Ashland — investor day

November 12, 2021





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," "projects," "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 fillings with the 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, financial condition, and expected effects of the COVID-19 pandemic on Ashland's business, as well as the economy and other future events or circumstances. These statements include, but may not be limited to, the statements under Priorities and Outlook on pages 12-16 of the presentation, and Ashland's expectations regarding its ability to drive sales and earnings growth and realize further 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 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, publichealth crises (including the current COVID-19 pandemic), cyber events and legal proceedings and claims (including product recalls, environmental and asbestos matters); the effects of the COVID-19 pandemic on the geographies in which we operate, the end markets we serve and on our supply chain and customers, 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 http://investor.ashland.com or on the SEC's website at http://www.sec.gov. Various risks and uncertainties may cause actual results to differ materially from those stated, projected or implied by any forward-looking statements. The extent and duration of the COVID-19 pandemic on our business and operations is uncertain. Factors that will influence the impact on our business and operations include the duration and extent of the pandemic, the extent of imposed or recommended containment and mitigation measures, and the general economic consequences of the pandemic. 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 forwardlooking 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.



agenda



Ashland today

- welcome remarks
- resetting who we are
- Ashland today
- o improving performance
- financial profile



business unit reviews

- life sciences
- personal care
- specialty additives

Ashland future

- strategy & priorities
- financial outlook
- closing comments



questions & answers



innovations tradeshow and questions & answers





presenters



Guillermo Novo
Chairman and CEO



Kevin Willis
Chief Financial Officer



Ashok Kalyana Senior Vice President Life Sciences



Xiaolan Wang Senior Vice President Personal Care



Min Chong
Senior Vice President
Specialty Additives
and Intermediates



Seth Mrozek
Director
Investor Relations







welcome

Ashland has evolved, we are resetting who we are

- focused additives and specialty ingredients company
- consumer-market focused
- 3) technology driven / ESG enabled

with a strategy to achieve sustainable, profitable growth

our goals for today

- 1) introduce our company profile
- communicate Ashland's strategy for profitable growth
- 3) share our long-term objectives
- provide insights into our innovation portfolio



our foundation moving forward

2008 HERCULES

2011



2017 PHARMACHEM

2021 schülke -}
personal care





a changed company

\$2.1 billion¹ additive and specialty ingredients company focused on consumer-driven end markets

strong financial profile

- expanding EBITDA margins
- enhanced free cash flow generation

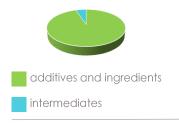
leadership position in high quality, resilient consumer-driven markets (pharma, personal care, architectural coatings)

best in class global infrastructure

investing to grow our core businesses (pharma, personal care, architectural coatings)

strong innovation culture and capabilities

sustainability-aligned technology portfolio where environment, social and governance (ESG) is a growth and innovation opportunity





consumer market-focused





high sustainability
non- nature-derived



8

Ashland

focused additives and specialty ingredients company



- consistent execution
- solid growth
- high margins
- strong free cash flow



leadership positions in high-quality markets and with exciting profitable growth opportunities



strong technology, commercial and operations capabilities



global infrastructure



compelling growth platforms with scale and sustainable competitive advantage



strong financial performance and cash flow generation



experienced management team with proven track record and execution discipline







our purpose



to responsibly solve for a better world



our vision is to make a better world by providing creative solutions through science our mission is to develop practical, innovative, and elegant solutions to complex problems in applied science, always pushing the boundaries of what's possible, and advancing the competitiveness of our customers across diverse industries

our way is to respect, protect and advance the people we work with, companies we serve, shareholders who invest in our future, communities we're a part of and planet we share



portfolio of world-class businesses



life sciences ~35% of sales



personal care ~28% of sales



specialty additives ~31% of sales



intermediates ~6% of sales

sales

\$2.1 billion

adjusted EBITDA

\$495 million

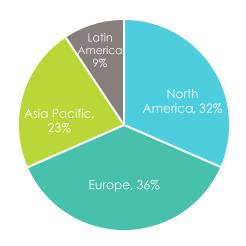
adj. EBITDA margin adj. EPS 23.4 % \$3.75

size and critical mass to succeed

strong financials

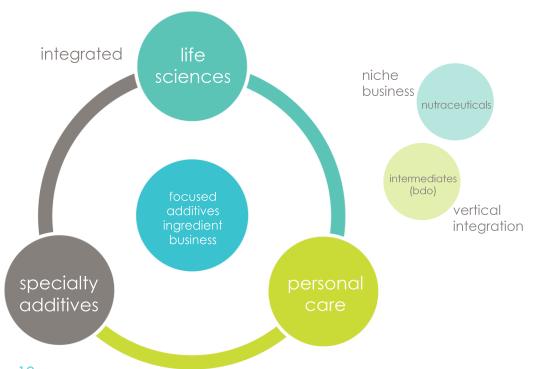
diversification of three segments

geographically well positioned





portfolio coherence



consumer-focused markets

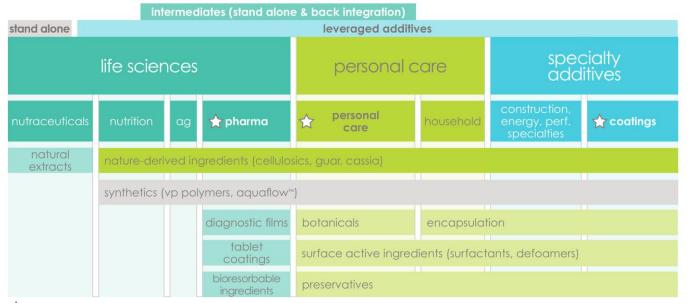


high-quality markets

- o resilient markets with stable growth
- additive profile (low cost in use / high value in use)
- value innovation, quality and supply reliability
- megatrends provide opportunities to innovate and differentiate



integrated portfolio with scale

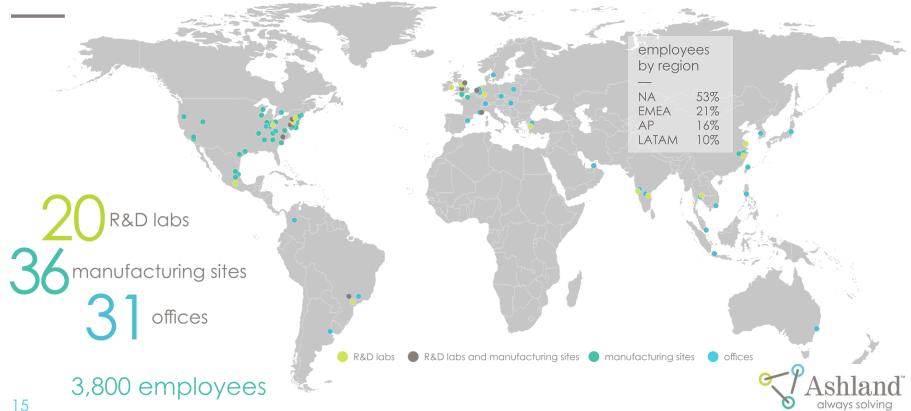


- additive ingredients
- specialize by segment
- leverage scale
- strong ESG drivers





far reaching global footprint



our businesses

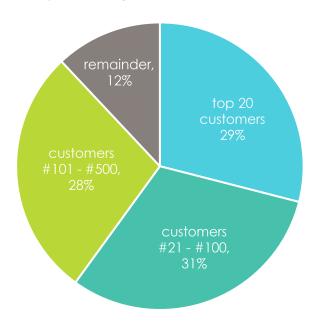
global leader in high-value additives and specialty ingredients

	business unit	applications	end markets
	life sciences adj. EBITDA margin ¹ 26.5%	oral-solid dosage, injectables beverage, plant-based protein vitamins, minerals, supplements	pharmaceuticals nutrition & ag nutraceuticals
	personal care adj. EBITDA margin ¹ 27.2%	creams, lotions, cleansers styling, treatment, preservatives cleaning, whitening, adhesion fragrance, disinfection, cleansers	skin care hair care oral care household care
	specialty additives adj. EBITDA margin ¹ 24.1%	water-based paints non-structural grouts, mortar, cement cementing, drilling, mining batteries, coatings, ceramics, etc.	architectural coatings construction energy and resources performance specialties
16	intermediates adj. EBITDA margin ¹ 27.0%	support BDO integration value through merchant sales	semi, EV, pharma, ag, coatings

