# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

Washington, D. C. 20549

## FORM 8-K

## CURRENT REPORT

## Pursuant to Section 13 or 15(d) of

 the Securities Exchange Act of 1934Date of report (Date of earliest event reported): February 9, 2010

## ASHLAND INC.

(Exact name of registrant as specified in its charter)

Kentucky
(State or other jurisdiction of incorporation)

1-32532
(Commission File Number)

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

# 50 E. RiverCenter Boulevard, Covington, Kentucky 41011 

(Address of principal executive offices) (Zip Code)
P.O. Box 391, Covington, Kentucky 41012-0391
(Mailing Address) (Zip Code)
Registrant's telephone number, including area code (859) 815-3333
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 7.01. Regulation FD Disclosure

On February 9, 2010, Ashland Inc. will include the information contained in exhibit 99.1 on the "Investor Center" section of its website located at http://investor.ashland.com.

Ashland is furnishing the information pursuant to the Securities and Exchange Commission's ("SEC") Regulation FD. Exhibit 99.1 is summary information reflecting an overview of Ashland's business segments' sales and EBITDA, including, in some instances, adjusted sales by market, product and geography, for the fiscal year ended September 30, 2009. The information is intended to be considered in the context of Ashland's SEC filings and other public announcements that Ashland may make from time to time.

By filing this report on Form 8-K, Ashland makes no admission as to the materiality of any information in this report. Ashland reserves the right to discontinue the availability of the data in the attached exhibits.

Item 9.01. Financial Statements and Exhibits

## (d) Exhibits

99.1 Overview of Ashland's business segments' sales and EBITDA for the fiscal year ended September 30, 2009

## SIGNATURES

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

ASHLAND INC.
(Registrant)

February 9, 2010
/s/ Lamar M. Chambers
Lamar M. Chambers
Senior Vice President and
Chief Financial Officer

## EXHIBIT INDEX

99.1 Overview of Ashland's business segments’ sales and EBITDA for the fiscal year ended September 30, 2009

## Corporate Profile

## Adjusted EBITDA¹: \$854 million



| NYSE Ticker Symbol: | ASH |
| :--- | ---: |
| Total Employees: | $\sim 14,700$ |
| Outside North America | $33 \%$ |
| Number of Countries More <br> in Which Ashland than <br> Has Sales: 100 $\mathbf{l}$ |  |

- 56 percent of EBITDA comes from specialty chemicals - Nearly 25 percent from renewable materials


## Fiscal 2009

## Corporate Profile

## Adjusted Sales: $\$ 8.4$ billion

## By commercial unit

By geography


## ~32 percent of total sales come from outside North America

${ }^{2}$ For the fiscal year ended Sept. 30, 2009. Includes intersegment sales and pro forma results from the acquired
ASHLAND. operations of Hercules.

## Ashland Aqualon Functional Ingredients

 A global leader in managing rheology of water-based systems

## Ashland Hercules Water Technologies <br> A major global supplier of process and functional chemicals

For the Fiscal Year Ended Sept. 30, 2009
Adjusted Sales: $\$ 1.8$ billion
Adjusted EBITDA: \$198 million
Adjusted EBITDA Margin: 11.0\%

| Business Overview |  |
| :---: | :---: |
| Customers Markets | - Growth <br> - Commercial and - Packaging institutional - Pulp <br> - Food and beverage - Tissueltowel <br> - Mining <br> - Base <br> - Chemicals <br> - General manufacturing <br> - Printing and writing <br> - Opportunistic <br> - Lubricants <br> - Marine*/Other <br> - Municipal <br> * Divested 08/3109 |
| Products/ Services | - Process chemicals: microbial and contaminant control, pulping aids, retention aids and defoamers <br> - Utility water treatments <br> - Functional chemicals: sizing/wet strength |



## Ashland Performance Materials

A global leader in specialty chemicals

For the Fiscal Year Ended Sept. 30, 2009
Sales: \$1.1 billion
Adjusted EBITDA: $\$ 76$ million Adjusted EBITDA Margin: 6.9\%

