# Eamings Conference Call First-Q ua rer Fisc al 2021 



February 4, 2021 - 9:00am Eastem Time

## Forward-Looking Statements

This presentation conta ins 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 "antic ipates," "believes," "expects," "estimates," "is likely," "predicts," "projects," "forecasts," "objectives," "may," "will," "should," "plans" and "intends" and the negative of these words or other comparable teminology. 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, rega rding Ashla nd'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 Prionities and Outlook on pages 12-16 of the presentation, and Ashland's expectations regarding its ability to drive sales and eamings growth and realize further cost reductions. Ashland's expectations and assumptions include, without limitation, intemal forecasts and analyses of current and future market conditions and trends, management plans and strategies, operating efficiencies and economic conditions (such asprices, supply and demand, cost of raw materials, and the ability to recover raw-material cost increasesthrough price increases), and risks and uncerta inties associated with the following: the impact of a cquisitions and/ordivestitures 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, public-health 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 uncerta in. 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 forward-looking statements made in this news release whetherasa 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 altemative 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

- Q1 performance summary
o Q1 financial results
o priorities and outlook
o closing comments
o thank you and Q\&A



## Q1 performance summary

## Ashla nd Global Holdings Inc.

## Commentary on Q1 Performance

- year-over-yearsales growth of 4\%; c urrency favorably impacted sales by 2\%
- year-over-yeargrowth adjusted EBITDA growth of 41\%; prioryear shutdown in I\&S represented 14\%
- resilient demand among most consumerend markets; began exit of lower-margin products lines
o continued recovery of global industrial demand with less seasonal impact
o improved mix, lower SG \&A a nd R\&D ("SARD") expenses and operating costsleading to expanded margins
- signific a nt growth in free cash flow from improved ea mings and disc iplined working capital control
o a nnounced signing of definitive agreement to acquire Schülke \& Mayr personal-care business

Q1 Highlights ${ }^{1}$

Sales of \$552 million (+4\%)
Adjusted EBIIDA of $\$ 124$
million (+4.1\%)
Adjusted EsildA margin of $22.5 \%$ (+600 bps)

Free cash fiow of $\$ 76$ million

FC F conversion² of 61\%

## Q1 financial results

## Ashland Global Holdings Inc.

## Fiscal-First Quarter Adjusted Results'

| (\$US in milions, except percentrges) | Q1 P21 | Q1 PY20 | Change |
| :---: | :---: | :---: | :---: |
| Sales | \$552 | \$533 | +4 \% |
| Gross profit margin | 32.2 \% | 28.7 \% | +350 bps |
| SG\&A / R\&D costs / Intangible a mortization | \$121 | \$128 | (5) \% |
| Operating Income | \$62 | \$24 | +158 \% |
| EBITDA | \$124 | \$88 | +41 \% |
| EBITDA margin | 22.5 \% | 16.5 \% | +600 bps |
| EPS (excluding a cquisition a mortization) ${ }^{2}$ | \$0.94 | \$0.41 | +129 \% |

o financial results reflect improving demand dynamics, favorable mix and continued benefit from self-help cost reductions

- consumer end markets demonstrated continued strength
- industrial end markets exhibited strong improvement and less seasonality
- EBITDA up $41 \%$ due primarily to sales growth, favorable mix, lower operating costs and lower SARD expenses
o continued action on cost drove the $5 \%$ reduction in SARD expenses
1 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, diluted earnings per share to adjusted diluted earnings per share and adjusted diluted earnings per share, excluding amortization expense.
Unless otherwise noted, earnings are reported on a diluted-share basis.


## Consumer Specialties Adjusted Results Summary¹



| (\$uSin millions, except percentrges) | Q1 P21 | Q1 F20 | Change |
| :--- | ---: | ---: | ---: |
| Sales | $\$ 296$ | $\$ 292$ | $+1 \%$ |
| Gross profit | $\$ 107$ | $\$ 103$ | $+4 \%$ |
| Gross profit margin | $36.1 \%$ | $35.3 \%$ | +80 bps |
| Operating Income | $\$ 44$ | $\$ 33$ | $+33 \%$ |
| EBITDA | $\$ 79$ | $\$ 67$ | $+18 \%$ |
| EBITDA margin | $26.7 \%$ | $22.9 \%$ | +380 bps |

- resilient demand across most consumer end markets, offset by exit from lower-margin product lines and continued Avoca challenges; favorable currency impacted sales by +2\%
- improved EBITDA and EBITDA margins driven by improved mix and lower SARD expenses


1Q-21 year-over-yearSales(HSD/MSD/LSD = high, mid or low single-digit \%. DD = double-digit \%)
1 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.