¹ All figures as of the last twelve months ended September 30, 2021.

our customers

high-quality customer mix¹

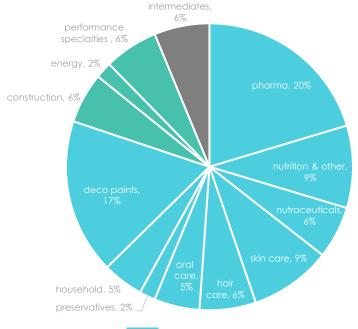


FY2021 sales details

- o 47% to major multinationals
- o 15% to major regional players
- 24% to distributors
- o largest customer \$48 million or 2% of sales
- oral care is the only market with large customer product concentration
- coatings has large customers but with broader product offering



consumer market focused



~80% of sales are to consumer-focused end markets

- faster growth rates with less cyclical demand trends
- higher margin products
- favorable "megatrends" for future growth





global megatrends

shape our growth agenda



aging population

- . patient centricity/convenience
- . affordable health care
- . physical & mental health
- . active lifestyle
- . clean eating



rising middle class

- . increasing spend
- . varieties of goods & services



ESG

- . climate change
- . environmental degradation
- . inequalities



clean beauty

- . sustainable, cruelty-free, fair trade, low-carbon, biodegradable
- . personalization



emerging technologies

- . biotechnology
- . artificial intelligence



global urbanization

- . economy transformation
- . de-urbanization (U.S.) housing growth



ESG is integral to our future









environment

_____S



governance & ethics

core driver of innovations portfolio

global STEM & education focus management and Board ESG literacy



UN and industry engagement



core driver of innovation portfolio

2025 goals-reduce footprint [10-25%] energy / water / waste GHG emission



developing for carbon neutrality

ecovadis

100% key supplier assessment

joining Together for Sustainability (TfS)

complete supply chain risk assessment



alobal focus

diversity and inclusion

pay equity

social responsibility

STEM / education















ESG transparent management system

robust compliance & auditing systems

annual report

sustainability report

setting goals and aligning incentives

























current goals while defining SBTi

		FY21	FY22	FY23	FY24	FY25
	100% Key Supplier Ecovadis Assessment		0			
	Join Together for Sustainability (TfS)				0	
	- complete Supply Chain Risk Assessment		0			
D D D	- begin supplier third-party ESG audit program			0		
sourcing	- complete third-party ESG audits for high-risk suppliers					0
Sol	achieve RSPO certification	0				
	achieve FSC certification	0				
	responsible guar sourcing		0			
	renewable energy – 25% by 2025, 100% by 2030					
	Science Based Targets (SBTs) for GHG emissions					
	- publicly sign on to SBTs	0				
	- submit proposed SBTs for approval	0				
	- obtain approval for SBTs from SBTi			0		
operations	- announce SBTs			0		
	- achieve SBTs for GHG emissions					0
- G	energy-2% reduction*	0	0			
000	hazardous waste – 10% reduction*				0	
	water					
	- complete water mass balance and set targets	0				
	- achieve water reduction targets				0	
	life cycle assessments – 12 per year	0				
0	track paid volunteer hours	\rightarrow				\rightarrow
	track and focus charitable giving for impact (STEM education)	\rightarrow	\rightarrow	\rightarrow	\rightarrow	\rightarrow
overnance & ethics	disclose key ethics KPIs	0				
900	become a signatory to the UN Global Compact	0				
22	report in line with SASB Requirements	0				





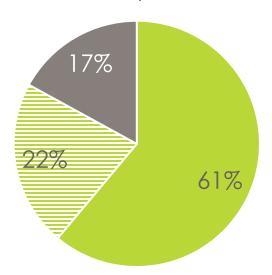
defining sustainability solutions

product value in use value to society natural meets ISO 16128-2:2017 enable customer 100% natural origin content standard sustainable solutions to meet dynamic nature-derived consumer preferences meets ISO 16128-2:2017 50% - 99% natural origin content standard responsibly biodegradable biodegradable in use inherently biodegradable under OECD solving for a consistent with better world stringent regulatory sustainable in-use requirements enabling the sustainability of customers' products

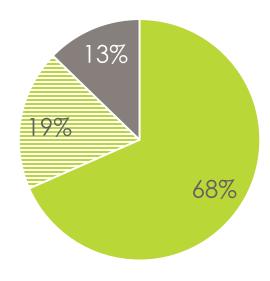


sustainability profile

FY21 sales **\$2.1 billion**



FY21 GP \$678 million¹





high sustainability (natural, nature-derived, inherently biodegradable under OECD)

sustainable in-use (sustainability impact on our customers)

low sustainability (synthetic and not inherently biodegradable under OECD)





diverse, experienced leadership team









addressing your questions

recent performance vs peers

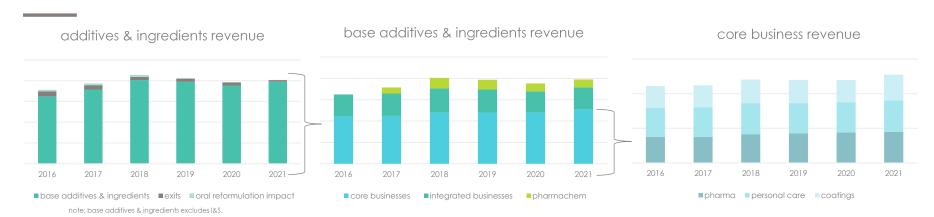
- o operating resilience
- cost structure
- o margins
- o growth

future potential

- o margin expansion
- o growth



sales growth history



total additives & ingredients	CAGR		
	16 - 19	19 - 21	16 - 21
base additives & ingredients	6.7%	0.2%	4.0%
exits	-13.0%	-28.8%	-19.7%
oral reformulation impact	-33.6%	-42.3%	-37.2%
total	5.0%	-1.0%	2.6%

base addtivies & ingredients	CAGR		
	16 - 19	19 - 21	16 - 21
core businesses	2.6%	3.2%	2.9%
integrated businesses	1.7%	-2.4%	0.0%
pharmachem		-10.5%	
total	6.7%	0.2%	4.0%
Total excluding pharmachem	2.3%	1.5%	2.0%

core businesses	CAGR		
	16 - 19	19 - 21	16 - 21
pharma	4.4%	2.8%	3.8%
personal care	1.3%	1.9%	1.5%
coatings	2.3%	5.4%	3.5%
total	2.6%	3.2%	2.9%

- exit of low-value businesses
- o oral care impact business loss

- pharmachem
- energy & resources

- o pharma & coatings growing at or above market
- personal care growing, but demand drivers impacted by COVID in 2020 and 2021



performance 2020 - 2021



business centric model



operating discipline



investing in our organization and our people

during a global pandemic

- changed business model and restructured company
- leadership team focused on team enablement, empowerment, ownership & accountability
- improved financial performance (margins, free cash flow, returns)
- implemented sales and operations planning (S&OP) discipline and demonstrated operating resilience
- renewed our strategy & innovation portfolio
- committed to ESG as a growth driver



strategic changes



portfolio change

- strategic focus
- acquired schülke preservatives business
- definitive agreement to sell performance adhesives
- established environmental trust



growth accelerators

- rebalanced our innovation portfolio
- consumer-market focus
- intensifying ESG initiatives
- bolt-on m&a



margin expansion

- completed cost-reduction program
- exited low-margin business
- managed through unprecedented external challenges (COVID, inflation, supply and logistics)



enhanced free cash flow generation

- improved working capital efficiency
- rebalanced capital investments
- refinanced debt
- continued rewarding shareholders



profitable growth

operational resilience

- business unit focus
- o operational excellence
- profitability improvement
- enable empowerment, ownership and accountability

strategic focus

- o maintain portfolio focus & coherence
- o focus on core businesses
- leverage integration
- Asia growth
- biotechnology

innovation

- increase speed and impact
- build on strong sustainability platform
- o leverage integration
- active portfolio management

capital allocation

- increase free cash flow generation
- o organic growth investments
- strategic bolt-on M&A
- reward shareholders



building on a solid foundation

strong and well positioned portfolio

- strong portfolio coherence & focus
- leadership positions in attractive and resilient markets with solid growth dynamics
- businesses driven by high value drivers
 - low cost in use / high value in use
 - leveraging complexity
 - technology / innovation
 - quality & reliability