Sales by Market


## Business Overview

- Auto manufacturers; foundries; pipe and tank fabricators; packaging and converting; bathware, countertop and window lineal manufacturers; pipe relining contractors; boat builders; wide and narrow web printers
- Composites and Adhesives
- Unsaturated polyester resins
- Vinyl ester resins
- Gelcoats
- Pressure-sensitive adhesives
- Structural adhesives
- Specialty resins
- Casting Solutions
- Foundry binder resins
- Chemicals
- Sleeves and filters
- Design services
- Construction, packaging and converting, transportation, and marine


## Ashland Consumer Markets: A leading worldwide marketer of premium-branded automotive lubricants and chemicals

For the Fiscal Year Ended Sept. 30, 2009
Sales: \$1.7 billion
Adjusted EBITDA: \$288 million Adjusted EBITDA Margin: 17.5\%


|  | Business Overview |
| :---: | :---: |
| Customers | - Retail auto parts stores and mass merchandisers who sell to consumers; installers, such as car dealers and quick lubes; distributors |
| Products Services | - Valvoline ${ }^{\circledR}$ lubricants and automotive chemicals <br> - MaxLife ${ }^{\circledR}$ lubricants for high-mileage vehicles <br> - SynPower ${ }^{\circledR}$ synthetic motor oil <br> - Eagle One ${ }^{\circledR}$ and Car Brite ${ }^{\circledR}$ appearance products <br> - Zerex ${ }^{\circledR}$ antifreeze <br> - Valvoline Instant Oil Change ${ }^{\circledR}$ service |
| Market Channels | - Do-It-Yourself (DIY) <br> - Do-It-For-Me (DIFM) <br> - Valvoline International |

## Ashland Distribution

A leading North American chemicals and plastics distributor

For the Fiscal Year Ended Sept. 30, 2009
Sales: $\$ 3.0$ billion Adjusted EBITDA: \$84 million Adjusted EBITDA Margin: 2.8\%


## Business Overview

|  | Business Overview |
| :---: | :---: |
| Customers | - Diversified customer base in North America and Europe |
| Products\| Services | - More than 28,000 packaged and bulk chemicals, solvents, plastics and additives <br> - Comprehensive, hazardous and nonhazardous wastemanagement solutions in North America |
| Markets | - Construction <br> - Transportation <br> - Chemical manufacturing <br> - Paint and coatings <br> - Retail consumer <br> - Personal care <br> - Medical <br> - Marine |

## Regulation G: Adjusted EBITDA

The information presented herein regarding adjusted pro forma results does not conform to generally accepted accounting principles (GAAP) and should not be construed as an alternative to the reported results determined in accordance with GAAP. Management has included this non-GAAP information to assist in understanding the operating performance of the company and its segments. The nonGAAP information provided may not be consistent with the methodologies used by other companies. All non-GAAP information related to previous Ashland filings has been reconciled with reported GAAP results. Certain prior period adjusted pro forma results could not be reconciled to previous GAAP statements filed by Ashland since it relied upon pro forma information from Hercules Incorporated ("Hercules").
The unaudited adjusted pro forma results are presented for informational purposes only and do not reflect future events that may occur or any operating efficiencies or inefficiencies that may result from the acquisition of Hercules. Certain significant and identifiable cost allocation, reporting and accounting policy differences have been reflected in these adjusted pro forma results. However, these adjusted pro forma results do not purport to identify all these differences. Therefore, the unaudited adjusted pro forma results are not necessarily indicative of results that would have been achieved had the businesses been combined during the period presented or the results that Ashland will experience in the future. In addition, the preparation of financial statements in conformity with GAAP requires management to make certain estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of sales and expenses during the reporting period. These estimates and assumptions can be significantly different depending on changes to conform to Ashland policy.

## Ashland Inc. and Consolidated Subsidiaries Reconciliation of Fiscal Year 2009 Non-GAAP Data

(\$ millions, except percentages)