## Industrial Specialties

## Adjusted Results Summary



| (\$uSin millions, except percentrges) | Q1 P21 | Q1 F20 | Change |
| :--- | ---: | ---: | ---: |
| Sales | $\$ 231$ | $\$ 213$ | $+8 \%$ |
| Gross profit | $\$ 67$ | $\$ 59$ | $+14 \%$ |
| Gross profit margin | $29.0 \%$ | $27.7 \%$ | +130 bps |
| Operating Income | $\$ 31$ | $\$ 19$ | $+63 \%$ |
| EBITDA | $\$ 55$ | $\$ 43$ | $+28 \%$ |
| EBITDA margin | $23.8 \%$ | $20.2 \%$ | +360 bps |

- broad-based growth consistent with industrial demand recovery
- particular strength in coatings, construction and all adhesive applications; favorable currency impacted sales by $+2 \%$
- improved EBITDA and EBITDA margins driven by improved mix and lower SARD expenses


1Q-21 year-over-yearSales(HSD/MSD/LSD = high, mid or low single-digit \%. DD = double-digit \%)
1 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.

## Intermediates \& Solvents (I\&S) Adjusted Results Summary



| (\$us in millions, except percentrges) | Q1 F21 | Q1 FY20 | Change |
| :--- | ---: | ---: | ---: |
| Sales | $\$ 33$ | $\$ 28$ | $+18 \%$ |
| Gross profit | $\$ 4$ | $(\$ 10)$ | NM |
| Gross profit margin | $12.1 \%$ | $(35.6) \%$ | NM |
| Operating Income | $\$ 2$ | $(\$ 12)$ | NM |
| EBITDA | $\$ 5$ | $(\$ 9)$ | NM |
| EBITDA margin | $15.2 \%$ | $(32.1) \%$ | NM |

- merchant volumes of derivatives to high-value industries improved sequentially but not to prior-year levels
- intercompany volumes improved compared to prior year which included an extended shut-down at the Lima, OH facility


1Q-21 year-over-yearSales(HSD/MSD/LSD = high, mid or low single-digit \%. DD = double-digit \%)
1 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.

Ashland Global Holdings Inc.

## Free Cash Flow

o generated free cash flow of $\$ 76$ million compared to $\$ 63$ million defic it in prioryearQ1

- year-over-year increase of $\$ 139$ million
- improvement driven by improved eamings and continuous working c a pital improvement
- expect Adjusted EBITDA to free cash flow conversion of $>50 \%$ in FY2021



## priorities and outlook

## Ashland Global Holdings Inc. Our Priorities

## margin expansion

- 2021 COGS/SARD reduction
o innovation and mix improvement
o exit lower-margin product lines
- productivity actions
enhanced free cash flow conversion
- margin expansion
- capital allocation priorities (capexand working capital)

1110 business resilience

- business unit focus
- S\&OP disc ipline (inc rease BU operating visibility)
o organizational ownership / accountability
o alignment of rewards to performance


## growth accelerators

- clearstrategic priorities
o all business units reba la nc ing innovation portfolios
- BU customer focus a nd commercial a c counta bility
o bolt-on M\&A


## Ashland Global Holdings Inc.

## Acquisition Update

o announced signing of definitive agreement to acquire Schülke \& Mayr personal-care business for $€ 262.5$ million
o broadens breadth of specialty additive solutions and expands our biotec hnology and mic robiology tec hnic al capabilities
o business will be included in the Personal Care and Household segment
o advancesenvironmental, social and govemance agenda for Personal Care and Household applications
o accretive to growth, ea mings and margins and consistent with our strategic growth a nd profitability-improvement objectives
o acquisition expected to close by the end of the J une quarter


## Ashland Global Holdings Inc.

## FY2021 Outlook Drivers

 govemment responsesto the pandemic- changing raw-material dyna mics in Performance Adhesives


## Ashland Global Holdings Inc.

## Outlook

## not providing specific FY2021 guidance given macro uncertainty

## forward-looking insights

o assume current continued recovery in global demand, $3-5 \%$ sales growth in fiscal 2021 (inclusive of favorable FX and exit of lower-margin product lines)
o incremental volume growth at higher contribution margin offset by absorption impact from labor strike in Belgium
o greater impact of self-help actions, partially offset by some operating cost resets, will be a major contributor to EBITDA growth in the range \$25-\$30 million

## FY2020 performance

+ sales growth
+ cost reduction carryover
+ new COGS cost reductions
(-) incentive/merit/health cost resets
FY2021 performance


## closing comments

Ashland Global Holdings Inc.

