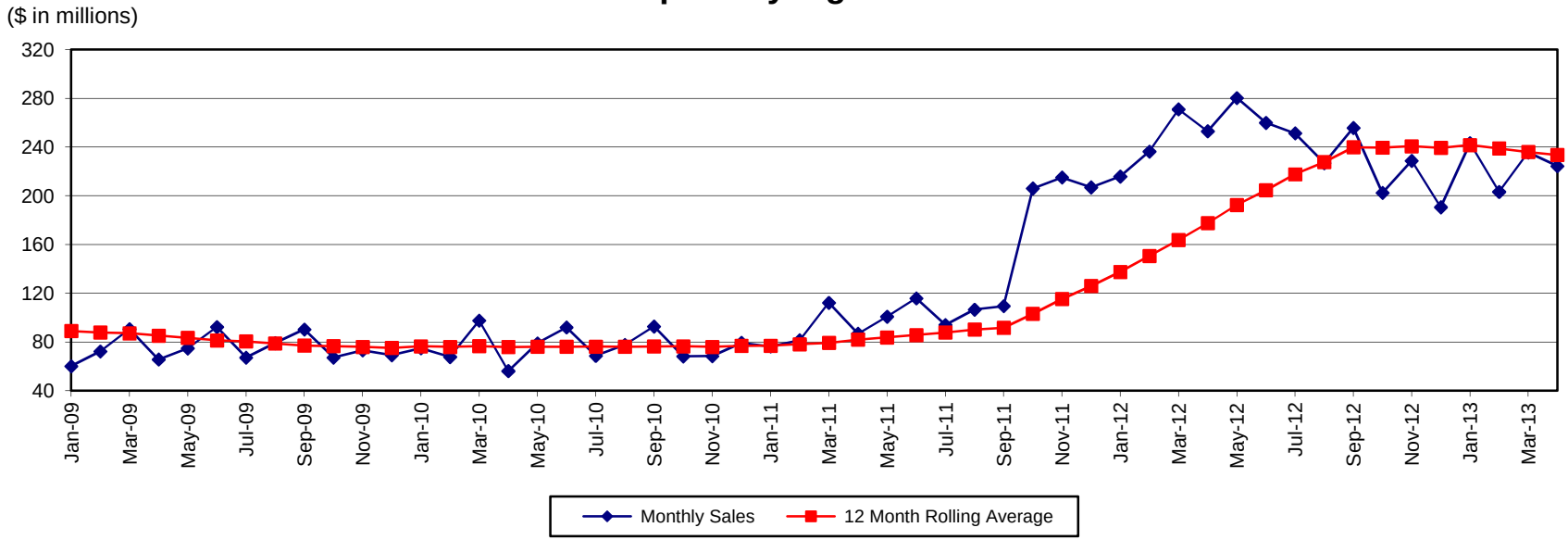
ASHLAND

Ashland Specialty Ingredients Sales



Monthly Sales ($ in millions)*

	2009	2010	2011	2012	2013
Jan	60.1	74.9	76.3	215.8	243.2
Feb	72.3	67.7	81.4	236.3	203.2
Mar	90.5	97.5	112.2	270.9	235.5
Apr	65.6	56.1	86.8	252.9	224.3
May	74.8	78.9	100.8	280.3	
Jun	92.3	91.9	115.8	259.9	
Jul	67.2	68.6	94.0	251.3	
Aug	79.1	77.7	106.6	226.8	
Sep	90.3	92.7	109.4	255.7	
Oct	67.2	68.2	206.0	202.4	
Nov	73.2	68.4	215.0	228.7	
Dec	69.1	79.2	206.9	190.6	

12 Month Rolling Average ($ in millions)*

	2009	2010	2011	2012	2013
Jan	89.0	76.4	76.9	137.5	241.6
Feb	87.8	76.0	78.1	150.5	238.8
Mar	87.1	76.6	79.3	163.7	235.9
Apr	85.2	75.8	81.9	177.5	233.5
May	83.4	76.1	83.7	192.5	
Jun	81.3	76.1	85.7	204.5	
Jul	80.5	76.2	87.8	217.6	
Aug	78.8	76.1	90.2	227.6	
Sep	77.0	76.3	91.6	239.8	
Oct	76.6	76.4	103.1	239.5	
Nov	76.0	76.0	115.3	240.7	
Dec	75.1	76.8	125.9	239.3	

*NOTE: All information presented subsequent to September 2011 includes activity related to ISP, which was acquired on August 23, 2011.