additive & ingredients focus, with scale

leadership positions in pharma oral solid dose (OSD), personal care, and coatings

strong sustainability platforms

well-positioned in resilient markets supported by strong megatrends and sustainability drivers

experienced team with deep industry knowledge, relationship and technical capabilities

deep relationships and partnerships with customers

global infrastructure and capabilities







financial agenda

present Ashland's new financial profile

- well-positioned for long-term success
- update on sale of Performance Adhesives
- restated Ashland financial results with Performance Adhesives reported as discontinued operations
- upgrades to balance sheet
- impact of new environmental trust
- high-value peer comparisons



financial overview

well-positioned for long-term success

strong financial profile with attractive and sustainable margins

- organic growth engine accelerating
- 250bps EBITDA margin expansion in last two years
- approaching 25% EBITDA margins in fiscal year 22 and expanding

solid balance sheet

- very low leverage
- well managed legacy liabilities with established trust reserves
- ample liquidity with no significant near-term maturities

significant cash flow generation

 demonstrated EBITDA growth, lower interest expense and disciplined capex

option to redeploy cash to profitable growth and return to shareholders

- organic growth investment
- technology bolt-ons (m&a)
- \$350 million share repurchase authorization remaining

improved performance

delivered improved performance since FY2019

- restructured businesses and aligned cost structure to business unit (BU) models
- right sized corporate cost
- rebalanced capital expenditure priorities
- increased focus on free cash flow generation and return on net assets (RONA)

o disciplined capital allocation

cost reductions SARD (\$50 million) COGS (\$50 million)

margin expansion EBITDA% +250 bps

FCF conversion 65% in FY2021



performance adhesives sale update

strategic portfolio shift

- announced signing of definitive agreement to sell Ashland's Performance Adhesives business to Arkema for \$1.65 billion
- expect net proceeds¹ of \$1.2 \$1.3 billion
- timing of close expected in the March quarter of 2022
- Performance Adhesives segment now reported as discontinued operations
- initiated \$450 million accelerated share repurchase program shortly after signing

capital resource availability¹ \$ 1.2 – \$1.3 billion



financial overview¹

(\$US in millions, except percentages)	FY19	FY20	FY21	CAGR
Life Sciences	\$732	\$708	\$737	-
Personal Care	651	615	592	(5) %
Specialty Additives	654	589	655	-
Intermediates	160	129	178	+5 %
Intersegment Sales	(49)	(25)	(51)	NM
Sales	\$2,148	\$2,016	\$2,111	(1) %
Life Sciences	\$175	\$195	\$195	+6 %
Personal Care	164	150	161	(1) %
Specialty Additives	150	143	158	+3 %
Intermediates	41	13	48	+8 %
Unallocated & Other	(80)	(52)	(67)	NM
EBITDA	\$450	\$449	\$495	+6 %
EBITDA margin	20.9%	22.3 %	23.4 %	

key highlights

- resilient sales and earnings results during global pandemic
- exited ~\$30 million of low-margin products in FY2021
- excluding product exits, sales returned to pre-pandemic level in FY2021
- achieved \$100 million cost savings over two years
- expanded EBITDA margins by 250bps to 23.4%
- generated \$361 million of free cash flow in FY2021



All figures are presented on an adjusted basis except Sales. The appendix reconciles adjusted amounts to amounts reported under GAAP, including reconciliations of net income to EBITDA and adjusted EBITDA, operating income to adjusted operating income.

balance sheet updates

continued balance sheet improvements

- issued \$450 million of new 3.375% senior notes due 2031
- next notable maturity not until 2025 (bank term loan and revolver)
- o ample liquidity from cash and borrowing availability
- utilizing ~\$250 million of assets with underappreciated value on balance sheet to fund environmental trust
- \$450 million share repurchase initiated; \$350 million remaining under existing authorization
- continued strong cash generation

strong opportunity for organic investment, bolt-on M&A and additional share repurchase



environmental trust

enhancing our commitment to environmental responsibility

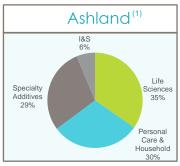
- ~\$200 million of environmental-related liabilities
- ~98% are associated with legacy operations and facilities no longer in use
- established annual, renewable environmental trust to cover future legacy environmental-related remediation and litigation expenses
- initial \$90 million funding from cash value of company-owned life insurance
- additional \$35 million of corporate cash following sale of Performance Adhesives plus proceeds from future sale of remediated real estate
- expected ~\$300 million trust balance to cover all future environmentalrelated payments
- o future legacy environmental charges will not impact adjusted results

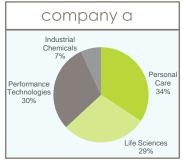
commitment to responsible environmental management continues

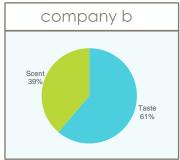


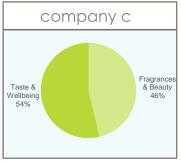
portfolio relative to peers

2020A revenue by segment











- o Ashland portfolio comparable to high-value peers
- o consumer-focused and resilient business units
- o strong margin profile



key performance metrics vs. high-value peers¹

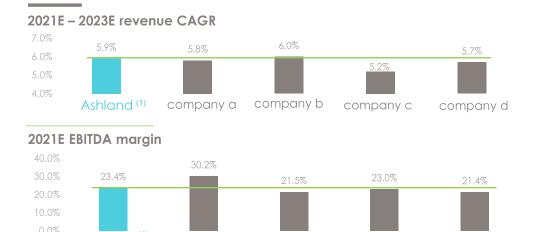
key metrics (USD in millions)	Ashland	company a	company b	company c	company d
sales	\$2,111	\$2,520	\$11,551	\$7,301	\$4,397
sales growth	4.7 %	NM	NM	5.8 %	7.2 %
EBITDA	\$495	\$761	\$2,487	\$1,682	\$941
EBITDA growth	10.0 %	NM	NM	10.2 %	8.9 %
EBITDA margin	23.4 %	30.2 %	21.5%	23.0 %	21.4 %

- sales growth in line with peers
- EBITDA growth and margin at the high end of the peer group
- o strong cash generation

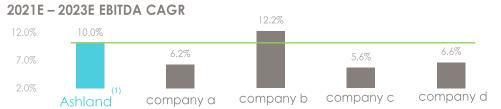


analyst expectations relative to peers

company d



while future
expectations of
Ashland's growth
and profitability
are in-line with
peers in the
ingredients and
additives space...



company a

company b

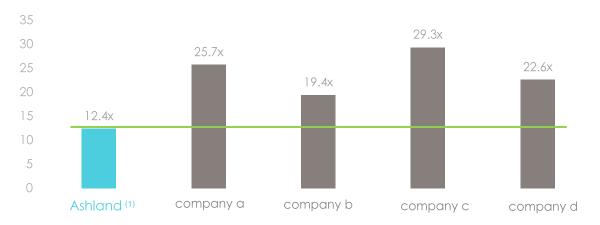


Ashland

company c

valuation relative to peers

enterprise value / 2021E EBITDA



...a substantial valuation discount remains



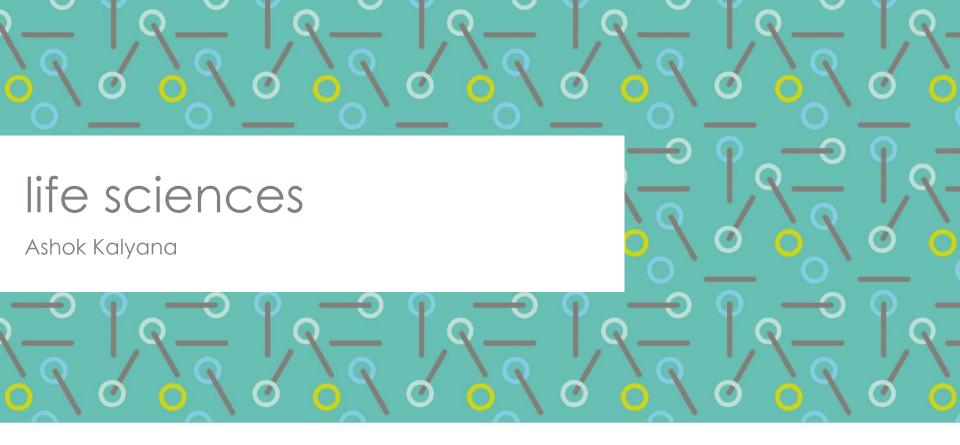
financial take-aways

significant progress made

- realigned portfolio, management teams and cost structure
- demonstrated improved operating performance
- expanded cash generation capability
- solid balance sheet

foundation has been established for enhanced value creation







our business

a leader in life sciences



pharma

global leader in pharma oral solid dose (OSD) excipients



nutraceuticals

U.S.-focused specialized solution provider



nutrition

strong participation in select applications

- consumer-driven markets
- o low cost in use / high value in use
- use in multiple end market applications
- broad customer and product portfolio
- strong customer relationships



our profile

financial highlights



EBITDA: \$195 MM % EBITDA: 26.5

11 R&D labs² 14 manufacturing sites²

1,300 employees

key addressable markets¹

pharma

oral solid dose branded, generics,
 over-the-counter, injectables, diagnostic
 films, membranes, actives & intermediates

nutraceuticals

U.S.-centric, custom products, specialty ingredients

nutrition

 beverage, plant-based (animal-free) alternatives, dairy free toppings \$3 billion, CAGR 3%