## Premier Specialty Materials Company

o focused on high-quality markets and businesses with exciting profitable growth opportunities
o 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
o profitable, high-margin portfolio
o businesses generate strong free cash flow




## tha nk you a nd Q\&A

always solving

# Appendix A: Adjusted Results Summary and Balance Sheet 

## Ashland Global Holdings Inc. Adjusted Results Summary¹

| (\$US in millions, except percentagesand pershare data) | Q1 PY21 | Q1 FY20 | Change |
| :---: | :---: | :---: | :---: |
| Sales | \$552 | \$533 | +4 \% |
| Gross profit | \$178 | \$153 | +16\% |
| Gross profit marg in | 32.2 \% | 28.7 \% | +350 bps |
| SG \&A / R\&D costs/ Inta ngible amort. | \$121 | \$128 | (5) \% |
| Operating income | \$62 | \$24 | +158\% |
| Depreciation \& a mortization | \$62 | \$61 | +2 \% |
| EBITDA | \$124 | \$88 | +41\% |
| EBITDA margin | 22.5 \% | 16.5 \% | +600 bps |
| Net interest and other expense | \$12 | \$19 | (37) \% |
| Effective tax rate | 19 \% | 3 \% | +1,600 bps |
| Income from continuing operations | \$41 | \$8 | +413 \% |
| Income from continuing operations (excluding a cquisition a mortization) | \$58 | \$25 | +132 \% |
| Diluted share count (million shares) | 61 | 61 | - |
| EPS (excluding a cquisition a mortization) | \$0.94 | \$0.41 | +129 \% |



1 All figures are presented on an adjusted basis except Salesand Diluted share count (million shares). Appendix B reconciles adjusted a mounts to a mounts reported underGAAP, 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, diluted eamingsper share to adjusted diluted eamingsper share and adjusted diluted eamingsper share, excluding amortization expense.

## Ashland Global Holdings Inc. Q1 Business Unit Consolidation

| (\$US in millions, except percentages) | Consumer Specialies | Industial Specialies | IES | Interco Eliminations | Unallocated and Other | Ashland |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$296 | \$231 | \$33 | (\$8) | - | \$552 |
| Gross profit | \$107 | \$67 | \$4 | - | - | \$178 |
| Gross profit margin | 36.1 \% | 29.0 \% | 12.1 \% | - | - | 32.2 \% |
| EBITDA | \$79 | \$55 | \$5 | - | (\$15) | \$124 |
| EBITDA margin | 26.7 \% | 23.8 \% | 15.2 \% | - | - | 22.5 \% |

o I\&S intercompany sales (market pricing) eliminated in consolidation
o unallocated and Other includes legacy costs plus corporate governance (finance, legal, executive, etc.)

- costs and assets aligned with primary business unit

[^0]
## Ashland Global Holdings Inc. Liquidity and Net Debt

| (\$uS in millions) | Expiration | Interest Rate | Moody's Rating | SSPP Rating | $\begin{aligned} & 12 / 31 / 20 \\ & \text { Balance } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash |  |  |  |  | \$335 |
| Revolver and $A / R$ facility availability |  |  |  |  | 694 |
| Cash, A/R and revolver availability |  |  |  |  | \$1,029 |
|  |  |  |  |  |  |
| Debt |  |  |  |  |  |
| 2.00\% Notes (EUR) | Jan. 2028 | 2.000\% | Bal | BB+ | \$614 |
| 4.750\% Notes | Aug. 2022 | 4.750\% | Bal | BB+ | 411 |
| 6.875\% Notes | May 2043 | 6.875\% | Bal | BB+ | 282 |
| Term Loan A | Jan. 2025 | L+137.5 | - | - | 250 |
| European A/R securitization | Aug. 2021 | CP+70 | - | - | 69 |
| U.S. A/R securitization | Mar. 2021 | L+75 / CP+60 | - | - | - |
| Revolving credit facility | Jan. 2025 | L+137.5 | - | - | - |
| $6.50 \%$ junior subordinated notes | Jun. 2029 | 6.500\% | B1 | BB+ | 55 |
| Other ${ }^{1}$ |  | - | - | - | 13 |
| Total debt |  |  | Ba1/stable | BB+/negative | \$1,694 |
| Cash |  |  |  |  | (335) |
| Net debt |  |  |  |  | \$1,359 |

