. GAAP-reported financial measures or a reconciliation of forward-looking non-GAAP financial measures to the most directly comparable U.S. GAAP measure. Such reconciliations have not been included because Ashland is unable, without unreasonable efforts, to estimate and quantify the most directly comparable U.S. GAAP components, largely because predicting future operating results is subject to many factors not in Ashland's control and not readily predictable and that are not part of Ashland's routine operating activities, including various domestic and international economic, political, legislative, regulatory and legal factors.



### Agenda

- Opening Comments: Bill Wulfsohn, Chairman & CEO
- Introduce New CEO: Guillermo Novo, Director and incoming Chairman & CEO
- Review Q4 and FY2019 Results: Kevin Willis, SVP & CFO
- New CEO Priorities and Outlook: Guillermo Novo
- Thank you and Q&A



## Opening Comments

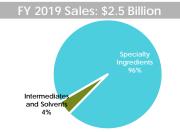


## Perspective on the Last 5 Years

Created pureplay specialty company



- Created independent Valvoline
- Acquired Pharmachem & Vornia
- Divested Composites / Marl BDO



Focused capital

\$3.3 Bn Total debt as

S&P: BB

- Reduced total debt by \$1.6 billion
- Established ~\$300 million asbestos trust
- Transferred majority of pension obligations with Valvoline spin
- Returned \$1.3 billion<sup>2</sup> to shareholders

\$1.7 Bn of 9/30/19 S&P: BB+

Move from portfolio mgmt to operational 18%

FY 2014 EBITDA margin

- Defined new strategic plan
- Implemented new commercial excellence programs
- Revitalized innovation focus and process
- Built new asset-optimization capability
- Created and implemented Ashland Production System
- Completed \$120 million cost-reduction program
- Expanded capacity for key end markets (e.g. Pharma)

21%

FY 2019

shareholder value creation



- Reflects segment reporting as of 12/31/14.
- Source: FactSet as of November 12, 2019. Total Shareholder Return represents share price change plus dividends from January 1, 2015 to November 1, 2019



## Perspective on Ashland Today

Strong, focused team with unified culture







Well
positioned in
highly
attractive
end markets

- Pharma: new capacity, global footprint and new products
- Personal care: greatly expanded biofunctionals and added fragrance fixatives
- Coatings: expanded capacity and product offering
- Adhesives: expanded geographic footprint and product offering
- Nutraceuticals: entered nutraceutical to complement pharma/personal care

Now ~75% of total Ashland sales

Time to move from premier portfolio to premier performance

- This is the right time for a change in leadership
- Guillermo Novo is the right leader to drive Ashland to achieve its full potential
- Smooth transition will enable rapid progress



### Introduce New CEO



### Excited to Join Ashland

- > 30 years in Specialty Materials
- Recently CEO of Versum Materials
- Director at Ashland beginning May 2019
- Excited about the opportunities to create value and the journey ahead



### Review Q4 and FY2019 Results



## Commentary on Q4 and FY Results

- Strong EH&S and sustainability performance
- Volume loss impact
  - Oral Care
  - Pharmachem
  - Co-producer swaps
- Market weakness & general macroeconomic uncertainty



# Ashland Global Holdings Inc. Results Highlights

- Completed sale of Composites business and Marl facility
- Successful deleveraging of balance sheet
- Q4 and FY Sales down 9% and 4%, respectively
- Q4 and FY Adjusted EBITDA<sup>1</sup> up 6% and 3%, respectively
- Challenged Pharmachem and Personal Care
- Market demand remains soft

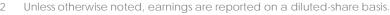


### Fiscal-Fourth Quarter Adjusted Results<sup>1</sup>

(\$US in millions, except percentages)	Q4 FY19	Q4 FY18	Change
Sales	\$609	\$667	(9) %
Gross profit margin	34.4%	34.9%	(50) bps
Selling, general & admin / R&D costs	\$124	\$160	(23) %
EBITDA	\$150	\$142	+6 %
EBITDA margin	24.6%	21.3%	+330 bps
Earnings per share (EPS) <sup>2</sup>	\$0.77	\$0.71	+8 %

