# 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 1934

Date of report (Date of earliest event reported): January 25, 2005
ASHLAND INC.
(Exact name of registrant as specified in its charter)
Kentucky
(State or other jurisdiction of incorporation)

## 1-2918

(Commission File Number)

50 E. RiverCenter Boulevard, Covington, Kentucky (Address of principal executive offices)
P.O. Box 391, Covington, Kentucky
(Mailing Address)

61-0122250
(I.R.S. Employer Identification No.)

41012-0391
(Zip Code)

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(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 2.02. Results of Operations and Financial Condition

On January 28, 2005, Ashland Inc. ("Ashland") announced that it has made a revision to its first quarter fiscal 2005 results issued on January 25,2005 . As a result, net income was reduced to $\$ 94$ million, or $\$ 1.28$ a share, for the December 2004 quarter rather than the previously reported $\$ 101$ million, or $\$ 1.39$ a share. Operating income was reduced to \$180 million from $\$ 193$ million. There is no cash flow impact from this correction of past accounting treatment.

Subsequent to Ashland's earnings release on January 25, 2005, Ashland was informed by its independent public accounting firm that the major public accounting firms had re-evaluated the appropriateness of historical accounting practices within the industry for certain insurance policies issued through an energy industry mutual insurance consortium. After completing its own review and discussions with its independent accountants, Ashland has concluded, based on this re-evaluation, that accounting standards require a shareholder of a mutual insurance company to record a liability for the estimated effect of past losses of the shareholder group on the individual shareholder's future insurance premiums. As a result, Ashland recorded a liability of approximately $\$ 7$ million for the estimated effect on its future premiums, which increased the operating loss from corporate activities to $\$ 27$ million, compared to the previously reported \$20 million.

In addition, Marathon Ashland Petroleum LLC (MAP) recorded a liability of $\$ 15$ million for the estimated effect on its future premiums, which was included in the earnings Marathon Oil Corporation reported on January 27, 2005. Ashland's 38 -percent share of that liability reduced Ashland's equity income from MAP by approximately $\$ 6$ million. This reduction decreased Ashland's Refining and Marketing operating income to $\$ 136$ million, compared to the previously reported $\$ 142$ million.

Ashland has not yet filed its quarterly report on Form 10-Q for the quarter ended December 31, 2004. Ashland's financial statements in the 10-Q will reflect the revised accounting treatment. No restatement of prior periods was required as the impact on such periods would not have been material.

A copy of Ashland's January 28, 2005 press release with respect to this matter is attached as Exhibit 99.1 and is incorporated by reference into this Item 2.02.

The information in this report, being furnished pursuant to Item 2.02 of Form 8-K, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, and is not incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such filing.

Item 9.01. Financial Statements and Exhibits

(c) Exhibits
99.1 Press Release dated January 28, 2005

## 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)

FOR ADDITIONAL INFORMATION:
Media Relations: Investor Relations

Jim Vitak
Bill Henderson
(614) 790-3715
(859) 815-4454
jevitak@ashland.com wehenderson@ashland.com

FOR IMMEDIATE RELEASE:
January 28, 2005

## ASHLAND INC. REVISES FIRST QUARTER EARNINGS

COVINGTON, KY. - Ashland Inc. (NYSE: ASH) announced today that it has made a revision to its first quarter fiscal 2005 results issued on January 25, 2005. As a result, net income was reduced to $\$ 94$ million, or $\$ 1.28$ a share, or the December 2004 quarter rather than the previously reported $\$ 101$ million, or $\$ 1.39$ a share. Operating income was reduced to $\$ 180$ million from $\$ 193$ million. There is no cash flow impact from this correction of past accounting treatment

Subsequent to Ashland's earnings release on January 25, 2005, Ashland was informed by its independent public accounting firm that the major public accounting firms had re-evaluated the appropriateness of historical accounting practices within the industry for certain insurance policies issued through an energy industry mutual insurance consortium. After completing its own review and discussions with its independent accountants, Ashland has concluded, based on this re-evaluation, that accounting standards require a shareholder of a mutual insurance company to record a liability for the estimated effect of past losses of the shareholder group on the individual shareholder's future insurance premiums. As a result, Ashland recorded a liability of approximately $\$ 7$ million for the estimated effect on its future premiums, which increased the operating loss from corporate activities to $\$ 27$ million, compared to the previously reported $\$ 20$ million.

