## SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

FORM 8-K
CURRENT REPORT

Pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): July 22, 2003

ASHLAND INC.
(Exact name of registrant as specified in its charter)

Kentucky
(State or other jurisdiction of incorporation)

| $1-2918$ <br> (Commission File Number) | 61-0122250 <br> (I.R.S. Employer <br> Identification No.) |
| :---: | :---: |
| 50 E. RiverCenter Boulevard, Covington, Kentucky |  |
| (Address of principal executive offices) |  |$\quad$| 41012-0391 |
| :--- |
| (Zip Code) |

Registrant's telephone number, including area code (859) 815-3333

Item 7. Financial Statements and Exhibits
(c) Exhibits
99.1 Press Release dated July 22, 2003

Item 9. Regulation FD Disclosure
(Information Furnished Under Item 12 -
Results of Operations and Financial Condition)

On July 22, 2003, Ashland Inc. reported its fiscal 2003 third quarter results, which are discussed in more detail in the press release attached hereto as Exhibit 99.1. The information, furnished under "Item 9. Regulation FD Disclosure," is intended to be furnished under "Item 12. Results of Operations and Financial Condition," in accordance with Securities and Exchange Commission Release No. 33-8216.

## 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)

Date: July 22, 2003
/s/ J. Marvin Quin
Name: J. Marvin Quin
Title: Senior Vice President and Chief Financial Officer

## EXHIBIT INDEX

99.1 Press Release dated July 22, 2003
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## FOR FURTHER INFORMATION

| Media Relations: | Investor Relations: |
| :--- | :--- |
| Margaret Thomson | Bill Henderson |
| (859) 815-3039 | $(859) 815-4454$ |
| mrthomson@ashland.com | wehenderson@ashland.com |
|  |  |
| FOR IMMEDIATE RELEASE |  |
| July 22, 2003 |  |


| o | Refining and marketing results improved despite high crude prices <br> and weak economy |
| :--- | :--- |
| 0 | Ashland Distribution recovery continues |
| o | APAC results down, reflecting continued above-normal precipitation <br> levels |
| Ashland Specialty Chemical results off due to weak demand and |  |
| plant write-down |  |
| Valvoline performing well |  |

$0 \quad$ Valvoline performing well

|  | Quarter ended June 30 |  |  |  | Nine months ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions except earnings per share |  | 2003 |  | 2002 |  | 2003 |  | 2002 |
| Operating income | \$ | 138 | \$ | 132 | \$ | 147 | \$ | 225 |
| Income from continuing operations | \$ | 71 | \$ | 61 | \$ | 33 | \$ | 75 |
| Net income (loss) | \$ | 70 | \$ | 65 | \$ | (61) | \$ | 70 |
| Diluted earnings (loss) per share: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | 1.03 | \$ | . 87 | \$ | . 48 | \$ | 1.06 |
| Net income (loss) | \$ | 1.01 | \$ | . 93 | \$ | (.89) | \$ | 1.00 |

Ashland Inc. today reported net income of $\$ 70$ million, or $\$ 1.01$ a share, for the quarter ended June 30, the third quarter of the company's 2003 fiscal year. These results compared to net income of $\$ 65$ million, or 93 cents a share, for the June 2002 quarter. Ashland's income from continuing operations for the June 2003 quarter amounted to $\$ 71$ million, or $\$ 1.03$ a share, compared to $\$ 61$ million, or 87 cents a share, for the quarter a year ago. A loss of $\$ 1$ million from discontinued operations for the quarter just ended included the results of the
-more-

Electronic Chemicals business group and an after-tax charge of $\$ 5$ million for future asbestos liabilities less probable insurance recoveries. As previously announced, quarterly charges are being recognized to maintain asbestos reserves at a level adequate to cover estimated future payments over a rolling 10-year period.
"The June quarter was very challenging," 0'Brien said. "We continued to struggle with high energy costs, a sluggish economy, and poor weather conditions. However, we're doing the work now that will set the course for a successful future. There's a lot of change occurring at Ashland, and I believe it's only a matter of time before we start seeing solid results."