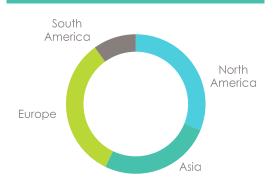
\$0.5 billion, CAGR 5%

\$0.6 billion, CAGR 2%

Ashland always solving

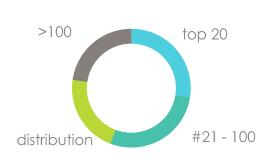
broad regional, customer & product mix

geographic sales



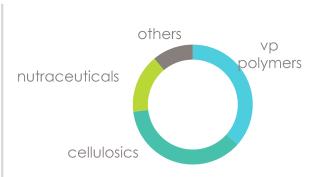
- pharma business globally diversified and aligned to major pharma production hubs
- nutraceuticals focused on north america

customer mix



- diversified customer base; top 100 direct customers < 60% of sales
- strong customer relationships in markets and regions where we participate

product mix



- broadest cellulose ether chemistry and vp polymer portfolio
- strong formulation and end-use application expertise
- strong regulatory support and quality standards

our strategy

build a premier life science portfolio







- 1 broaden pharma
 - grow leadership position in OSD
 - expand injectables & biomed consumables
 - o build out pipeline sales & innovation
 - o fund growth-oriented initiatives

- strengthen nutraceuticals
 - reframe strategy segments, products, regions
 - expand offerings delivery systems, unique ingredients, process technologies

- leverage portfolio in nutrition
 - leverage broad Ashland portfolio
 - o focus on select applications
 - o optimize cost to serve



trends shaping our growth agenda



rising middle class and affordable health care

- o continued growth in oral solid generics
- o push for biosimilars



safe, easy-care, patient-centric formulations

- o growth of controlled release
- o smaller, easy-to-swallow tablets
- o oral delivery of biologics



healthy lifestyle

- o growing penetration of plant-proteins
- o organic, vegan and allergen-free
- o customized ingredients



convenience, variety

- o many consumption occasions
- o portability
- o alternatives to traditional tablets



advancing enabling technologies (biotech, nano medicine)

- o continuous manufacturing
- o new modes of drug delivery
- o rapid growth of new biologics



pharma

grow OSD franchise consistently above market

OSD tablet composition

purpose	% in tablet	
active ingredient	<25%	
fillers	10-80%	
binders	3-30%	
disintegrants	1-10%	
controlled release agents	10-40%	
film coatings (formulated coatings)	1-30%	

functional excipients – low usage, high impact

- broad and diverse customer, and application base; continue addressing evolving needs
- broadest and strongest portfolio in the industry
 - #1-2 positions in key chemistries
 - 7 key OSD chemistries
 - 4 application areas
- leader in binders and disintegration categories
- significant room to grow in controlled release and coatings
- customer intimacy strong relationships with leading branded and generic manufacturers & CDMOs
- continued focus on innovation / new application development











pharma expansion into injectables

to enable broader biomed participation

continue as the preferred solution provider

current OSD franchise

\$3Bn, 3% CAGR

OSD small molecules

build injectable portfolio to expand into biologics

injectable polymers

drug delivery, actives, controlled release, nanoparticles

injectable high value excipients

ultra-pure solubilizers & stabilizers

\$1Bn, 10% CAGR*

injectables biologics broaden into biomed consumable participation

biomed consumables

biocompatible & structural polymers, biologics manufacturing, diagnostics

\$1Bn+, 7% CAGR*

biomedical consumables



injectables commercialization

build a broader portfolio

- establish a foothold with viatel[™] bioresorbable polymers
 - build pipeline and accelerate commercial sales
 - leverage established relationships with pharma customers
 - · focus team and build strong momentum
- o increase innovation efforts to broaden our product offerings
 - custom polymers (e.g., controlled release, drug delivery)
 - high value functional excipients (e.g., solubilization, stabilization)
- pursue m&a opportunities to accelerate and strengthen presence

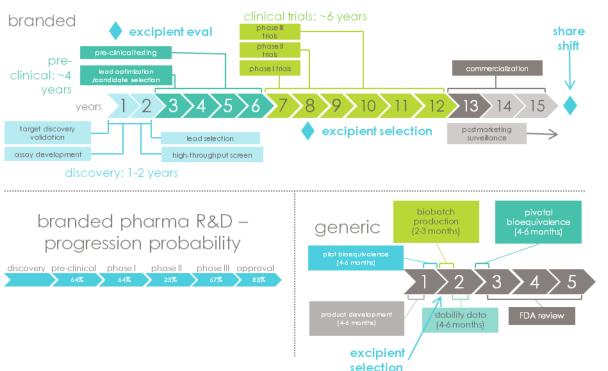
build \$50 -\$100 million injectables portfolio over the next 5 years via organic and m&a efforts



Ashland Mullingar facility, Ireland



pharma pipeline



branded

- higher risk, minimum of 5 yrs from final excipient selection to sales realized
- presence in branded enables pull through product goes generic

generic

- lower risk, majority copy branded (innovator) formulation
- minimum of 3 yrs to realize revenue

share shift

- opportunities exist after commercialization
- drivers: security of supply, price, performance enhancement
- 12 18 months to realize revenue



strengthening nutraceuticals

US centric business

focused on

- proprietary products sold to the market
- custom product development for single customer

challenges

- heavy reliance on tolling business
- top line than value driven
- inefficient operational set-up
- neglected new product portfolio and technical capabilities

approach

- dedicated management team
- product rationalization
- revamp participation strategy
- improve production efficiency
- rebuild technical and marketing capabilities

9% topline growth and \$10 MM profit improvement FY21 versus PY



nutraceuticals improvement

become the preferred partner & manufacturer for niche, specialty products

- customer intimacy + tailor made
- developing value-added solutions leveraging pharma expertise
- focus on solutions that leverage our core competency
 - particle engineering
 - fermentation
 - delivery systems

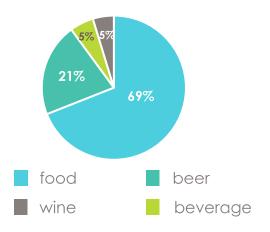
- target attractive end markets immunity, weight management, mental wellness and recovery
- broaden & target customer base that values custom formulation & manufacturing capability
- develop products based on proprietary process and Ashland excipients ingredients
- implement new-to-industry process technologies

grow portfolio to \$200 million over the next 5 years with +800 bps improvement in profitability



leverage broader portfolio for nutrition

nutrition revenue split



- strong market position in CMC chemistry within food application
- market leader in beer / wine clarifier business (#1 or #2)

improve overall profitability by 400 bps via mix optimization and productivity gains

leverage Ashland's global scale and broader additive and ingredients portfolio into nutrition

accelerate sales from megatrends – plant-based protein, dairy-free alternatives, healthy eating

drive cost optimization efforts for products that participate in more mature markets (e.g., beverage, beer, wine)



focused on multiple levers

broaden | strengthen | leverage

- 1. organic growth focused on addressing needs of tablet formulators across the globe
- 2. continuing to strengthen our nutraceuticals participation and profitability
- 3. accelerating pipeline build & commercialization of controlled release polymers within injectables
- 4. improving our product mix via selective targeting of attractive market sub-segments within nutrition
- 5. broadening our injectable participation via inhouse innovation effort & acquisitions

to build a premier life science portfolio

>\$1 billion in sales in 5 years 30%+ EBITDA

above market robust growth in OSD

\$50-\$100 million sales in injectables

build out another vertical beyond OSD and injectables

strong & profitable nutraceuticals







our business

a global leader in personal care solutions

skin









home

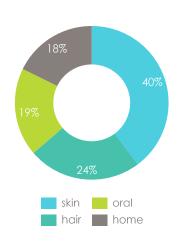
consumer and ESG-driven markets

- cellulose-based rheology
- premium biofunctionals actives
- microbial protection
- o natural & nature-derived ingredients
- hair fixatives
- global footprint



our profile

financial highlights¹



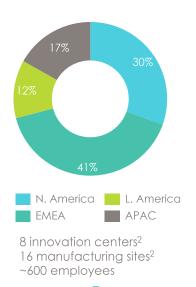
sales \$592 million adj. EBITDA: \$161 million adj. EBITDA: 27.2%

customer mix



markets into which Ashland sells

geographic sales





62

¹ As reported (5 months of schülke). 2 Use of R&D and manufacturing sites globally.