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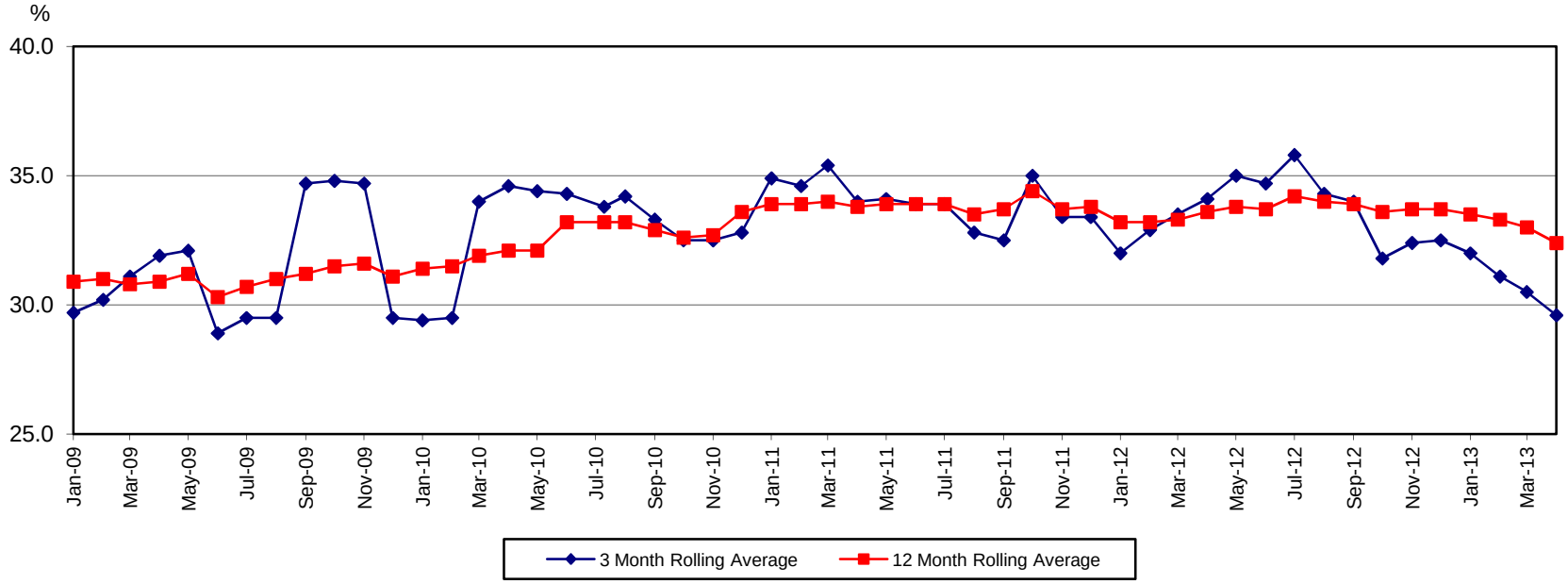
Ashland Specialty Ingredients Gross Profit %



3 Month Rolling Average (%)*

	2009	2010	2011	2012	2013
Jan	29.7	29.4	34.9	32.0	32.0
Feb	30.2	29.5	34.6	32.9	31.1
Mar	31.1	34.0	35.4	33.5	30.5
Apr	31.9	34.6	34.0	34.1	29.6
May	32.1	34.4	34.1	35.0	
Jun	28.9	34.3	33.9	34.7	
Jul	29.5	33.8	33.9	35.8	
Aug	29.5	34.2	32.8	34.3	
Sep	34.7	33.3	32.5	34.0	
Oct	34.8	32.5	35.0	31.8	
Nov	34.7	32.5	33.4	32.4	
Dec	29.5	32.8	33.4	32.5	

12 Month Rolling Average (%)*

	2009	2010	2011	2012	2013
Jan	30.9	31.4	33.9	33.2	33.5
Feb	31.0	31.5	33.9	33.2	33.3
Mar	30.8	31.9	34.0	33.3	33.0
Apr	30.9	32.1	33.8	33.6	32.4
May	31.2	32.1	33.9	33.8	
Jun	30.3	33.2	33.9	33.7	
Jul	30.7	33.2	33.9	34.2	
Aug	31.0	33.2	33.5	34.0	
Sep	31.2	32.9	33.7	33.9	
Oct	31.5	32.6	34.4	33.6	
Nov	31.6	32.7	33.7	33.7	
Dec	31.1	33.6	33.8	33.7	