For the nine months ended June 30, 2003, Ashland reported a net loss of $\$ 61$ million, or 89 cents a share, compared to net income of $\$ 70$ million, or $\$ 1.00$ a share for the same period last year. Ashland's income from continuing operations for the 2003 period totaled $\$ 33$ million, or 48 cents a share, which compared to $\$ 75$ million, or $\$ 1.06$ a share, for the 2002 period. An after-tax charge of $\$ 104$ million associated with estimated future asbestos liabilities less probable insurance recoveries, is reflected in discontinued operations for the 2003 period, along with the results of the Electronic Chemicals business group, which Ashland has agreed to sell to Air Products for approximately $\$ 300$ million.

## REVIEW OF OPERATIONS

Commenting on operations, 0 'Brien noted that results from refining and marketing improved significantly over the previous year. Operating income totaled $\$ 100$ million, compared to $\$ 66$ million in the June 2002 quarter. Demand for petroleum products was soft in the quarter due to high crude oil prices and a weak industrial economy. However, MAP refineries operated well, and refining margins improved over last year.

Operating income from APAC was $\$ 17$ million, compared to $\$ 42$ million in last year's June quarter. APAC continues to suffer from adverse weather that has significantly hampered construction activity. Twelve of the 14 states in APAC's operating area experienced much higher than normal rainfall for the quarter, continuing the pattern that has persisted throughout this fiscal year. Construction backlog, which consists of work
awarded and funded but not yet performed, continues to grow and was at a record high for the June quarter of $\$ 1.8$ billion.

APAC also has completed its strategic reorganization, reducing the number of operating units to 24 from 38 and decreasing field overhead expenses by approximately $\$ 8$ million per
-more-
year. Additionally, financial shared services were implemented for four more operating units during the quarter, bringing to 11 the total number sharing financial services. This centralization of resources, resulting from the Project PASS business redesign effort, advances APAC's competitive position as a low-cost, operationally efficient organization.

Results from Ashland Distribution improved, with much stronger earnings compared to the previous year. Operating income for the June quarter was $\$ 11$ million compared to $\$ 3$ million in the 2002 quarter. Ashland Distribution continues to revitalize its business and to improve service to customers by aggressively implementing quality initiatives. As a result, unit sales volumes have increased 5 percent for the first nine months of the fiscal year, while revenues are up 11 percent for the same period.

Operating income for Ashland Specialty Chemical was $\$ 3$ million in the June quarter and included an impairment charge of $\$ 10$ million for a mothballed maleic anhydride production facility in Neville Island, Pa. These results compared to operating income of $\$ 20$ million in the 2002 quarter. Demand for durable goods dipped by a combined 2.7 percent in April and May, adversely affecting sales volumes; however, volumes improved in June. In addition, Ashland Specialty Chemical's margins improved in June as previously announced price increases took effect. This trend should benefit profits going into the September quarter.

Commenting on the announced sale of Ashland Specialty Chemical's electronic chemicals business group to Air Products, O'Brien noted that this divestiture is an example of Ashland's strategic repositioning. "While this business is an excellent competitor, the semiconductor industry is not one of our major core markets. Consequently, we decided to monetize this asset and redeploy the proceeds elsewhere, in this case to strengthen our balance sheet." The Electronic Chemicals business has annual sales revenues of approximately $\$ 200$ million. On July 16, Honeywell International filed suit in a Delaware state court seeking to enjoin this transaction. Honeywell claims the transaction would violate the strategic alliance agreement between Air Products and GEM Microelectronic Materials, a joint venture of Honeywell and Texas Ultrapure Inc. Ashland will join Air Products in contesting this action and expects the divestiture to be completed.

Valvoline continues to perform well. Operating income of $\$ 24$ million in the June quarter nearly equaled the $\$ 25$ million of a year ago. Although overall sales volumes declined,

Valvoline increased share in a very soft market. Premium product sales volumes increased 7 percent. Valvoline Instant Oil Change had a record June quarter, due in part to a 20 percent increase in non-oil change revenues. In addition, results from Valvoline International improved due to better volumes in key markets and strengthening foreign currencies.
"Looking ahead, our goal is to be a top quartile performer versus our peers, and we are doing the work that will set the course for our continued, long-term success," 0'Brien said. "We are focused on furthering the profitability plan I announced last October. We are becoming more operationally efficient, more strategically focused and more financially disciplined. The eventual result will be a much stronger company that better serves our owners and our customers."