our markets



face cream body lotion skin cleaning sun care shaving

\$2.2 billion CAGR 2.8% *



hair care

styling conditioner hair treatment scalp care shampoo

\$1.5 billion CAGR 2.8% *



oral care

toothpaste whiteners cleaners denture adhesives mouthwash

\$0.6 billion CAGR 2.6% *



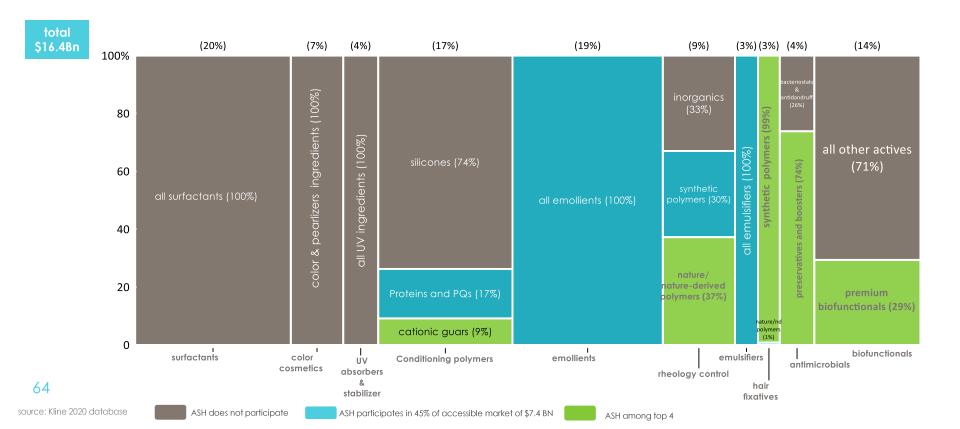
home care

fabric care fragrances surface disinfection cleaners

\$1.2 billion CAGR 1.8% *

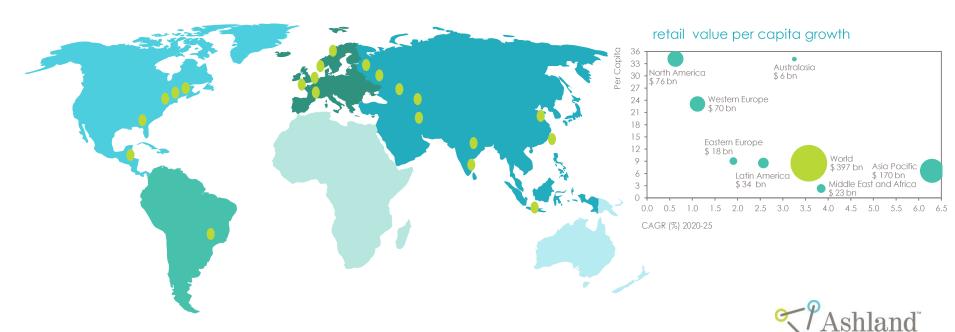


global beauty care ingredient market



scale and geographic reach

global leader in personal care ingredients business



consumer-driven megatrends

innovating for evolving consumer preferences



clean beauty

consumers want to know what's in their products and seek natural ingredients



health & wellness

physical + mental beyond anti-aging hygienic products to prevent disease made with natural

ingredients



eco-lution

consumption of
sustainable products
from companies that do
good
cruelty-free, fair trade,

cruelty-free, fair frade, low-carbon, biodegradable are a "must"

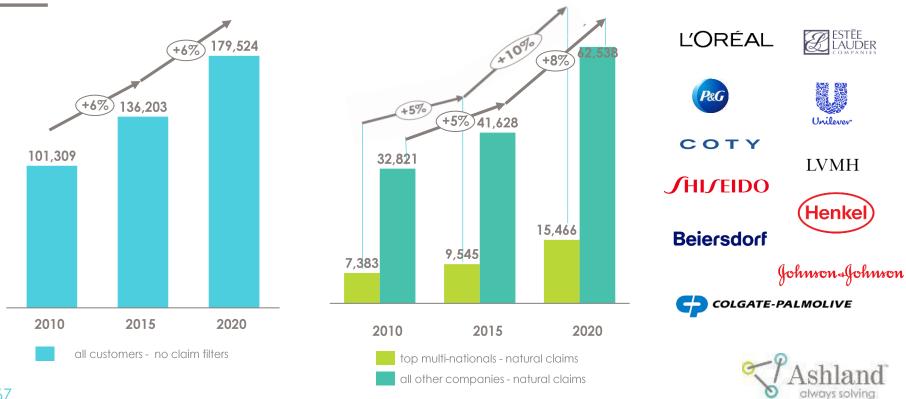


made 'for me' locally

personalized and customized indie brands with local "hero" ingredients



acceleration of natural claims



our strategy

deliver above market growth and achieve EBITDA margin > 30%



megatrend leverage

capitalizing on consumerdriven megatrends

enhance strong customer relationships



sustainable innovation

pivot innovation to sustainable technology platforms and broaden our natural, nature-derived and biodegradable portfolio



focused expansion

expand our market-leading biofunctionals geographically

concentrate resources on high-margin portfolio

m&a - targeting differentiated, biotechnologies and naturals



bolt-on m&a

schülke personal care business

strategic alignment

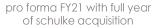
- o expand additives portfolio
- o supports shift to clean beauty
- expands bio-technology / enhances microbiology competencies

strong market position and performance

- among leading suppliers of microbial protection solutions
- o global scale
- o strong market reputation
- o established technical sales team
- strong customer relationships









benefit for Ashland

expands portfolio

strengthens core

positions us to capture growth from combined

innovation portfolio

accelerates growth and expands margins

leverages Ashland technology and manufacturing footprint

science and innovation platforms



natural

- patented natural ingredients
- proprietary sustainable technologies

nature-derived

- leading position in cellulosic ingredients
- upcycling from natural waste, sustainably sourced

bio-compatible / biodegradable

- in-house testing capabilities
- biodegradable design



naturally performing

launched this week



nature-derived, non-GMO, biodegradable enables natural, sustainable creams and lotions with the textures and skin feel associated with premium skin care products



naturally-derived, biodegradable enables a new generation of sustainable and biodegradable shampoos and cleansers with rich, luxurious textures



natural actives

launched 2020



santalwood[™] biofunctional

sandalwood supercritical CO2 extract combines circular economy sourcing (Australia) and Artificial Intelligence for new anti-aging claims



nightessence[™] biofunctional

lavender extract from Provence, France using small RNA technology for unique night-time skin benefits



natural / nature-derived franchise expansion

we are uniquely positioned for ESG-driven growth



Ashland

- core technology competencies
- innovation pipeline
- manufacturing capability
- o geographic reach and scale

market

- consumer driven
- customer embraced
- regulation supported
- innovation enabled

additional \$80 - \$120 million new businesses in 5 to 7 years



innovate for growth

leverage megatrends | sustainable innovation | focused expansion

- accelerate growth from natural and nature derived innovations
- o accelerate growth in skin care
- defend and refocus hair care
- bring new value to customers in oral care
- biofunctionals accelerate growth in premium and expand into broader segments
- microbial protection integrate and accelerate growth

expand leadership in personal care

>\$1 billion in sales in 5 years 30%+ EBITDA

above market robust growth leveraging ESG, natural claims and other mega trends

\$80 - \$120 million sales in new ESG-driven business

focused geographic expansion particularly for biofunctionals in Asia

pursue bolt-on m&a technology







our message



well positioned for above market organic growth



1. geographic growth

drive geographic growth of our rheology franchise



2. architectural coatings

expand global architectural coatings franchise beyond rheology



3. margin enhancement

drive margin enhancement in other business lines



our business

a leader in specialty additives





industrial & specialty coatings





construction additives

specialty applications

- leader in rheology
- o global reach
- o consumer-driven markets
- deep customer relationships
- o low cost in use/ high value in use
- o critical mass for cellulosic franchise