*NOTE: Information from December 2012 has been adjusted to exclude a loss of $31 million related to certain commoditized guar inventories, as well as income of $22 million related to the settlement of a business interruption insurance claim. Information from September 2011 and prior includes the pre-acquisition operations of ISP, which was acquired on August 23, 2011. In addition, information has been adjusted to exclude the impact of the inventory fair value adjustment charges related to purchase accounting for the ISP acquisition, which totaled $44 million.

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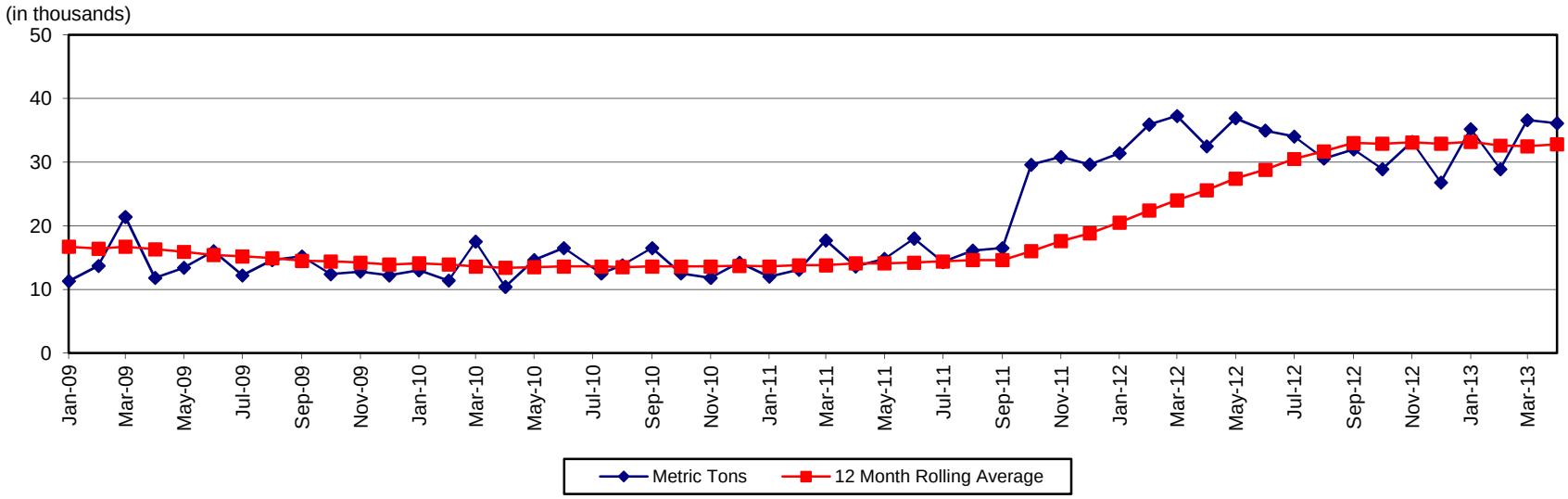
Ashland Specialty Ingredients Volume in Metric Tons



Metric Tons (in thousands)*

	2009	2010	2011	2012	2013
Jan	11.3	13.0	12.0	31.4	35.2
Feb	13.7	11.4	13.1	35.9	28.9
Mar	21.4	17.5	17.7	37.3	36.6
Apr	11.8	10.4	13.6	32.5	36.1
May	13.4	14.6	14.8	36.9	
Jun	16.0	16.5	18.0	34.9	
Jul	12.2	12.5	14.3	34.0	
Aug	14.6	13.8	16.1	30.6	
Sep	15.2	16.5	16.5	32.0	
Oct	12.4	12.5	29.6	28.9	
Nov	12.8	11.8	30.8	33.2	
Dec	12.2	14.2	29.6	26.8	