In addition, Marathon Ashland Petroleum LLC (MAP) recorded a liability of $\$ 15$ million for the estimated effect on its future premiums, which was included in the earnings Marathon Oil Corporation reported on January 27, 2005. Ashland's 38-percent share of that liability reduced Ashland's equity income from MAP by approximately $\$ 6$ million. This reduction decreased Ashland's Refining and Marketing operating income to \$136 million, compared to the previously reported $\$ 142$ million.

Ashland has not yet filed its quarterly report on Form 10-Q for the quarter ended December 31, 2004. Ashland's financial statements in the 10-Q will reflect the revised accounting treatment. No restatement of prior periods was required as the impact on such periods would not have been material. Attached are revised unaudited financial statements

Ashland Inc. (NYSE:ASH) is a Fortune 500 transportation construction, chemicals and petroleum company providing products, services and customer solutions throughout the world. To learn more about Ashland, visit www.ashland.com.

FORWARD-LOOKING STATEMENTS
This news release contains forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements include those that refer to Ashland's operating performance, earnings and expectations about the MAP transaction. Although Ashland believes its expectations are based on reasonable assumptions, it cannot assure the expectations reflected herein will be achieved. These forward-looking statements are based upon internal forecasts and analyses of current and future market conditions and trends, management plans and strategies, weather, operating efficiencies and economic conditions, such as prices, supply and demand, cost of raw materials, and legal proceedings and claims (including environmental and asbestos matters) and are subject to a number of risks, uncertainties, and assumptions that could cause actual results to differ materially from those we describe in the forward-looking statements. The risks, uncertainties, and assumptions include the possibility that Ashland will be unable to fully realize the benefits anticipated from the MAP transaction; the possibility the transaction may not close including as a result of failure to receive a favorable ruling from the Internal Revenue Service or failure of Ashland to obtain the approval of its shareholders; the possibility that Ashland may be required to modify some aspect of the transaction to obtain regulatory approvals; and other risks that are described from time to time in the Securities and Exchange Commission (SEC) reports of Ashland. Other factors and risks affecting Ashland are contained in Ashland's Form 10-K for the fiscal year ended Sept. 30, 2004, filed with the SEC and available on Ashland's Investor Relations website at www.ashland.com/investors or the SEC's website at www.sec.gov. Ashland undertakes no obligation to subsequently update or revise the forward-looking statements made in this news release to reflect events or circumstances after the date of this news

|  | Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003 |  |
| REVENUES |  |  |  |  |
| Sales and operating revenues | \$ | 2,177 | \$ | 1,936 |
| Equity income |  | 146 |  | 38 |
| Other income |  | 17 |  | 13 |
|  |  | 2,340 |  | 1,987 |
| COSTS AND EXPENSES |  |  |  |  |
| Cost of sales and operating expenses |  | 1,849 |  | 1,611 |
| Selling, general and administrative expenses |  | 311 |  | 284 |
|  |  | 2,160 |  | 1,895 |
| OPERATING INCOME |  | 180 |  | 92 |
| Net interest and other financial costs |  | (31) |  | (30) |
| INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES Income taxes |  | $\begin{aligned} & 149 \\ & (55) \end{aligned}$ |  | $\begin{gathered} 62 \\ (23) \end{gathered}$ |
| INCOME FROM CONTINUING OPERATIONS |  | 94 |  | 39 |
| Results from discontinued operations (net of income taxes) |  |  |  | (5) |
| NET INCOME | \$ | 94 | \$ | 34 |
| DILUTED EARNINGS PER SHARE |  |  |  |  |
| Income from continuing operations | \$ | 1.28 | \$ | . 56 |
| Results from discontinued operations |  | - |  | (.07) |
| Net income | \$ | 1.28 | \$ | . 49 |
| AVERAGE COMMON SHARES AND ASSUMED CONVERSIONS |  | 73 |  | 69 |
| SALES AND OPERATING REVENUES |  |  |  |  |
| APAC | \$ | 611 | \$ | 650 |
| Ashland Distribution |  | 895 |  | 698 |
| Ashland Specialty Chemical |  | 400 |  | 322 |
| Valvoline |  | 309 |  | 290 |
| Intersegment sales |  | (38) |  | (24) |
|  | \$ | 2,177 | \$ | 1,936 |
|  |  |  |  |  |
| OPERATING INCOME APAC | \$ | 7 | \$ | 30 |
| Ashland Distribution |  | 24 |  | 13 |
| Ashland Specialty Chemical |  | 22 |  | 23 |
| Valvoline |  | 18 |  | 20 |
| Refining and Marketing (a) |  | 136 |  | 26 |
| Corporate |  | (27) |  | (20) |
|  | \$ | 180 | \$ | 92 |