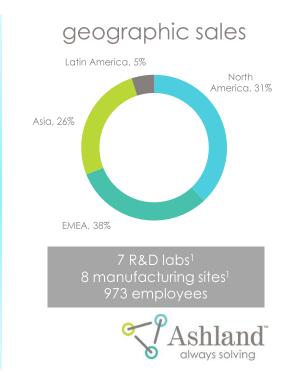
our profile

leading consumer-focused product portfolio



\$158MM EBITDA 24.1% EBITDA margin





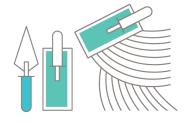
our business lines

unique additives driven by core architectural coatings portfolio



coatings

- additives for water based architectural and industrial paint
- o expand coatings portfolio



construction

- dry mix and emulsion-based additives (non-structural)
- o enhance profitability



performance specialties

- additives for wide range of markets and applications
- incubator for niche markets with potential for step change growth and scale



energy & resources

- niche player in oilfield chemicals and cellulose gum to paper industry
- provide scale... maximize profitability

growth









our position with megatrends

megatrend



ESG

Ashland advantage

solvent to water-based

reduced CO footprint expandin in Asia

biodeg., low tox drilling products



rising middle class

additives for increasing DIY demand

full range of additives specific for Asian market 5G network plus move away from plastic-laminates



economic transformation

advanced rheology to improve one coat application additives to reduce processing cost

additives for setting cement at lower temperatures



our strategy

deliver above market organic growth







geographic growth

drive geographic growth of our rheology franchise

avagad alabal arabitaatu

architectural coatings

expand global architectural coatings franchise beyond rheology

margin enhancement

drive margin enhancement in other business lines



geographic growth in rheology



market dynamics

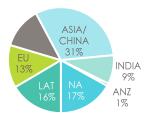
- growth in emerging countries
- DIY expanding globally
- o consumer pull for premium paints globally
- o region specific needs
- de-urbanization in US and EU
- global industry capacity constraints in HEC

Ashland advantage

- global asset and resource footprint
- 2. #1 global HEC production... capacity expansion announced
- 3. robust and proven product portfolio
- 4. 3 global innovation centers in US, EU, CHINA
- 5. exciting new product portfolio

global water-based architectural coatings volume 2021

4.5 Bn gallons (23.8 MM MT)





expanding architectural coatings franchise

2021 global coatings by segment

(market value of manufacturer sales, adjusted to exclude retail markup)

all paints & coatings WW mfr. sales = \$150Bn

architectural (decorative) coatings, \$64Bn

waterborne architectural paints & primers

our focus is additives for waterborne architectural paints



expanding architectural coatings franchise

additives profile:

- low cost in use / high value in use
- sticky once spec-in formulation

























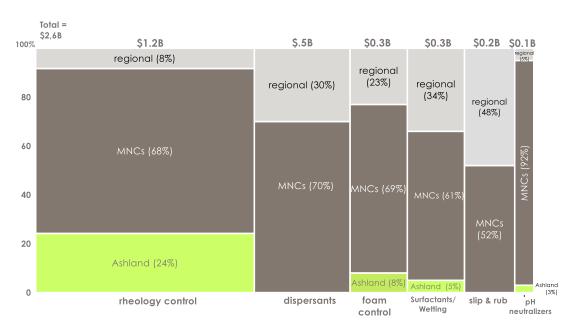


long history with industry leaders... aligned with fast growing regional leaders



expanding architectural coatings franchise

opportunities beyond rheology



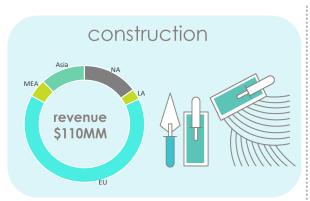
targeted areas for growth

- o rheology modifiers
- \$1.5 billion in adjacent market verticals within architectural coatings market
- more than just HEC, other cellulosics, synthetics, defoamers...
- build on global innovation infrastructure and customer relationships
- already formulate with and recommend other additives
- o global supply chain position
- significant cost synergies
- industrial coatings

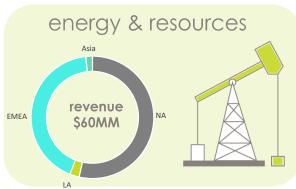


2020 global water-based architectural coatings additives market

construction, energy & specialties



- o 9% share of ~\$1.3billion mortar market
- "MSD" growth characteristic
- margin enhancement... plan defined to achieve LSD → MDD
- cost right sizing
- business portfolio trade-up / tradeout innovation



- o oilfield = 65%, paper = 35%, mining = 5%
- o "LSD" growth characteristic
- o niche player in targeted applications
- providing scale, focused on maximizing profitability



- > 20 diverse industrial markets
- "HSD" growth characteristic
- stable core with niche incubator growth opportunities
 - lithium-ion battery
 - advance ceramics
 - specialty coatings



our drive for margin enhancement

operational management and execution process



complete

- business-centric model
- strategy refresh
- cost and inventory right sizing
- innovation asset foot-print right sizing
- phase I business portfolio trade-up / trade-out



executing

- phase II business portfolio trade-up / trade-out
- innovation portfolio
- process and supply chain optimization
- capacity expansion
- bolt on m&a architectural coatings

300 – 400 bps improvement



above market organic growth

geographic growth | beyond rheology margin enhancement

- 1. above market organic growth in rheology driven by geographic growth
- 2. broaden our participation in defoamer and surfactant applications through organic innovation and acquisitions
- 3. continue to enhance our participation in industrial coatings
- enhance our portfolio mix for construction by continuing to selectively target attractive submarkets
- 5. organic growth for core of performance specialties; accelerate pipeline build and commercialization of niche growth opportunities

>\$950 million sales in 5 years 28%+ EBITDA

\$100+ million sales outside rheology

\$30 - \$50 million sales in industrial coatings

strong and profitable construction business

accelerate growth for performance specialties







strategic priorities

- expand additives ingredients portfolio
- build out bio-tech capabilities
- accelerate our growth in Asia
- o commitment to ESG
- investing on our people and building a customer-focused & innovation-centric culture
- accelerate digital modernization
- disciplined portfolio management and capital allocation





strategic drivers for growth



life sciences

aging population healthy lifestyle

- grow leadership position in OSD
- o expand injectables & biomed consumables
- o leverage portfolio in nutrition



personal care

clean beauty and ESG

- capitalize on consumer-driven megatrends
- o pivot innovation to sustainable technology platforms
- o expand our market-leading biofunctionals geographically
- broaden our natural, nature-derived and biodegradable portfolio



rising middle class

- drive geographic growth of our rheology franchise
- expand global architectural coatings franchise beyond rheology
- o drive margin enhancement in other business lines



portfolio coherence

- leverage integration strength
- build new core businesses



m&a priorities

focus on foundational businesses

o pharma



o personal care



coatings



corporate priorities

- focus on high value additives
- expand consumer mix
- expand & accelerate technology
- build scale while maintaining quality
- geographic expansion



m&a growth strategy drivers



life sciences

- establish a position in the high growth biomedical space by enabling injectable therapies
- broaden our portfolio of offerings in oral solid dose tablets
- explore technologies further in the biomedical value chain



personal care

- provide scale to high growth biofunctional segment with natural, nature-derived, sustainable and differentiated solutions
- expand bio-technology offerings for applications in clean beauty



coatings

- expand technology offerings in rheology
- leverage existing competencies and capabilities to broaden beyond rheology



m&a objectives

annual bolt-on m&a objectives

revenue \$ 50 - 100 million EBITDA margin > 30%

pharma

current EBITDA multiples 15 – 25x personal care

current
EBITDA multiples
11 – 17x

coatings

current
EBITDA multiples
8 – 14x



long term objectives

profitable growth of 200 – 400 bps above market

- focus on high quality markets
- increase Innovation impact and leverage ESG trends
- · invest to expand technologies and drive geographic expansion
- leverage bolt-on M&A as profitable growth accelerator

expand EBITDA margins >30%

- · disciplined cost management
- mix improvement from focus and innovation
- growth leverage

disciplined capital allocation

- organic growth investments
- bolt-on m&a
- dividend and share repurchase



shareholder value creation



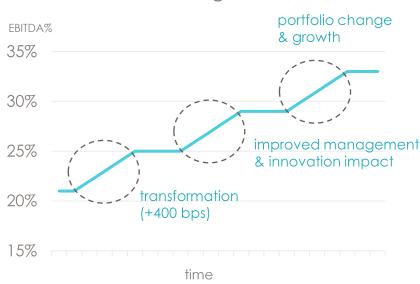




room for improvement

improved profitability





high quality growth market +200 – 400 bps

- focus on strategic segments
- o maximize current portfolio
- o innovation driven growth
- strategic M&A