12 Month Rolling Average (in thousands)*

	2009	2010	2011	2012	2013
Jan	16.7	14.1	13.6	20.5	33.2
Feb	16.4	13.9	13.8	22.4	32.6
Mar	16.7	13.6	13.8	24.0	32.5
Apr	16.3	13.4	14.1	25.6	32.8
May	15.9	13.5	14.1	27.4	
Jun	15.4	13.6	14.2	28.8	
Jul	15.2	13.6	14.4	30.5	
Aug	14.9	13.5	14.6	31.7	
Sep	14.5	13.6	14.6	33.0	
Oct	14.4	13.6	16.0	32.9	
Nov	14.2	13.6	17.6	33.1	
Dec	13.9	13.7	18.8	32.9	

*NOTE: All information presented subsequent to September 2011 includes activity related to ISP, which was acquired on August 23, 2011.

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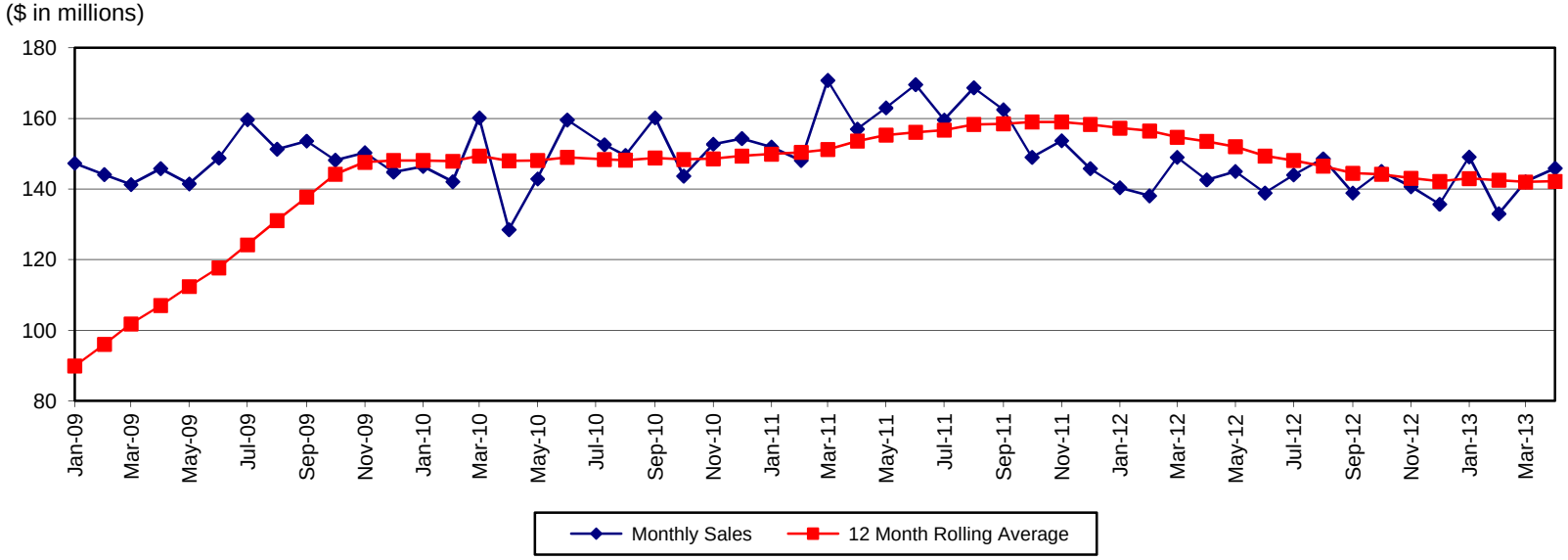
Ashland Water Technologies Sales



Monthly Sales ($ in millions)

	2009	2010	2011	2012	2013
Jan	147.3	146.4	151.9	140.4	149.1
Feb	144.1	142.1	148.1	138.1	133.0
Mar	141.3	160.2	170.8	149.0	142.1
Apr	145.8	128.5	157.0	142.6	145.9
May	141.5	142.9	163.0	145.0	
Jun	148.8	159.6	169.6	138.9	
Jul	159.7	152.6	159.6	144.0	
Aug	151.3	149.5	168.7	148.6	
Sep	153.6	160.2	162.5	138.9	
Oct	148.2	143.7	149.0	145.0	
Nov	150.3	152.7	153.7	140.7	
Dec	144.8	154.3	145.8	135.7	