(a) Includes Ashland's equity income from Marathon Ashland Petroleum LLC (MAP), amortization related to Ashland's excess investment in MAP, and other activities associated with refining and marketing.

## ASSETS

Current assets
Cash and cash equivalents
Accounts receivable
Inventories
Deferred income taxes
Other current assets

Investments and other assets
Investment in Marathon Ashland Petroleum LLC (MAP) Goodwill
Asbestos insurance receivable (noncurrent portion) Other noncurrent assets

Property, plant and equipment
Cost
Accumulated depreciation, depletion and amortization

LIABILITIES AND STOCKHOLDERS' EQUITY
Current liabilities
Debt due within one year
Trade and other payables
Income taxes

Noncurrent liabilities
Long-term debt (less current portion)
Employee benefit obligations
Deferred income taxes
Reserves of captive insurance companies
Asbestos litigation reserve (noncurrent portion)
Other long-term liabilities and deferred credits

Common stockholders' equity

| \$ | 575 | \$ | 145 |
| :---: | :---: | :---: | :---: |
|  | 1,197 |  | 1,123 |
|  | 69 |  | 56 |
|  | 1,841 |  | 1,324 |
|  | 1, 087 |  | 1,429 |
|  | 438 |  | 399 |
|  | 248 |  | 221 |
|  | 177 |  | 173 |
|  | 553 |  | 562 |
|  | 375 |  | 355 |
|  | 2,878 |  | 3,139 |
|  | 2,844 |  | 2,318 |
| \$ | 7,563 | \$ | 6,781 |


|  | Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003 |  |
| CASH FLOWS FROM OPERATIONS |  |  |  |  |
| Income from continuing operations | \$ | 94 | \$ | 39 |
| Expense (income) not affecting cash |  |  |  |  |
| Depreciation, depletion and amortization (a) |  | 46 |  | 48 |
| Deferred income taxes |  | 17 |  | 21 |
| Equity income from affiliates |  | (146) |  | (38) |
| Distributions from equity affiliates |  | 1 |  | 148 |
| Other items |  | 2 |  | - |
| Change in operating assets and liabilities (b) |  | (68) |  | (150) |
|  |  | (54) |  | 68 |
| CASH FLOWS FROM FINANCING |  |  |  |  |
| Proceeds from issuance of common stock |  | 20 |  | 17 |
| Repayment of long-term debt |  | (98) |  | (38) |
| Increase in short-term debt |  | 211 |  | ( |
| Dividends paid |  | (20) |  | (19) |
|  |  | 113 |  | (40) |
| CASH FLOWS FROM INVESTMENT |  |  |  |  |
| Additions to property, plant and equipment (a) |  | (55) |  | (53) |
| Purchase of operations - net of cash acquired |  | (95) |  | ( |
| Other - net |  | 2 |  | 9 |
|  |  | (148) |  | (44) |
| CASH USED BY CONTINUING OPERATIONS |  | (89) |  | (16) |
| Cash used by discontinued operations |  | (8) |  | (6) |
| DECREASE IN CASH AND CASH EQUIVALENTS | \$ | (97) | \$ | (22) |
| DEPRECIATION, DEPLETION AND AMORTIZATION |  |  |  |  |
| APAC | \$ | 22 | \$ | 25 |
| Ashland Distribution |  | 4 |  | 4 |
| Ashland Specialty Chemical |  | 11 |  | 10 |
| Valvoline |  | 6 |  | 6 |
| Corporate |  | 3 |  | 3 |
|  | \$ | 46 | \$ | 48 |
| ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT |  |  |  |  |
| APAC | \$ | 33 | \$ | 5 |
| Ashland Distribution |  | 5 |  | 1 |
| Ashland Specialty Chemical |  | 11 |  | 10 |
| Valvoline |  | 5 |  | 3 |
| Corporate |  | 1 |  | 34 |
|  | \$ | 55 | \$ | 53 |