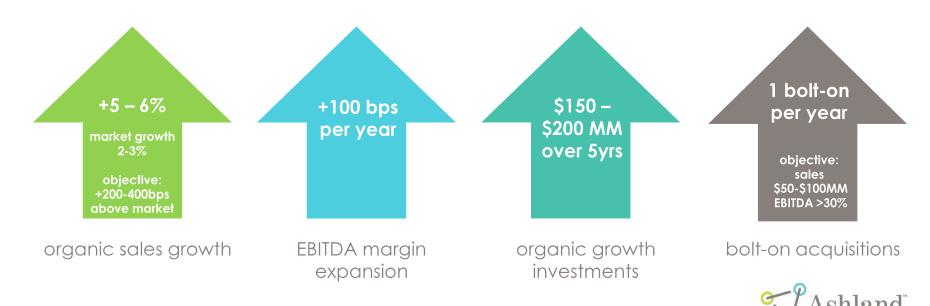
strong cash generation

- o operating discipline
- o asset lite growth
- o organic growth investment

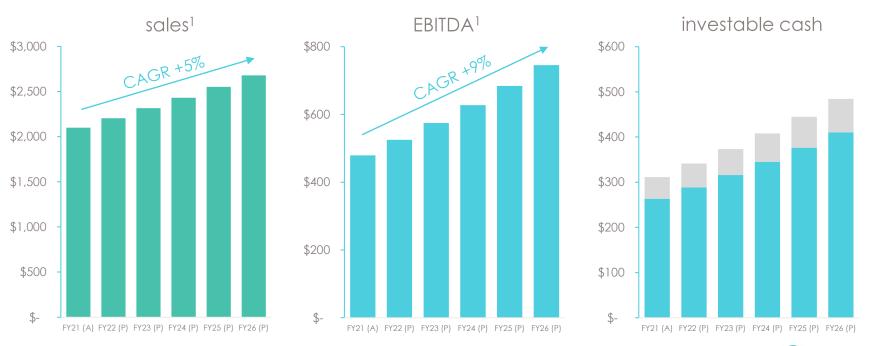


growth objectives

compelling opportunity for growth, margin expansion and cash generation



organic growth goals





investable capital and our allocation priorities

investable capital (5yr outlook)

adhesives proceeds cash generation

total

\$1.2 – \$1.3 billion 2.1 – 2.6 billion \$3.3 - \$3.9 billion

organic growth investments

\$150 – \$200 million

enable accelerated organic growth, higher margins and strong returns

planned m&a investments

\$350 – \$500 million / year \$2.0 – \$2.5 billion total

\$250 – \$500 million sales \$75 – \$150 million EBITDA >30% EBITDA margins return of capital to shareholders

dividend & share repurchase ~\$1.5 billion

retire undervalued shares maintain & growth dividend / share



creating value for all stake holders

by fiscal year 2026.....

- o sales of > \$3.2 billion
- EBITDA of ~\$900 million
- EBITDA margins >30%
- o cumulative free cash flow of \$2.1 \$2.6 billion

over the next 5 years, we expect to invest ~\$2.0 – \$2.5 billion in bolt-on acquisitions and return ~\$1.5 billion to shareholders







Ashland priorities

operational resilience

- business unit focus
- o operational excellence
- profitability improvement
- enable empowerment, ownership and accountability

strategic focus

- maintain portfolio focus & coherence
- focus on core businesses
- leverage integration
- Asia growth
- biotechnology

innovation

- increase speed and impact
- build on strong sustainability platform
- o leverage integration
- active portfolio management

capital allocation

- o increase free cash flow generation
- o organic growth investments
- o strategic bolt-on M&A
- o reward shareholders

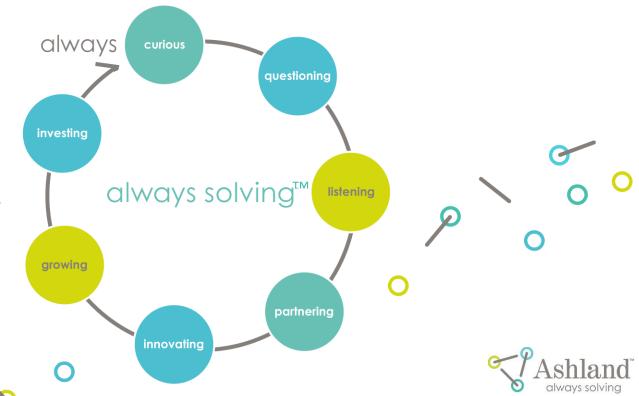


collaborative customer approach

intense customercentricity

enabling our customers to amplify the efficacy, refine the usability, add to the allure, ensure the integrity and improve the profitability of

their products and applications



creating value for all stake holders

by fiscal year 2026.....

- o sales of > \$3.2 billion
- EBITDA of ~\$900 million
- EBITDA margins >30%
- o cumulative free cash flow of \$2.1 \$2.6 billion

over the next 5 years, we expect to invest ~\$2.0 – \$2.5 billion in bolt-on acquisitions and return ~\$1.5 billion to shareholders



Ashland

focused additives and specialty ingredients company



- consistent execution
- solid growth
- high margins
- strong free cash flow



leadership positions in high-quality markets and with exciting profitable growth opportunities



strong technology, commercial and operations capabilities



global infrastructure



compelling growth platforms with scale and sustainable competitive advantage



strong financial performance and cash flow generation



experienced management team with proven track record and execution discipline



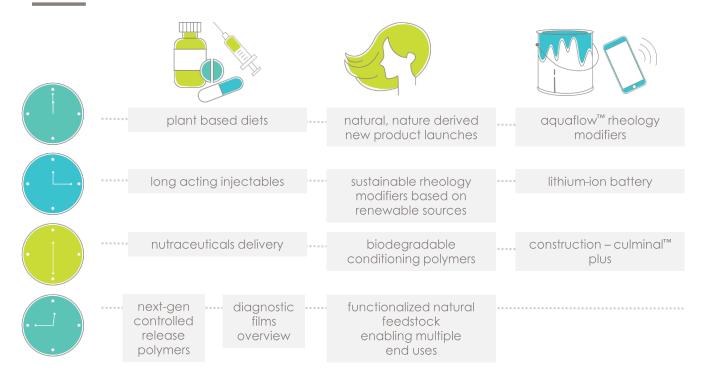




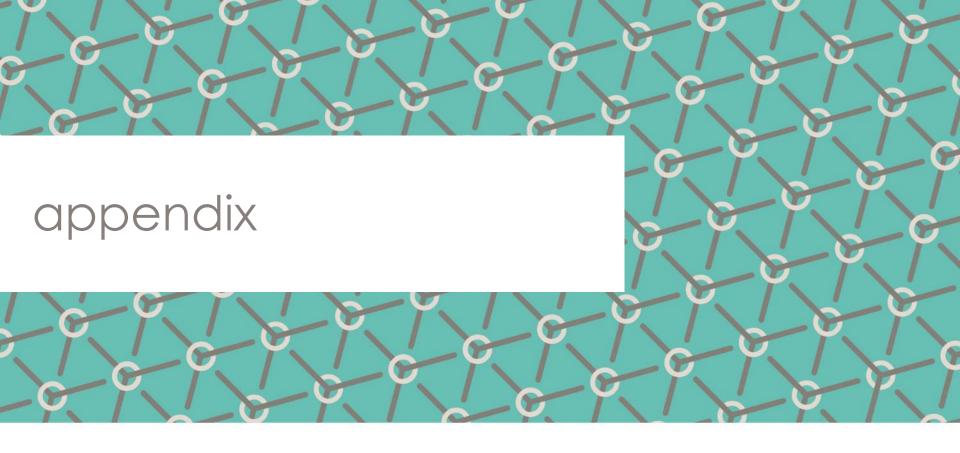




innovation tradeshow agenda









Ashland Global Holdings Inc. and Consolidated Subsidiaries Reconciliation of Non-GAAP Data Adjusted EBITDA