- Sales down 9% driven by lower sales in Specialty Ingredients
- SG&A expense reduction driven by ongoing cost-reduction program and lower incentive compensation
- EBITDA of \$150 million up 6% driven by improved cost
- Improved EBITDA margin driven by reduced cost
- Effective tax rate of 23% driven by income mix, restructuring activities and US tax reform
- EPS increased to \$0.77 or by 8 percent

<sup>1</sup> Reflects discontinued operations. All figures are presented on an adjusted basis except Sales. Appendix B reconciles adjusted amounts to amounts reported under GAAP, including reconciliations of net income to EBITDA and adjusted EBITDA, operating income to adjusted operating income, income from continuing operations to adjusted income from continuing operations and diluted earnings per share to adjusted diluted earnings per share.





#### Specialty Ingredients

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

(\$US in millions, except percentages)	Q4 FY19	Q4 FY18	Change
Sales	\$579	\$636	(9) %
Gross profit	\$201	\$225	(11) %
Gross profit margin	34.7%	35.4%	(70) bps
Operating income	\$92	\$97	(5) %
EBITDA	\$152	\$160	(5) %
EBITDA margin	26.3%	25.2%	+110 bps

- Sales impacted by challenged results at Pharmachem and Personal Care, plus weak industrial end-market demand
- Gross profit margin impacted by mix; partially offset by lower raw-material costs
- Operating Income and EBITDA declines due to lower sales and gross profit, partially offset by ongoing cost-reduction program and lower incentive compensation
- Increased EBITDA margin reflecting lower SG&A costs
  - Highest quarterly EBITDA margin for Specialty Ingredients in the last seven years

<sup>1</sup> All figures are presented on an adjusted basis except Sales. Appendix B reconciles adjusted amounts to amounts reported under GAAP, including reconciliations of net income to EBITDA and adjusted EBITDA, operating income to adjusted operating income and income from continuing operations to adjusted income from continuing operations.





#### Intermediates & Solvents

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

(\$US in millions, except percentages)	Q4 FY19	Q4 FY18	Change
Sales	\$30	\$31	(3) %
Gross profit	\$8	\$8	-
Gross profit margin	28.8%	26.3%	+250 bps
Operating income	\$6	\$6	-
EBITDA	\$9	\$9	-
EBITDA margin	30.0%	29.0%	+100 bps

- Sales impacted by lower volumes and pricing reflecting changing marketdemand dynamics
- Gross profit margin and EBITDA margin improved due primarily to lower rawmaterial costs compared to prior year



<sup>1</sup> All figures are presented on an adjusted basis except Sales. Appendix B reconciles adjusted amounts to amounts reported under GAAP, including reconciliations of net income to EBITDA and adjusted EBITDA, operating income to adjusted operating income and income from continuing operations to adjusted income from continuing operations.



## Fiscal Year 2019 Summary<sup>1</sup>

(\$US in millions, except percentages and per share data)	FY19	FY18	Change
Sales			
Specialty Ingredients	\$2,382	\$2,470	(4) %
Intermediates & Solvents	\$111	\$119	(7) %
Total	\$2,493	\$2,589	(4) %
EBITDA			
Specialty Ingredients	\$558	\$574	(3) %
Intermediates & Solvents	\$28	\$31	(10) %
Unallocated & Other	(\$54)	(\$90)	(40) %
Total	\$532	\$515	+3 %
Earnings per share	\$2.50	\$2.19	+14 %



All figures are presented on an adjusted basis except Sales. Appendix B reconciles adjusted amounts to amounts reported under GAAP, including reconciliations of net income to EBITDA and adjusted EBITDA, operating income to adjusted operating income, income from continuing operations to adjusted income from continuing operations and diluted earnings per share to adjusted diluted earnings per share.