where fresh ideas flow and level
aquaflow rheology modifier


1 Includes $\$ 15$ million of debt issuance cost discounts as of December 31, 2020. Additionally, as of December 31, 2020, Other included a European short-term loan facility with an outstanding balance of $\$ 24$ million.

## Appendix B: Non-GAAP Reconciliation ${ }^{1}$

1 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 December 31, 2020
(\$ millions, except percentages)

| Sales ${ }^{1}$ | Q1 21 |  | Q4 20 |  | Q3 20 |  | Q220 |  | Total |  |  | Q1 20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Life Sciences | \$ | 170 | \$ | 180 | \$ | 189 | \$ | 184 | \$ | 723 |  | \$ | 155 |
| Personal Care \& Household |  | 126 |  | 164 |  | 155 |  | 159 |  | 604 |  |  | 137 |
| Consumer Specialties |  | 296 |  | 344 |  | 344 |  | 343 |  | 1,327 |  |  | 292 |
| Spec ialty Additives |  | 147 |  | 160 |  | 135 |  | 155 |  | 597 |  |  | 139 |
| Performance Adhesives |  | 84 |  | 80 |  | 71 |  | 85 |  | 320 |  |  | 74 |
| Industrial Specialties |  | 231 |  | 240 |  | 206 |  | 240 |  | 917 |  |  | 213 |
| Intermediates \& Solvents |  | 33 |  | 28 |  | 36 |  | 37 |  | 134 |  |  | 28 |
| Less: Interc ompany Eliminations |  | (8) |  | (3) |  | (12) |  | (10) |  | (33) |  |  | 0 |
| Total | \$ | 552 | \$ | 609 | \$ | 574 | \$ | 610 | \$ | 2,345 |  | \$ | 533 |
| Adjusted EBIIDA ${ }^{1}$ |  | Q121 |  | Q4 20 |  | Q3 20 |  | Q2 20 |  | Total | djusted <br> EBITDA <br> Margin |  | Q120 |
| Life Sciences | \$ | 45 | \$ | 51 | \$ | 55 | \$ | 52 | \$ | 203 | 28.1\% | \$ | 37 |
| Personal Care \& Household |  | 34 |  | 46 |  | 35 |  | 39 |  | 154 | 25.5\% |  | 30 |
| Consumer Specialties |  | 79 |  | 97 |  | 90 |  | 91 |  | 357 | 26.9\% |  | 67 |
| Spec ialty Additives |  | 32 |  | 44 |  | 37 |  | 33 |  | 146 | 24.5\% |  | 29 |
| Performance Adhesives |  | 23 |  | 20 |  | 16 |  | 20 |  | 79 | 24.7\% |  | 14 |
| Industrial Specialties |  | 55 |  | 64 |  | 53 |  | 53 |  | 225 | 24.5\% |  | 43 |
| Intermediates \& Solvents |  | 5 |  | 6 |  | 11 |  | 5 |  | 27 | 20.1\% |  | (9) |
| Unallocated |  | (15) |  | (13) |  | (11) |  | (7) |  | (46) |  |  | (13) |
| Total | \$ | 124 | \$ | 154 | \$ | 143 | \$ | 142 | \$ | 563 | 24.0\% | \$ | 88 |



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Ashland Global Holdings Inc. and Consolidated Subsidiaries
Segment Components of Key Items for Applicable Income Statement Captions
for 3 Months Ended December 31, 2020
(\$ millions)

## OPERATING INCOME (LOSS)

Operating key items:
Restructuring, separation and other costs
Capital project impairment
All other operating income (loss)
Operating income (loss)

| Life | Personal | Consumer | Specialty | Performance | Industrial | Intermediates | Unallocated \& |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sciences | Care | Specialties | Additives | Adhesives | Specialties | and Solvents | Other | Total |