Today at 10:00 a.m. (EDT), Ashland will provide a live audio webcast of its quarterly conference call with securities analysts. The webcast will be accessible through Ashland's Investor Relations website, www.ashland.com/investors. Following the live event, an archived version of the webcast will be available on the Ashland website for 12 months. Minimum requirements to listen to the webcast include the free Windows MediaPlayer software and a 28.8 Kbps connection to the Internet.

Ashland Inc. (NYSE:ASH) is a Fortune 500 company providing products, services, and customer solutions throughout the world. Our businesses include road construction, specialty chemicals, lubricants, car-care products, chemical and plastics distribution and transportation fuels. Through the dedication of our employees, we are "The Who In How Things Work(TM)." Find us at www.ashland.com.

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This news release contains forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933 and Section $21 E$ of the Securities Exchange Act of 1934, with respect to Ashland's operating performance, earnings, and scope and effect of asbestos liabilities. These estimates are based upon a number of assumptions, including those mentioned within this news release. Such estimates are also 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). Although Ashland believes its expectations are based on reasonable assumptions, it cannot assure the expectations reflected herein will be achieved. This forward-looking information may prove to be inaccurate and actual results may differ significantly from those anticipated if one or more of the underlying assumptions or expectations proves to be inaccurate or is unrealized or if other unexpected conditions or events occur. Other factors and risks affecting Ashland are contained in Ashland's Form 10-K for the fiscal year ended Sept. 30, 2002, as amended. 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 release.
(TM)Trademark, Ashland Inc.

Ashland Inc. and Consolidated Subsidiaries
STATEMENTS OF CONSOLIDATED INCOME
(In millions except per share data - unaudited)

REVENUES
Sales and operating revenues
Equity income
Other income

COSTS AND EXPENSES
Cost of sales and operating expenses
Selling, general and administrative expenses
Depreciation, depletion and amortization

OPERATING INCOME
Net interest and other financial costs
INCOME FROM CONTINUING OPERATIONS
BEFORE INCOME TAXES
Income taxes
INCOME FROM CONTINUING OPERATIONS
Results from discontinued operations (net of income taxes)
INCOME (LOSS) BEFORE CUMULATIVE EFFECT
OF ACCOUNTING CHANGE
Cumulative effect of accounting change (net of income taxes)
NET INCOME (LOSS)

DILUTED EARNINGS (LOSS) PER SHARE
Income from continuing operations
Results from discontinued operations
Cumulative effect of accounting change
Net income (loss)

AVERAGE COMMON SHARES AND ASSUMED CONVERSIONS
SALES AND OPERATING REVENUES
APAC
Ashland Distribution
Ashland Specialty Chemical
Valvoline
Intersegment sales

OPERATING INCOME
APAC
Ashland Distribution
Ashland Specialty Chemical
Valvoline
Refining and Marketing (a)
Corporate


| Nine months ended |  |
| :---: | :---: |
| June 30 |  |
| 2003 |  |



|  | 70 |
| :---: | :---: |
|  | - |
| \$ | 70 |



| \$ | 1.03 | \$ | . 87 |
| :---: | :---: | :---: | :---: |
|  | (.02) |  | . 06 |
|  | - |  | - |
| \$ | 1.01 | \$ | . 93 |

69

| \$ | 683 |
| :---: | :---: |
|  | 733 |
|  | 308 |
|  | 307 |
|  | (25) |
| \$ | 2,006 |