### Cost-Reduction Program

- Challenging yet successful
- Program substantially complete
  - Achieved \$115 million run-rate as of 9/30/19
  - Expect to exceed \$120 million run-rate as of 12/31/19
- Expect to achieve ~\$25 million of realized carryover SG&A savings in fiscal year 2020



### New CEO Priorities and Outlook



### Recognize Our Team

- Undergone significant and prolonged change
- Stayed focused on creating value for our customers
- Most businesses well positioned

#### Thank you!



### Early Observations

- Core businesses maintain leadership positions
- Have specific business-unit issues to address
- Experienced teams with deep industry knowledge
- Strong innovation capabilities
- Multiple improvement opportunities
  - Improve business strategic focus, operating discipline and ownership accountability
  - Increase innovation impact
  - Business models & structure
  - Productivity



## Key Objectives

- Maintain industry-leading EH&S and sustainability performance
- Organic sales and EBITDA growth
- Margin expansion
- Free cash flow generation



### **CEO** Priorities

- Develop & articulate our strategy
- Improve operating performance
- Align & rightsize our cost structure
- Disciplined capital allocation

#### Build visible Improvement Momentum



### Outlook

#### Not providing guidance for FY2020 or Q1

#### Forward-Looking Insights:

- Weaker and uncertain market outlook
  - Expect Q1 demand dynamics to be similar to Q4
- Limited near-term improvement in Oral Care and Pharmachem
  - Sales & cost-absorption impact
- Pricing and raw-material changes stay balanced
- \$25 million SG&A carryover improvement
- Nanjing impact
- Lima catalyst change in Q1 (Intermediates & Solvents)
- Expected effective tax rate of 15 17% in FY2020



### A Premier Specialty Materials Company

- Focused on high-quality markets and businesses with exciting profitable growth opportunities
- Franchise businesses have leadership positions
  - #1 or #2
  - Strong teams with deep industry expertise
  - Excellent customer relationships and industry knowledge
  - Leaders in innovation with leading technology capabilities
- Profitable, high-margin portfolio
- Businesses generate strong free cash flow



## Thank you and Q&A



### Appendix A: Adjusted Results Summary



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

(\$US in millions, except percentages and per share data)	Q4 FY19	Q4 FY18	Change
Sales	\$609	\$667	(9) %
Gross profit	\$210	\$233	(10) %
Gross profit margin	34.4%	34.9%	(50) bps
Selling, general & admin / R&D costs	\$124	\$160	(23) %
Operating income	\$85	\$75	+13 %
Depreciation & amortization	\$64	\$67	(4) %
EBITDA	\$150	\$142	+6 %
EBITDA margin	24.6%	21.3%	+330 bps
Net interest expense	\$25	\$25	-
Effective tax rate	23 %	10 %	1,300 bps
Income from continuing operations	\$47	\$45	+4 %
Diluted share count (million shares)	61	64	(5) %
Earnings per share	\$0.77	\$0.71	+8 %



All figures are presented on an adjusted basis except Sales, Depreciation & amortization and Diluted share count (million shares). Appendix B reconciles adjusted amounts to amounts reported under GAAP, including reconciliations of net income to EBITDA and adjusted EBITDA, operating income to adjusted operating income, income from continuing operations to adjusted income from continuing operations and diluted earnings per share to adjusted diluted earnings per share.



## Appendix B: Non-GAAP Reconciliation<sup>1</sup>

Although Ashland provides forward looking guidance for adjusted EBITDA in this presentation, Ashland is not reaffirming or providing forward-looking guidance for U.S. GAAP reported financial measures or a reconciliation of forward-looking non-GAAP financial measures to the most directly comparable U.S. GAAP measure because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items without unreasonable effort.