(\$ millions, except percentages)

Sales ¹	Q4 21	Q3 21	Q2 21	Q1 21	Total		Q4 20
Life Sciences	\$ 189	\$ 193	\$ 185	\$ 170	\$ 737	\$	180
Personal Care & Household	183	147	137	125	592		164
Specialty Additives	181	169	158	147	655		160
Intermediates & Solvents	60	49	37	32	178		28
Less: Intercompany Eliminations	 (22)	(15)	(7)	(7)	(51)		(3)
Total	\$ 591	\$ 543	\$ 510	\$ 467	\$ 2,111	\$	529

A directord

						EBITDA	
Adjusted EBITDA ¹	Q4 21	Q3 21	Q2 21	Q1 21	Total	Margin	Q4 20
Life Sciences	\$ 48	\$ 52	\$ 50	\$ 45	\$ 195	26.5%	\$ 51
Personal Care & Household	51	39	38	33	161	27.2%	46
Specialty Additives	47	39	40	32	158	24.1%	44
Intermediates & Solvents	21	15	7	5	48	27.0%	6
Unallocated	(18)	(14)	(21)	(14)	(67)		 (16)
Total	\$ 149	\$ 131	\$ 114	\$ 101	\$ 495	23.4%	\$ 131





Ashland Global Holdings Inc. and Consolidated Subsidiaries Reconciliation of Non-GAAP Data EBITDA and Adjusted EBITDA

(In millions)		2021		2020		2019
Net income (loss)	\$	220	\$	(508)	\$	505
Income tax expense (benefit)		(38)		(22)		30
Net interest and other financing expense		56		119		99
Depreciation and amortization (a)		244		235		238
EBITDA		482		(176)		872
(Income) loss from discontinued operations (net of taxes)		(47)		(47)		(544)
Key items included in EBITDA:						
Goodwill impairment		_		530		_
Restructuring, separation and other costs (b)		10		58		51
Environmental reserve adjustments		43		34		25
Inventory adjustments		4		51		_
Accelerated depreciation		_		_		39
Proxy costs		_		_		4
Asset impairments		13		_		_
Tax indemnity expense		_		_		6
Unplanned plant shutdowns		_		_		2
Net loss (gain) on acquisitions and divestitures (c)		(11)		_		3
Loss (gain) on pension and other postretirement plan remeasurements		1		(1)		(8)
Total key items included in EBITDA		60		672		122
Adjusted EBITDA (d)	\$	495	\$	449	\$	450
Total key items included in EBITDA	\$	60	\$	672	\$	122
Accelerated amortization of debt issuance costs	Ψ	1	Ψ	8	Ψ	_
Debt refinancing costs (e)		16		59		6
Unrealized gain on securities (f)		(21)		(20)		(7)
Total key items, before tax	\$	56	\$	719	\$	121
•						



Ashland Global Holdings Inc. and Consolidated Subsidiaries Reconciliation of Non-GAAP Data EBITDA and Adjusted EBITDA

- (a) Excludes \$39 million of accelerated depreciation during 2019.
- (b) Includes impairments of \$8 million during 2019.
- (c) Excludes income of zero, \$2 million and \$1 million during 2021, 2020 and 2019, respectively, related to ongoing adjustments of previous divestiture transactions.
- (d) Includes \$6 million, \$4 million and \$9 million during 2021, 2020 and 2019, respectively, of net periodic pension and other postretirement costs (income) recognized ratably through the fiscal year. These costs (income) are comprised of service cost, interest cost, expected return on plan assets, and amortization of prior service credit and are disclosed in further detail in Note M of the Notes to Consolidated Financial Statements.
- (e) Debt refinancing costs during 2021 included a \$16 million loss on early retirement of debt and a \$1 million charge for accelerated debt issuance costs. Debt refinancing costs during 2020 included \$59 million loss on early retirement of debt. Debt refinancing costs during 2019 included a \$6 million debt issuance costs amortization charge for the early repayment of term loans A and B. All debt refinancing costs were recorded within the net interest and other financing expense caption on the Statements of Consolidated Comprehensive Income (Loss). See Note I of the Notes to Consolidated Financial Statements for more information.
- (f) Due to the adoption of new accounting guidance in 2019, the unrealized (gains) losses on certain investment securities directly impact earnings and are recorded within the net interest and other expense caption on the Statements of Consolidated Comprehensive Income (Loss). See Note A of the Notes to Consolidated Financial Statements for more information.



Ashland Global Holdings Inc. and Consolidated Subsidiaries Reconciliation of Non-GAAP Data Adjusted Income from Continuing Operations

	2021	2020		2019
Diluted EPS from continuing operations (as reported)	\$ 2.82	\$ (9.16)	\$	(0.62)
Key items, before tax:				
Goodwill impairment	_	8.75		_
Restructuring, separation and other costs (including accelerated depreciation)	0.16	0.95		1.42
Environmental reserve adjustments	0.70	0.58		0.41
Inventory adjustments	0.07	0.83		_
Proxy costs	_	_		0.07
Asset impairments	0.21	_		_
Tax indemnity expense	_	_		0.10
Unplanned plant shutdowns	_	_		0.03
Net loss (gain) on acquisitions and divestitures	(0.18)	_		0.05
Loss (gain) on pension and other postretirement plan remeasurements	0.02	(0.01)		(0.12)
Unrealized gain on securities	(0.34)	(0.33)		(0.11)
Accelerated amortization of debt issuance costs	0.02	0.13		_
Debt refinancing costs	0.26	0.97		0.09
Key items, before tax	0.92	11.87	_	1.94
Tax effect of key items (a)	(0.18)	(0.58)		(0.25)
Key items, after tax	0.74	11.29		1.69
Tax specific key items:				
Deferred tax rate changes	_	_		0.03
One-time transition tax	_	_		0.44
Uncertain tax positions	(0.87)	0.05		(0.09)
Restructuring and separation activity	(0.21)	_		0.19
Other tax reform related activity	0.10	(0.33)		(0.02)
Tax specific key items (b)	(0.98)	(0.28)		0.55
Total key items	(0.24)	11.01		2.24
Adjusted diluted EPS from continuing operations (non-GAAP)	\$ 2.58	\$ 1.85	\$	1.62
Amortization expense adjustment (net of tax) (c)	1.17	1.08		1.04
Adjusted diluted EPS from continuing operations (non-GAAP)				
excluding intangibles amortization expense	\$ 3.75	\$ 2.93	\$	2.66

⁽a) Represents the diluted EPS impact from the tax effect of the key items that are previously identified above.



⁽b) Represents the diluted EPS impact from tax specific financial transactions, tax law changes or other matters that fall within the definition of tax specific key items. For additional explanation of these tax specific key items, see the income tax expense (benefit) discussion within the following caption review section.

^{1 /(}c) Amortization expense adjustment (net of tax) tax rates were 20.0%, 21.0% and 23.0% for the years ended 2021, 2020 and 2019, respectively.

Ashland Global Holdings Inc. and Consolidated Subsidiaries Reconciliation of Non-GAAP Data Free Cash Flow

		September 30							
(In millions)	20	2021 2020				2019			
Cash flows provided by operating activities from continuing operations	\$	466	\$	227	\$	140			
Less:									
Additions to property, plant and equipment		(105)		(133)		(147)			
Free cash flows (a) (b)	\$	361	\$	94	\$	(7)			

⁽a) Included \$44 million, \$30 million and \$61 million of restructuring-related and separation payments during 2021, 2020 and 2019, respectively.



⁽b) Includes \$92 million of cash inflows during 2021 associated with the U.S. Accounts Receivable Sales Program.