$\$$

| \$ | 17 |
| :--- | ---: |
|  | 11 |
|  | 3 |
|  | 24 |
|  | 100 |
|  | $(17)$ |
| $--\cdots$ | 138 |
| \$ | $========$ |


| \$ | 42 | \$ | (39) |
| :---: | :---: | :---: | :---: |
|  | 3 |  | 27 |
|  | 20 |  | 21 |
|  | 25 |  | 56 |
|  | 66 |  | 145 |
|  | (24) |  | (63) |
| \$ | 132 | \$ | 147 |


| \$ | 5,315 |
| :---: | :---: |
|  | 141 |
|  | 35 |
|  | 5,491 |
|  | 4,285 |
|  | 828 |
|  | 153 |
|  | 5,266 |
| 225 |  |
| (103) |  |
| 122 |  |
| (47) |  |
| 75 |  |
|  | 7 |
| $\begin{gathered} 82 \\ (12) \end{gathered}$ |  |
|  |  |
| \$ | 70 |


| \$ | 1.06 |
| :---: | :---: |
|  | . 10 |
|  | (.16) |
| \$ | 1.00 |


| \$ | 64 |
| :---: | :---: |
|  | 8 |
|  | 50 |
|  | 53 |
|  | 111 |
|  | (61) |
| \$ | 225 |

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

Ashland Inc. and Consolidated Subsidiaries
CONDENSED CONSOLIDATED BALANCE SHEETS
(In millions - unaudited)

June 30
June 30
2003

Current assets
Cash and cash equivalents
Accounts receivable
Inventories
Deferred income taxes
Current assets of discontinued operations held for sale
Other current assets

Investments and other assets
Investment in Marathon Ashland Petroleum LLC (MAP)
Goodwill
Asbestos insurance receivable (noncurrent portion)
Noncurrent assets of discontinued operations held for sale
Other noncurrent assets

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

## IABILITIES AND STOCKHOLDERS' EQUITY

## Current liabilities

Debt due within one year
Trade and other payables
Current liabilities of discontinued operations held for sale 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)
Noncurrent liabilities of discontinued operations held for sale Other long-term liabilities and deferred credits

| \$ | 112 | \$ | 101 |
| :---: | :---: | :---: | :---: |
|  | 1,045 |  | 1,053 |
|  | 512 |  | 469 |
|  | 98 |  | 130 |
|  | 198 |  | 60 |
|  | 186 |  | 128 |
|  | 2,151 |  | 1,941 |
|  | 2,401 |  | 2,406 |
|  | 519 |  | 507 |
|  | 398 |  | 168 |
|  | - |  | 146 |
|  | 345 |  | 380 |
|  | 3,663 |  | 3,607 |
|  | 2,949 |  | 2,912 |
|  | $(1,725)$ |  | $(1,603)$ |
|  | 1,224 |  | 1,309 |
| \$ | 7,038 | \$ | 6,857 |


| \$ | 296 | \$ | 302 |
| :---: | :---: | :---: | :---: |
|  | 1,235 |  | 1,225 |
|  | 28 |  | 23 |
|  | 16 |  | 53 |
|  | 1,575 |  | 1,603 |
|  | 1,564 |  | 1,600 |
|  | 493 |  | 400 |
|  | 201 |  | 271 |
|  | 184 |  | 182 |
|  | 535 |  | 148 |
|  | - |  | 13 |
|  | 346 |  | 378 |
|  | 3,323 |  | 2,992 |
|  | 2,140 |  | 2,262 |
| \$ | 7,038 | \$ | 6,857 |

Ashland Inc. and Consolidated Subsidiaries
STATEMENTS OF CONSOLIDATED CASH FLOWS
(In millions - unaudited)


CASH FLOWS FROM OPERATIONS
Income from continuing operations
Expense (income) not affecting cash
Depreciation, depletion and amortization (a)
Deferred income taxes
Equity income from affiliates
Distributions from equity affiliates
Other items
Change in operating assets and liabilities (b)

CASH FLOWS FROM FINANCING
Proceeds from issuance of common stock
Repayment of long-term debt
Repurchase of common stock
Increase in short-term debt
Dividends paid

CASH FLOWS FROM INVESTMENT
Additions to property, plant and equipment (a)
Purchase of operations - net of cash acquired
Proceeds from sale of operations
Other - net

CASH PROVIDED (USED) BY CONTINUING OPERATIONS
Cash provided by discontinued operations
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