# Ashland Global Holdings Inc. and Consolidated Subsidiaries Reconciliation of Non-GAAP Data for 12 Months Ended September 30, 2019

(\$ millions, except percentages)

Sales <sup>1</sup>	Q4 19	Q3 19	Q2 19	Q1 19	Total	
Specialty Ingredients	579	613	637	553	2,382	
Intermediates and Solvents	30	28	30	23	111	
Total	609	641	667	576	2,493	
						Adjusted
						<b>EBITDA</b>
Adjusted EBITDA <sup>1</sup>	Q4 19	Q3 19	Q2 19	Q1 19	Total	Margin
Specialty Ingredients	152	146	148	112	558	23.4%
Intermediates and Solvents	9	8	8	3	28	25.2%
Unallocated	(11)	(14)	(14)	(15)	(54)	
Total	150	140	142	100	532	

<sup>&</sup>lt;sup>1</sup> Quarterly totals may not add to annual amounts due to rounding. Calculation of adjusted EBITDA for each period presented have been reconciled within certain financial filings with the SEC and posted on Ashland's website for each reportable segment.



## Segment Components of Key Items for Applicable Income Statement Captions

for 3 Months Ended September 30, 2019

(\$ millions)

	- 1		3		3				
OPERATING INCOME (LOSS)	 		-	-		-			
Operating key items:									
Restructuring, separation and other costs	\$ -	\$	-	\$	(1)	\$	(1)		
Proxy costs	-		-		1		1		
All other operating income (loss)	 92		6		(13)		85		
Operating income (loss)	92		6		(13)		85		
NET INTEREST AND OTHER EXPENSE									
Key items					1		1		
All other net interest and other expense					25		25		
					26		26		
NET INCOME (LOSS) ON DIVESTITURES					1		1		
OTHER NET PERIODIC BENEFIT INCOME (COSTS)									
Key items					(11)		(11)		
All other net periodic benefit income					-		-		
'					(11)	-	(11)		
INCOME TAX EXPENSE (BENEFIT)					, ,		, ,		
Tax effect of key items <sup>1</sup>					(3)		(3)		
Tax specific key items <sup>2</sup>					11		11		
All other income tax expense (benefit)					14		14		
	 				22		22		
INCOME (LOSS) FROM CONTINUING OPERATIONS	\$ 92	\$	6	\$	(71)	\$	27		

<sup>&</sup>lt;sup>1</sup> Represents the tax effect of the key items that are previously identified above.

<sup>&</sup>lt;sup>2</sup> Represents key items resulting from tax specific financial transactions, tax law changes or other matters that fall within the definition of tax specific key items.



## Segment Components of Key Items for Applicable Income Statement Captions

for 3 Months Ended September 30, 2018

(\$ millions)

		1 3		Intermediates and Solvents		ocated Other	To	otal
OPERATING INCOME (LOSS)								
Operating key items:								
Restructuring, separation and other costs	\$	(3)	\$	-	\$	(47)	\$	(50)
Asset impairments		(2)		-		(14)		(16)
Tax indemnity expense		- 07		-		(5)		(5)
All other operating income (loss)  Operating income (loss)		97 92		6		(28) (94)		75
Operating income (1055)		92		O		(94)		4
NET INTEREST AND OTHER EXPENSE						25		25
NET INCOME (LOSS) ON DIVESTITUDES								
NET INCOME (LOSS) ON DIVESTITURES						-		-
OTHER NET PERIODIC BENEFIT INCOME (COSTS)								
Key items						14		14
All other net periodic benefit costs						-		-
						14		14
INCOME TAX EXPENSE (BENEFIT)								
Tax effect of key items <sup>1</sup>						(9)		(9)
Tax specific key items <sup>2</sup>						(1)		(1)
All other income tax expense (benefit)						5		5
INCOME (LOCC) FROM CONTINUING OFFICE CONTINUING	<u></u>		Φ.		Φ.	(5)	φ.	(5)
INCOME (LOSS) FROM CONTINUING OPERATIONS	\$	92	\$	6	\$	(100)	\$	(2)

<sup>&</sup>lt;sup>1</sup> Represents the tax effect of the key items that are previously identified above.