NET INTEREST AND OTHER EXPENSE (INCOME)
Key items
All other net interest and other expense (income)

NET INCOME ON DIVESTITURES
Key items

| $\$$ | - | $\$$ | - | $\$$ | - | $\$$ | - | $\$$ | - | $\$$ | - | $\$$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

INCOME TAX EXPENSE (BENEFIT)
Tax effect of key items
Tax specific key items ${ }^{2}$
All other income tax expense (benefit)
INCOME (LOSS) FROM CONTINUING OPERATIONS


1 Represents the tax effect of the key itemsthat are previously identified above.
2 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. See pages 32 and 33 for additional information.

Ashland Global Holdings Inc. and Consolidated Subsidiaries
Segment Components of Key Items for Applicable
Income Statement Captions
for 3 Months Ended December 31, 2019
(\$ millions)

## OPERATING INCOME (LOSS)

Operating key items.
Restructuring, separation and other costs All other operating income (loss)
Operating income (loss)


## net interest and other expense (INCOME) <br> Key items <br> All other net interest and other expense (income)

NET INCOME ON DIVESTITURES
INCOME TAX EXPENSE (BENEFIT)
Tax effect of key items ${ }^{1}$

${ }^{1}$ Represents the tax effect of the key items that are previously identified above.
${ }^{2}$ Represents key items resulting from tax specific financial transactions, tax law changesor other matters that fall within the definition of tax specific key items. See pages 32 and 33 for additional information.

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

## for 3 Months Ended December 31, 2020 and 2019

(\$ millions)

Free cash flows

| Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: |
| 2020 |  | 2019 |  |
| \$ | 106 | \$ | (34) |
|  | (30) |  | (29) |
| \$ | 76 | \$ | (63) |

1 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).

2 Includes $\$ 14$ million and $\$ 6$ million of restructuring payments for the three months ended December 31, 2020 and 2019 , respectively.

Adjusted operating income
Operating income (as reported)
Key items, before tax:
Restructuring, separation and other costs
Capital project impairment
Adjusted operating income (non-GAAP)

| Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: |
| 2020 |  | 2019 |  |
| \$ | 41 | \$ | 17 |
|  | $\begin{array}{r} 12 \\ 9 \\ \hline \end{array}$ |  | 7 |
| \$ | 62 | \$ | 24 |

## Ashland Global Holdings Inc.

## Reconciliation of Non-GAAP Data - Adjusted EBITDA for 3 Months Ended December 31, 2020 and 2019

(\$ millions)

Adjusted EBITDA - Ashland Global Holdings Inc.

## Net income

Income tax expense (benefit)
Three months ended

Net interest and other expense (income)
Depreciation and amortization
EBITDA

| 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: |
| \$ | 56 | \$ | 32 |
|  | - |  | (24) |
|  | (6) |  | 10 |
|  | 62 |  | 61 |
|  | 112 |  | 79 |
|  | 5 |  | 2 |
|  | (14) |  | - |
|  | 21 |  | 7 |
| \$ | 124 | \$ | 88 |

Consumer Specialties

## Reconciliation of Non-GAAP Data - Adjusted EBITDA for 3 Months Ended December 31,2020 and 2019

(\$ millions)

Life Sciences
Operating income
Add:
Depreciation and amortization
Adjusted EBITDA
Personal Care and Household
Operating income
Add:
Depreciation and amortization
Adjusted EBITDA
Adjusted EBITDA - Consumer Specialties Total
Operating income
Add:
Depreciation and amortization
Adjusted EBITDA

Three months ended

| December 31 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 2020 |  | 2019 |
| \$ | 29 | \$ | 22 |