DEPRECIATION, DEPLETION AND AMORTIZATION
APAC
Ashland Distribution
Ashland Specialty Chemical
Valvoline
Corporate

ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT
APAC
Ashland Distribution
Ashland Specialty Chemical
Valvoline
Corporate
(a) Excludes amounts related to equity affiliates. Ashland's 38
(a) Excludes amounts related to equity affiliates. Ashland's 38 million in 2002, and its share of MAP's capital expenditures was \$224 million in 2003 and $\$ 154$ million in 2002.
(b) Excludes changes resulting from operations acquired or sold.

| \$ | 33 | \$ | 75 |
| :---: | :---: | :---: | :---: |
|  | 153 |  | 153 |
|  | 43 |  | (104) |
|  | (169) |  | (141) |
|  | 114 |  | 120 |
|  | (1) |  | - |
|  | (62) |  | (96) |
|  | 111 |  | 7 |


| 1 | 11 |
| ---: | ---: |
| $(191)$ | $(58)$ |
| - | $(11)$ |
| 243 | 85 |
| $(56)$ | $(57)$ |
| ------------- |  |
| $(3)$ | $(30)$ |



| \$ | 82 | \$ | 83 |
| :---: | :---: | :---: | :---: |
|  | 15 |  | 16 |
|  | 30 |  | 28 |
|  | 19 |  | 18 |
|  | 7 |  | 8 |
| \$ | 153 | \$ | 153 |
| \$ | 39 | \$ | 86 |
|  | 3 |  | 9 |
|  | 22 |  | 16 |
|  | 12 |  | 13 |
|  | 8 |  | 6 |
| \$ | 84 | \$ | 130 |

Ashland Inc. and Consolidated Subsidiaries OPERATING INFORMATION BY INDUSTRY SEGMENT (Unaudited)

APAC
Construction backlog at June 30 (millions) (a)
Hot-mix asphalt production (million tons)
Aggregate production (million tons)
Ready-mix concrete production (million cubic yards)
ASHLAND DISTRIBUTION (b)
Sales per shipping day (millions)
Gross profit as a percent of sales
ASHLAND SPECIALTY CHEMICAL (b)
Sales per shipping day (millions)
Gross profit as a percent of sales
VALVOLINE
Lubricant sales (million gallons)
Premium lubricants (percent of U.S. branded volumes)
REFINING AND MARKETING (c)
Refinery runs (thousand barrels per day)
Crude oil refined
Other charge and blend stocks
Refined product yields (thousand barrels per day)
Gasoline
Distillates
Asphalt
Other
Total
Refined product sales (thousand barrels per day) (d)
Refining and wholesale marketing margin (per barrel) (e)
Speedway SuperAmerica (SSA)
Retail outlets at June 30
Gasoline and distillate sales (million gallons)
Gross margin - gasoline and distillates (per gallon)
Merchandise sales (millions) (f)
Merchandise margin (as a percent of sales)

| Three months ended June 30 |  |
| :---: | :---: |
| 2003 | 2002 |

Nine months ended June 30

2003
2002

(a) Includes APAC's proportionate share of the backlog of unconsolidated joint ventures.
(b) Sales are defined as sales and operating revenues. Gross profit is defined as sales and operating revenues, less cost of sales and operating expenses, and depreciation and amortization relative to manufacturing assets.
(c) Amounts represent $100 \%$ of MAP's operations, in which Ashland owns a 38\% interest
(d) Total average daily volume of all refined product sales to MAP's wholesale, branded and retail (SSA) customers.
(e) Sales revenue less cost of refinery inputs, purchased products and manufacturing expenses, including depreciation.
(f) Effective January 1, 2003, SSA adopted EITF 02-16, "Accounting by a Customer (Including a Reseller) for Certain Consideration Received from a Vendor," which requires rebates from vendors to be recorded as reductions to cost of sales. Rebates from vendors recorded in SSA merchandise sales for periods prior to January 1, 2003 have not been restated and included $\$ 38$ million in the three months ended June 30, 2002; $\$ 46$ million in the nine months ended June 30, 2003; and \$129 million in the nine months ended June 30, 2002.