<sup>&</sup>lt;sup>2</sup> Represents key items resulting from tax specific financial transactions, tax law changes or other matters that fall within the definition of tax specific key items.



## Reconciliation of Non-GAAP Data - Free Cash Flow and Adjusted Operating Income

Three months ended

for 3 Months Ended September 30, 2019 and 2018

(\$ millions)	Three months ended September 30			
Free cash flows <sup>1</sup>	4	2019	2	2018
Total cash flows used by operating activities			-	
from continuing operations	\$	135	\$	148
Adjustments:				
Additions to property, plant and equipment		(52)		(69)
Free cash flows <sup>1</sup>	\$	83	\$	79

	THICC HIGHLIS CHACA						
	September 30						
Adjusted operating income (loss)	2	2018					
Operating income (loss) (as reported)	\$	85	\$	4			
Key items, before tax:							
Restructuring, separation and other costs		1		50			
Proxy costs		(1)		-			
Asset impairments		-		16			
Tax indemnity expense		_		5			
Adjusted operating income (non-GAAP)	\$	85	\$	75			

<sup>&</sup>lt;sup>1</sup> Free cash flow is defined as cash flows provided (used) by operating activities less additions to property, plant and equipment and other items Ashland has deemed non-operational (if applicable).



(d :== :II! = :== =)

## Reconciliation of Non-GAAP Data – Free Cash Flow and Adjusted Operating Income

for Year Ended September 30, 2019 and 2018

(\$ millions)	Year ended September 30			
Free cash flows <sup>1</sup>				2018
Total cash flows used by operating activities from continuing operations  Adjustments:	\$	228	\$	241
Additions to property, plant and equipment		(154)		(157)
Free cash flows <sup>1</sup>	\$	74	\$	84
		Year Septer	ended mber 3	
Adjusted operating income (loss)		2019		2018
Operating income (loss) (as reported)	\$	166	\$	102
Key items, before tax:				
Restructuring, separation and other costs		90		91
Proxy costs		4		-
Asset impairments		-		16
Tax indemnity expense		6		5
Environmental reserve adjustments		15		43
Legal settlement/reserve		-		(5)
Unplanned plant shutdowns		2		-
Adjusted operating income (non-GAAP)	\$	283	\$	252

<sup>&</sup>lt;sup>1</sup> Free cash flow is defined as cash flows provided (used) 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

for 3 Months Ended September 30, 2019 and 2018

(\$ millions)

	Th	ree mor	nths e	ended	
			nber	30	
Adjusted EBITDA - Ashland Global Holdings Inc.		2019		2018	
Net income	\$	411	\$	9	
Income tax expense		22		(5)	
Net interest and other expense (income)		26		25	
Depreciation and amortization <sup>1</sup>		64		67	
EBITDA		523		96	
Income from discontinued operations (net of taxes)		(384)		(11)	
Loss (gain) on pension and other postretirement plan remeasurements		11		(14)	
Net (income) loss on divestitures key items		-		-	
Operating key items		-		71	
Adjusted EBITDA	\$	150	\$	142	

<sup>&</sup>lt;sup>1</sup> Depreciation and amortization excludes accelerated depreciation of \$1 million for Specialty Ingredients for the three months ended September 30, 2018 which is included as a key item within this table.



# Specialty Ingredients, Intermediates and Solvents Reconciliation of Non-GAAP Data – Adjusted EBITDA for 3 Months Ended September 30, 2019 and 2018

(\$ millions)

Th	Three months ended				
	September 30				
	2019		2018		
\$	92	\$	92		
	60		63		
	-		5		
\$	152	\$	160		
\$	6	\$	6		
	3		3		
	-		-		
\$	9	\$	9		
	\$	Septer 2019 \$ 92  60 - \$ 152  \$ 6	September 3         2019       2         \$ 92       \$         60       -         \$ 152       \$         \$ 6       \$         3       -         -       -		

<sup>&</sup>lt;sup>1</sup> Depreciation and amortization excludes accelerated depreciation of \$1 million for Specialty Ingredients for the three months ended September 30, 2018 which is included as a key item within this table.