12 Month Rolling Average ($ in millions)

	2009	2010	2011	2012	2013
Jan	89.9	148.1	149.9	157.3	143.0
Feb	96.0	147.9	150.4	156.5	142.5
Mar	101.8	149.4	151.2	154.7	142.0
Apr	107.0	148.0	153.6	153.5	142.2
May	112.4	148.1	155.3	152.0	
Jun	117.7	149.0	156.1	149.4	
Jul	124.2	148.4	156.7	148.1	
Aug	131.1	148.2	158.3	146.5	
Sep	137.7	148.8	158.5	144.5	
Oct	144.2	148.4	159.0	144.2	
Nov	147.6	148.6	159.0	143.1	
Dec	148.1	149.4	158.3	142.2	

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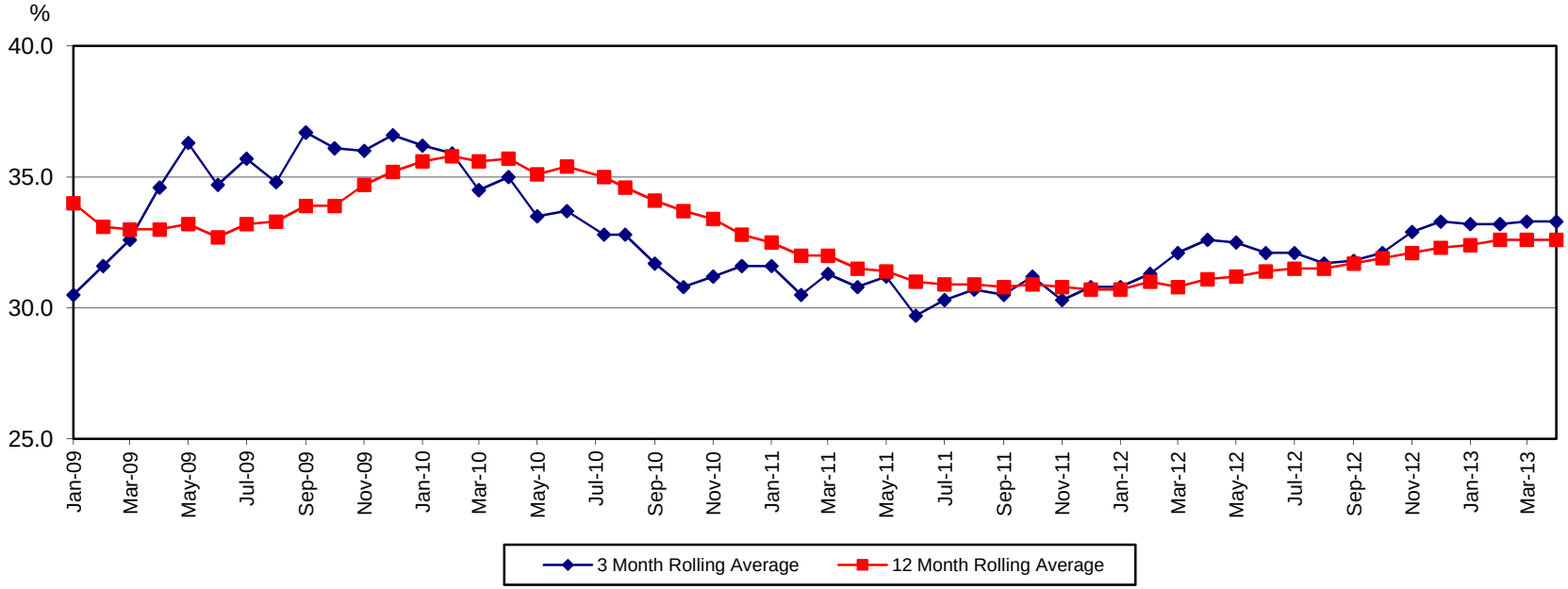
Ashland Water Technologies Gross Profit %



3 Month Rolling Average (%)

	2009	2010	2011	2012	2013
Jan	30.5	36.2	31.6	30.8	33.2
Feb	31.6	35.9	30.5	31.3	33.2
Mar	32.6	34.5	31.3	32.1	33.3
Apr	34.6	35.0	30.8	32.6	33.3
May	36.3	33.5	31.2	32.5	
Jun	34.7	33.7	29.7	32.1	
Jul	35.7	32.8	30.3	32.1	
Aug	34.8	32.8	30.7	31.7	
Sep	36.7	31.7	30.5	31.8	
Oct	36.1	30.8	31.2	32.1	
Nov	36.0	31.2	30.3	32.9	
Dec	36.6	31.6	30.8	33.3	