| Ashland Aqualon Functional Ingredients | Ashland FY 2009 <br> GAAP Results | Pre-Acquisition Period: Hercules Oct. 1 - Nov. 13, 2008 | Key ltems | Adjusted |
| :---: | :---: | :---: | :---: | :---: |
| Sales | 812 | 112 |  | 924 |
| Cost of sales | 595 | 77 | (30) | 642 |
| Selling, general and administrative expenses (includes R\&D) | 181 | 20 | (15) | 186 |
| Equity and other income | - | - | . |  |
| Operating income | 36 | 15 | 45 | 96 |
| Operating income as a percent of sales | 4.4\% | 13.4\% |  | 10.4\% |
| Gross profit as a percent of sales | 26.7\% | 31.3\% |  | 30.5\% |
| D\&A | 106 | 6 | (5) | 107 |
| EBITDA | 142 | 21 | 40 | 203 |
| EBITDA as a percent of sales | 17.5\% | 18.8\% |  | 22.0\% |
|  | Ashland FY 2009 | Pre-Acquisition Period: Hercules |  |  |
| Ashland Hercules Water Technologies | GAAP Results | Oct. 1-Nov. 13, 2008 | Key Items | Adjusted |
| Sales | 1,652 | 155 |  | 1,807 |
| Cost of sales | 1,092 | 116 | (7) | 1,201 |
| Selling, general and administrative expenses (includes R\&D) | 484 | 34 | (9) | 509 |
| Equity and other income | 2 | - | - | 2 |
| Operating income | 78 | 5 | 16 | 99 |
| Operating income as a percent of sales | 4.7\% | 3.2\% |  | 5.5\% |
| Gross profit as a percent of sales | 33.9\% | 25.2\% |  | 33.5\% |
| D\&A | 99 | 5 | (5) | 99 |
| EBITDA | 177 | 10 | 11 | 198 |
| EBITDA as a percent of sales | 10.7\% | 6.5\% |  | 11.0\% |

(continued next page)
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## Ashland Inc. and Consolidated Subsidiaries

Reconciliation of Fiscal Year 2009 Non-GAAP Data (cont. from prior page)
(\$ millions, except percentages)

(continued next page)

## Ashland Inc. and Consolidated Subsidiaries

## Reconciliation of Fiscal Year 2009 Non-GAAP Data (cont. from prior page)

| (\$ millions, except percentages) | Pre-Acquisition |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Ashland FY 2009 | Period: Hercules |  |  |
| Ashland Distribution | GAAP Results | Oct. 1 - Nov. 13, 2008 | Key Items | Adjusted |
| Sales | 3,020 |  |  | 3,020 |
| Cost of sales | 2,719 |  | - | 2,719 |
| Selling, general and administrative expenses (includes R\&D) | 253 |  | (4) | 249 |
| Equity and other income | 4 |  | - | 4 |
| Operating income | 52 |  | 4 | 56 |
| Operating income as a percent of sales | 1.7\% |  |  | 1.9\% |
| Gross profit as a percent of sales | 10.0\% |  |  | 10.0\% |
| D\&A | 28 |  | - | 28 |
| EBITDA | 80 |  | 4 | 84 |
| EBITDA as a percent of sales | 2.6\% |  |  | 2.8\% |
|  | Pre-Acquisition |  |  |  |
|  | Ashland FY 2009 | Period: Hercules |  |  |
| Intersegment Sales/Unallocated and Other | GAAP Results | Oct. 1 - Nov. 13, 2008 | Key Items | Adjusted |
| Sales | (134) |  |  | (134) |
| Cost of sales | (129) |  | (2) | (131) |
| Selling, general and administrative expenses (includes R\&D) | 28 |  | (25) | , |
| Equity and other income | 4 | 4 | . | 8 |
| Operating income | (29) | 4 | 27 | 2 |
| D\&A | 7 |  | (4) | 3 |
| EBITDA | (22) | 4 | 23 | 5 |
|  | Pre-Acquisition |  |  |  |
|  | Ashland FY 2009 | Period: Hercules |  |  |
| Ashland Inc. Consolidated | GAAP Results | Oct. 1 - Nov. 13, 2008 | Key Items | Adjusted |
| Sales | 8,106 | 267 | - | 8,373 |
| Cost of sales | 6,317 | 193 | (56) | 6,454 |
| Selling, general and administrative expenses (includes R\&D) | 1,437 | 54 | (59) | 1,432 |
| Equity and other income | 38 | 4 | 3 | 45 |
| Operating income | 390 | 24 | 118 | 532 |
| Operating income as a percent of sales | 4.8\% | 9.0\% |  | 6.4\% |
| Gross profit as a percent of sales | 22.1\% | 27.7\% |  | 22.9\% |
| D\&A | 339 | 11 | (28) | 322 |
| EBITDA | 729 | 35 | 90 | 854 |
| EBITDA as a percent of sales | 9.0\% | 13.1\% |  | 10.2\% |