## Reconciliation of Non-GAAP Data – Adjusted Income from Continuing Operations

Three months ended

for 3 Months Ended September 30, 2019 and 2018

			September 30			
(\$ millions)		2019		2018		
Income (loss) from continuing operations (as reported)	\$	27	\$	(2)		
Key items, before tax:						
Restructuring, separation and other costs		1		50		
Proxy costs		(1)		-		
Tax indemnity expense		-		5		
Loss (gain) on pension and other postretirement plan remeasurements		11		(14)		
Unrealized (gain) loss on securities		(5)		-		
Asset impairments		-		16		
Debt refinancing costs		6		-		
Key items, before tax		12		57		
Tax effect of key items <sup>1</sup>		(3)		(9)		
Key items, after tax		9		48		
Tax specific key items:						
Deferred tax rate changes		-		(9)		
One-time transition tax		-		(15)		
Uncertain tax positions		2		(24)		
Restructuring and separation activity		13		36		
Other tax reform related activity		(1)		11		
Other		(3)		-		
Tax specific key items <sup>2</sup>		11		(1)		
Total key items		20		47		
Adjusted income from continuing operations (non-GAAP)	\$	47	\$	45		

<sup>&</sup>lt;sup>1</sup> Represents the tax effect of the key items that are previously identified above.

- One-time transition tax: Includes the one-time transition tax expense resulting from the enactment of the Tax Act.
- Uncertain tax positions: Includes the impact from the settlement of uncertain tax positions with various tax authorities.
- Restructuring and separation activity: Includes the impact from company-wide restructuring activities. These adjustments related to various tax impacts including state tax costs, foreign tax costs and other tax account adjustments.

Other tax reform: Includes the impact of other items related to the Tax Act and other tax law changes enacted during 2018 and 2019.



<sup>&</sup>lt;sup>2</sup> Represents key items resulting from tax specific financial transactions, tax law changes or other matters that fall within the definition of tax specific key items. These tax specific key items included the following:

Deferred tax rate changes: Includes the impact from the remeasurement of Ashland's domestic deferred tax balances resulting from the enactment of the Tax Cuts and Jobs Act (Tax Act) as well as the impact from rate changes for other jurisdictions.

## Reconciliation of Non-GAAP Data – Adjusted Income from Continuing Operations

Year ended

for Year Ended September 30, 2019 and 2018

		September 30					
(\$ millions)	2019			2018			
Income (loss) from continuing operations (as reported)	\$	24	\$	19			
Key items, before tax:							
Restructuring, separation and other costs		90		91			
Proxy costs		4		-			
Tax indemnity expense		6		5			
Loss (gain) on pension and other postretirement plan remeasurements		(7)		(14)			
Environmental reserve adjustments		15		44			
Legal settlement		-		(5)			
Unplanned plant shutdowns		2		-			
Unrealized (gain) loss on securities		(7)		-			
Asset impairments		-		16			
Debt refinancing costs		6		1			
Net loss on acquisitions and divestitures		3		2			
Key items, before tax		112		140			
Tax effect of key items <sup>1</sup>		(14)		(30)			
Key items, after tax		98		110			
Tax specific key items:							
Deferred tax rate changes		2		(139)			
One-time transition tax		28		128			
Uncertain tax positions		(6)		(26)			
Restructuring and separation activity		12		36			
Other tax reform related activity		(1)		11			
Tax specific key items <sup>2</sup>		35		10			
Total key items		133		120			
Adjusted income from continuing operations (non-GAAP)	\$	157	\$	139			

<sup>&</sup>lt;sup>1</sup> Represents the tax effect of the key items that are previously identified above.