(a) Excludes amounts related to equity affiliates. Ashland's 38 percent share of MAP's DD\&A was $\$ 41$ million in 2004 and $\$ 37$ million in 2003, and its share of MAP's capital expenditures was $\$ 138$ million in 2004 and $\$ 109$ million in 2003.
(b) Excludes changes resulting from operations acquired or sold.

|  | Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003 |  |
| APAC |  |  |  |  |
| Construction backlog at December 31 (millions) (a) | \$ | 1,730 | \$ | 1,659 |
| Net construction job revenues (millions) (b) | \$ | 344 | \$ | 366 |
| Hot-mix asphalt production (million tons) |  | 7.8 |  | 8.4 |
| Aggregate production (million tons) |  | 7.8 |  | 6.8 |
| ASHLAND DISTRIBUTION (c) |  |  |  |  |
| Sales per shipping day (millions) | \$ | 14.4 | \$ | 11.3 |
| Gross profit as a percent of sales |  | 9.6\% |  | 9.6\% |
| ASHLAND SPECIALTY CHEMICAL (c) |  |  |  |  |
| Sales per shipping day (millions) | \$ | 6.4 | \$ | 5.2 |
| Gross profit as a percent of sales |  | 24.2\% |  | 29.8\% |
| VALVOLINE |  |  |  |  |
| Lubricant sales (million gallons) |  | 41.1 |  | 43.7 |
| Premium lubricants (percent of U.S. branded volumes) |  | 21.8\% |  | 19.4\% |
| REFINING AND MARKETING (d) |  |  |  |  |
| Refinery runs (thousand barrels per day) |  |  |  |  |
| Crude oil refined |  | 975 |  | 899 |
| Other charge and blend stocks |  | 200 |  | 184 |
| Refined product yields (thousand barrels per day) |  |  |  |  |
| Gasoline |  | 644 |  | 612 |
| Distillates |  | 328 |  | 296 |
| Asphalt |  | 81 |  | 68 |
| Other |  | 140 |  | 116 |
| Total |  | 1,193 |  | 1,092 |
| Refined product sales (thousand barrels per day) (e) |  | 1,414 |  | 1,355 |
| Refining and wholesale marketing margin (per barrel) (f) | \$ | 4.03 | \$ | 1.71 |
| Speedway SuperAmerica (SSA) |  |  |  |  |
|  |  |  |  |  |
| Gasoline and distillate sales (million gallons) |  | 793 |  | 806 |
| Gross margin - gasoline and distillates (per gallon) | \$ | . 1219 | \$ | . 1145 |
| Merchandise sales (millions) | \$ | 581 | \$ | 547 |
| Merchandise margin (as a percent of sales) |  | 24.9\% |  | 24.8\% |

(a) Includes APAC's proportionate share of the backlog of unconsolidated joint ventures.
(b) Total construction job revenues, less subcontract costs.
(c) Sales are defined as sales and operating revenues. Gross profit is defined as sales and operating revenues, less cost of sales and operating expenses.
(d) Amounts represent $100 \%$ of MAP's operations, in which Ashland owns a $38 \%$ interest.
(e) Total average daily volume of all refined product sales to MAP's wholesale, branded and retail (SSA) customers.
(f) Sales revenue less cost of refinery inputs, purchased products and manufacturing expenses, including depreciation.