$$
\begin{array}{r}
16 \\
\hline \$ \quad 45 \\
\hline \hline
\end{array}
$$

$$
\begin{array}{r}
15 \\
\hline \$ \quad 37 \\
\hline \hline
\end{array}
$$

$$
\begin{array}{llll}
\$ & 15 & \$ & 11
\end{array}
$$

$$
\begin{array}{r}
19 \\
\hline \$ \quad 34 \\
\hline \hline
\end{array}
$$


\$ 44
$\begin{array}{r}35 \\ \hline \$ \quad 79 \\ \hline\end{array}$


Industrial Specialties, Intermediates and Solvents

## Reconciliation of Non-GAAP Data - Adjusted EBIIDA

for 3 Months Ended December 31, 2020 and 2019

| (\$ millions) | Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2020 |  | 2019 |  |
| Specialty Additives |  |  |  |  |
| Operating income | \$ | 2 | \$ | 9 |
| Add: |  |  |  |  |
| Depreciation and amortization |  | 21 |  | 20 |
| Operating key items (see pages 25 \& 26) |  | 9 |  | - |
| Adjusted EBITDA | \$ | 32 | \$ | 29 |
| Performance Adhesives |  |  |  |  |
| Operating income | \$ | 20 | \$ | 10 |
| Add: |  |  |  |  |
| Depreciation and amortization |  | 3 |  | 4 |
| Adjusted EBITDA | \$ | 23 | \$ | 14 |
| Adjusted EBITDA - Industrial Specialties Total |  |  |  |  |
| Operating income | \$ | 22 | \$ | 19 |
| Add: |  |  |  |  |
| Depreciation and amortization |  | 24 |  | 24 |
| Operating key items (see pages 25 \& 26) |  | 9 |  | - |
| Adjusted EBITDA | \$ | 55 | \$ | 43 |
| Adjusted EBITDA - Intermediates and Solvents |  |  |  |  |
| Operating income | \$ | 2 | \$ | (12) |
| Add: |  |  |  |  |
| Depreciation and amortization |  | 3 |  | 3 |
| Adjusted EBITDA | \$ | 5 | \$ | (9) |

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

## for 3 Months Ended December 31, 2020 and 2019

(\$ millions)

## Income from continuing operations (as reported)

Key items, before tax:
Restructuring, separation and other costs


Capital project impairment

| 12 | 7 |
| :---: | :---: |
| 9 | - |
| $(18)$ | $(9)$ |
| $(14)$ | - |
| $(11)$ | $(2)$ |
| 4 | 1 |
| $(7)$ | $11)$ |

Tax effect of key items ${ }^{1}$
Key items, after tax
(13)

Restructuring and separation activity
Other tax reform related activity
Tax specific key items ${ }^{2}$
Total key items
Adjusted income from continuing operations (non-GAAP)
Amortization expense adjustment (net of tax) ${ }^{3}$
Adjusted income from continuing operations (non-GAAP) excluding intangibles amortization expense


[^1]
## Ashla nd Global Holdings Inc. and Consolidated Subsidiaries <br> Reconciliation of Non-G AAP Data - Adjusted Diluted EPS from Continuing Operations

for 3 Months Ended December 31, 2020 and 2019
(\$ millions)

## Diluted EPS from continuing operations (as reported)

Key items, before tax:
Restructuring, separation and other costs


Capital project impairment

| 0.18 | 0.12 |
| :---: | :---: |
| 0.16 | - |
| $(0.29)$ | $(0.15)$ |
| $(0.23)$ |  |
| $(0.18)$ | - |
| 0.07 | $\frac{10.03)}{0.02}$ |
| $(0.11)$ | $(0.01)$ |

Tax effect of key items
Key items, after tax
10.1

|  | (0.22) | (0.42) |  |
| :---: | :---: | :---: | :---: |
|  | - |  |  |
|  | (0.22) | (0.42) |  |
|  | (0.33) | (0.43) |  |
| \$ | 0.66 | \$ | 0.13 |
|  | 0.28 |  | 0.28 |
| \$ | 0.94 | \$ | 0.41 |

[^2]
## ${ }_{0}{ }^{\varphi}$ Ashland


[^0]:    1 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.

[^1]:    Represents the tax effect of the key items that are previously identified above.
    2 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:

    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.
    ${ }^{3}$ Amortization expense adjustment (net of tax) tax rates were $21 \%$ and $20 \%$ for the three months ended December 31, 2020 and 2019, respectively.

[^2]:    1 Represents the tax effect of the key items that are previously identified above.
    2 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:
    costs, foreign tax costs and other tax account adiustments.
    Other tax reform: Includes the impact of other items related to the Tax Act and other tax law changes enacted during 2020
    ${ }^{3}$ Amortization expense adjustment (net of tax) tax rates were $21 \%$ and $20 \%$ for the three months ended December 31, 2020 and 2019, respectively.