- Deferred tax rate changes: Includes the impact from the remeasurement of Ashland's domestic deferred tax balances resulting from the enactment of the Tax Cuts and Jobs Act (Tax Act) as well as the impact from rate changes for other jurisdictions.
- One-time transition tax: Includes the one-time transition tax expense resulting from the enactment of the Tax Act.
- Uncertain tax positions: Includes the impact from the settlement of uncertain tax positions with various tax authorities.
- Restructuring and separation activity: Includes the impact from company-wide restructuring activities. These adjustments related to various tax impacts including state tax costs, foreign tax costs and other tax account adjustments.
- Other tax reform: Includes the impact of other items related to the Tax Act and other tax law changes enacted during 2018 and 2019



<sup>&</sup>lt;sup>2</sup> Represents key items resulting from tax specific financial transactions, tax law changes or other matters that fall within the definition of tax specific key items. These tax specific key items included the following:

## Reconciliation of Non-GAAP Data – Adjusted Diluted EPS from Continuing Operations

Three months ended

for 3 Months Ended September 30, 2019 and 2018

	September 30			
		2019	2018	
Diluted EPS from continuing operations (as reported)	\$	0.44	\$	(0.03)
Key items, before tax:				
Restructuring, separation and other costs		0.01		0.78
Proxy costs		(0.01)		-
Tax indemnity expense		-		0.08
Loss (gain) on pension and other postretirement plan remeasurements		0.18		(0.22)
Unrealized (gain) loss on securities		(0.07)		-
Asset impairments		-		0.25
Debt refinancing costs		0.09		-
Key items, before tax		0.20		0.89
Tax effect of key items <sup>1</sup>		(0.05)		(0.13)
Key items, after tax		0.15		0.76
Tax specific key items:				
Deferred tax rate changes		-		(0.14)
One-time transition tax		-		(0.22)
Uncertain tax positions		0.03		(0.39)
Restructuring and separation activity		0.21		0.56
Other tax reform related activity		(0.02)		0.17
Other		(0.04)		-
Tax specific key items <sup>2</sup>		0.18		(0.02)
Total key items		0.33		0.74
Adjusted diluted EPS from continuing operations (non-GAAP)	\$	0.77	\$	0.71

<sup>&</sup>lt;sup>1</sup> Represents the tax effect of the key items that are previously identified above.

- One-time transition tax: Includes the one-time transition tax expense resulting from the enactment of the Tax Act.
- Uncertain tax positions: Includes the impact from the settlement of uncertain tax positions with various tax authorities.

Other tax reform: Includes the impact of other items related to the Tax Act and other tax law changes enacted during 2018 and 2019.



<sup>&</sup>lt;sup>2</sup> Represents key items resulting from tax specific financial transactions, tax law changes or other matters that fall within the definition of tax specific key items. These tax specific key items included the following:

Deferred tax rate changes: Includes the impact from the remeasurement of Ashland's domestic deferred tax balances resulting from the enactment of the Tax Cuts and Jobs Act (Tax Act) as well as the impact from rate changes for other jurisdictions.

Restructuring and separation activity: Includes the impact from company-wide restructuring activities. These adjustments related to various tax impacts including state tax costs, foreign tax costs and other tax account adjustments.