12 Month Rolling Average (%)

	2009	2010	2011	2012	2013
Jan	34.0	35.6	32.5	30.7	32.4
Feb	33.1	35.8	32.0	31.0	32.6
Mar	33.0	35.6	32.0	30.8	32.6
Apr	33.0	35.7	31.5	31.1	32.6
May	33.2	35.1	31.4	31.2	
Jun	32.7	35.4	31.0	31.4	
Jul	33.2	35.0	30.9	31.5	
Aug	33.3	34.6	30.9	31.5	
Sep	33.9	34.1	30.8	31.7	
Oct	33.9	33.7	30.9	31.9	
Nov	34.7	33.4	30.8	32.1	
Dec	35.2	32.8	30.7	32.3	

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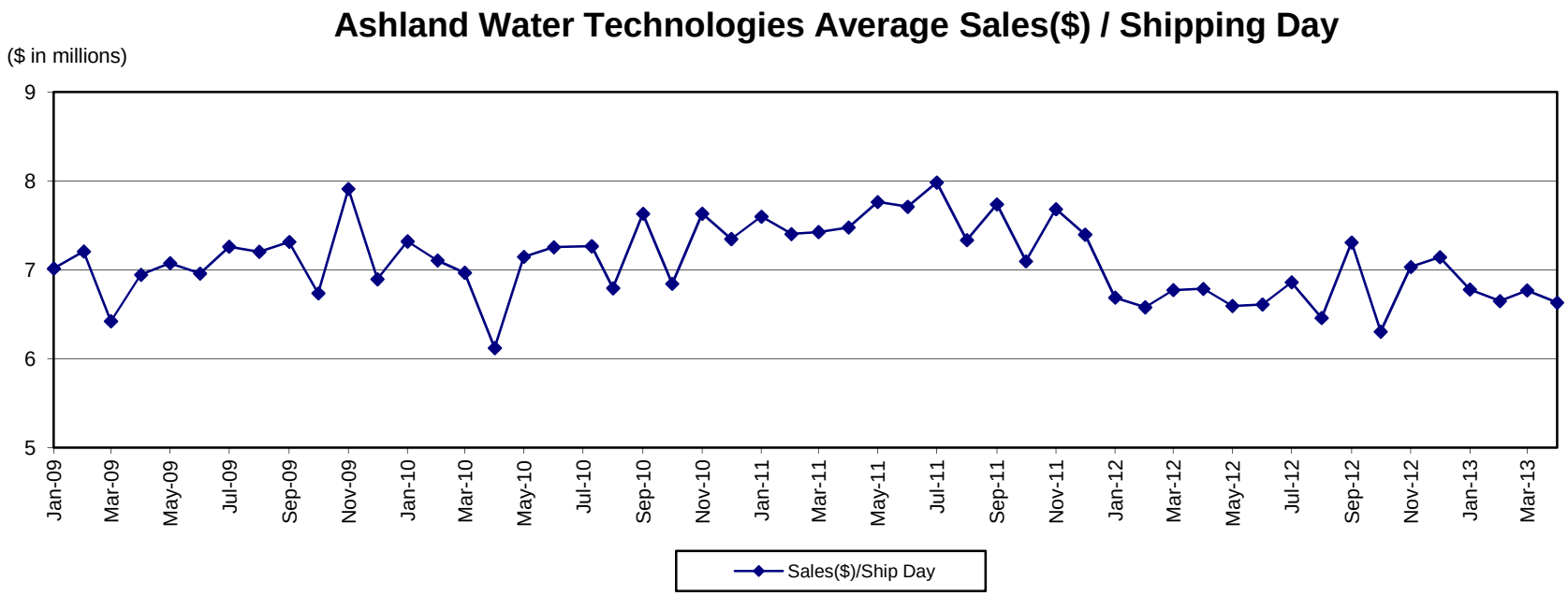

Average Sales per Shipping Day ($ in millions)