## Reconciliation of Non-GAAP Data – Adjusted Diluted EPS from Continuing Operations

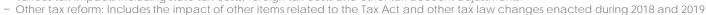
Year ended

for Year Ended September 30, 2019 and 2018

	real effueu			U	
(\$ millions)	Septem 2019		ember 30		
(4 1111110110)				2018	
Diluted EPS from continuing operations (as reported)	\$	0.39	\$	0.29	
Key items, before tax:					
Restructuring, separation and other costs		1.42		1.43	
Proxy costs		0.07		-	
Tax indemnity expense		0.10		0.08	
Loss (gain) on pension and other postretirement plan remeasurements		(0.11)		(0.22)	
Environmental reserve adjustments		0.24		0.68	
Legal settlement		-		(0.07)	
Unplanned plant shutdowns		0.03		-	
Unrealized (gain) loss on securities		(0.11)		-	
Asset impairments		-		0.25	
Debt refinancing costs		0.09		0.02	
Net loss on acquisitions and divestitures		0.05		0.04	
Key items, before tax		1.78		2.21	
Tax effect of key items <sup>1</sup>		(0.22)		(0.47)	
Key items, after tax		1.56		1.74	
Tax specific key items:					
Deferred tax rate changes		0.03		(2.18)	
One-time transition tax		0.44		2.00	
Uncertain tax positions		(0.09)		(0.39)	
Restructuring and separation activity		0.19		0.56	
Other tax reform related activity		(0.02)		0.17	
Tax specific key items <sup>2</sup>		0.55		0.16	
Total key items		2.11		1.90	
Adjusted diluted EPS from continuing operations (non-GAAP)	\$	2.50	\$	2.19	
				_	

<sup>&</sup>lt;sup>1</sup> Represents the tax effect of the key items that are previously identified above.

- One-time transition tax: Includes the one-time transition tax expense resulting from the enactment of the Tax Act.
- Uncertain tax positions: Includes the impact from the settlement of uncertain tax positions with various tax authorities.
- Restructuring and separation activity: Includes the impact from company-wide restructuring activities. These adjustments related to various tax impacts including state tax costs, foreign tax costs and other tax account adjustments.





<sup>&</sup>lt;sup>2</sup> Represents key items resulting from tax specific financial transactions, tax law changes or other matters that fall within the definition of tax specific key items. These tax specific key items included the following:

Deferred tax rate changes: Includes the impact from the remeasurement of Ashland's domestic deferred tax balances resulting from the enactment of the Tax Cuts and Jobs Act (Tax Act) as well as the impact from rate changes for other jurisdictions.

# Ashland Global Holdings Inc. and Consolidated Subsidiaries Reconciliation of Certain Non-GAAP Data for Year Ended September 30, 2019 and 2018

(\$ millions)	Year ended			
(\$ 111111O113)		Septer	nber 30	
	-	2019	2018	
Net income (loss)	\$	505	\$	114
Income tax expense (benefit)		46		(8)
Net interest and other expense		99		102
Depreciation and amortization <sup>1</sup>		250		263
EBITDA		900		471
Income from discontinued operations (net of taxes)		(481)		(95)
Key items included in EBITDA:				
Restructuring, separation and other costs <sup>2</sup>		51		77
Proxy costs .		4		-
Accelerated depreciation		39		14
Environmental reserve adjustments		15		44
Asset impairments		-		16
Tax indemnity expense		6		5
Net loss on acquisitions and divestitures <sup>3</sup>		3		2
Loss (gain) on pension and other postretirement plan remeasurements		(7)		(14)
Legal settlement/reserve		-		(5)
Unplanned plant shutdowns		2		=
Total key items included in EBITDA		113	_	139
Adjusted EBITDA <sup>4</sup>	\$	532	\$	515
	\$		\$	-

<sup>&</sup>lt;sup>1</sup> Excludes \$39 million and \$14 million of accelerated depreciation during 2019 and 2018, respectively.

<sup>&</sup>lt;sup>4</sup> Includes \$9 million and \$8 million during 2019 and 2018, respectively, of net period pension and other postretirement costs (income) recognized ratably throughout the fiscal year.



<sup>&</sup>lt;sup>2</sup> Includes impairments of \$8 million during 2019.

<sup>&</sup>lt;sup>3</sup> Excludes expense of \$3 million and \$2 million during 2019 and 2018, respectively, related to ongoing adjustments of previous divestiture transactions.