	2009	2010	2011	2012	2013
Jan	7.014	7.320	7.599	6.687	6.778
Feb	7.206	7.106	7.403	6.579	6.649
Mar	6.422	6.967	7.425	6.772	6.768
Apr	6.945	6.121	7.476	6.787	6.632
May	7.075	7.146	7.763	6.594	
Jun	6.959	7.255	7.710	6.611	
Jul	7.260	7.266	7.983	6.860	
Aug	7.203	6.794	7.334	6.458	
Sep	7.314	7.630	7.737	7.309	
Oct	6.737	6.843	7.097	6.305	
Nov	7.911	7.633	7.683	7.033	
Dec	6.895	7.347	7.397	7.142	

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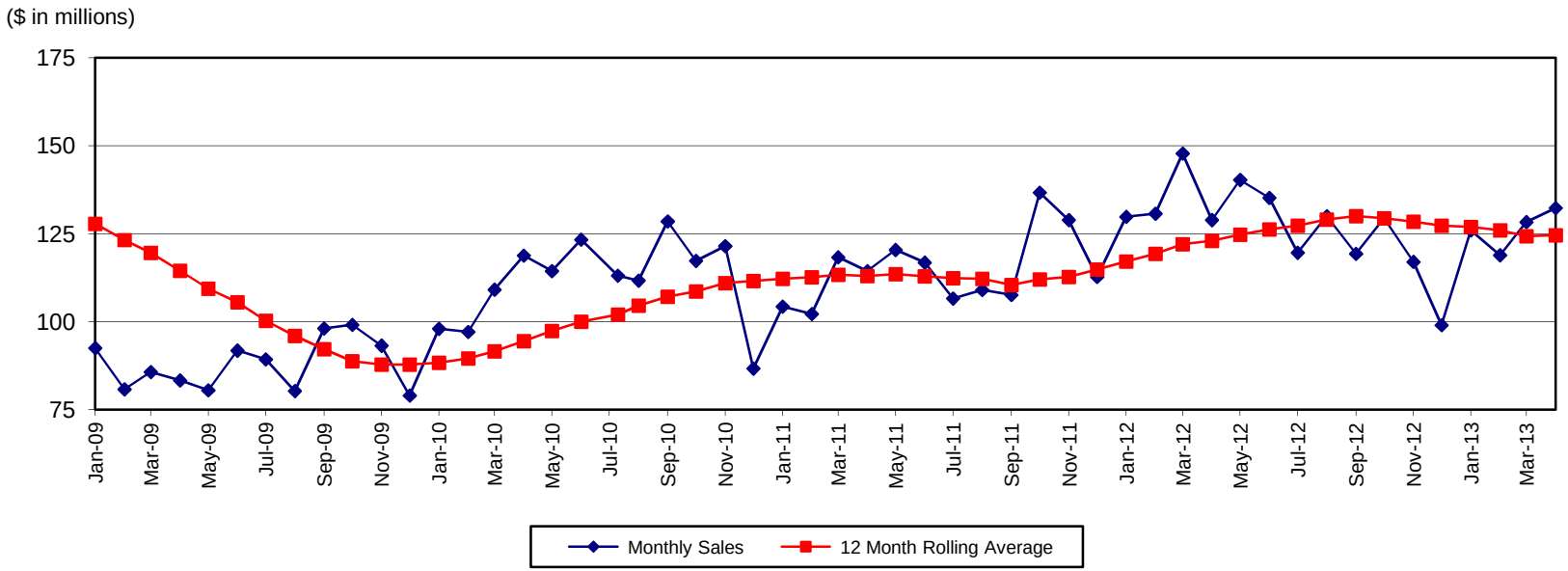
Ashland Performance Materials Sales



Monthly Sales ($ in millions)*

	2009	2010	2011	2012	2013
Jan	92.5	98.0	104.3	129.8	126.0
Feb	80.8	97.1	102.2	130.7	118.9
Mar	85.7	109.1	118.3	147.8	128.3
Apr	83.3	118.8	114.4	128.9	132.3
May	80.5	114.4	120.4	140.3	
Jun	91.8	123.3	116.8	135.2	
Jul	89.3	113.1	106.6	119.6	
Aug	80.3	111.7	109.0	130.0	
Sep	98.1	128.5	107.6	119.3	
Oct	99.1	117.3	136.7	129.4	
Nov	93.2	121.5	128.9	117.0	
Dec	79.0	86.7	112.7	99.0	

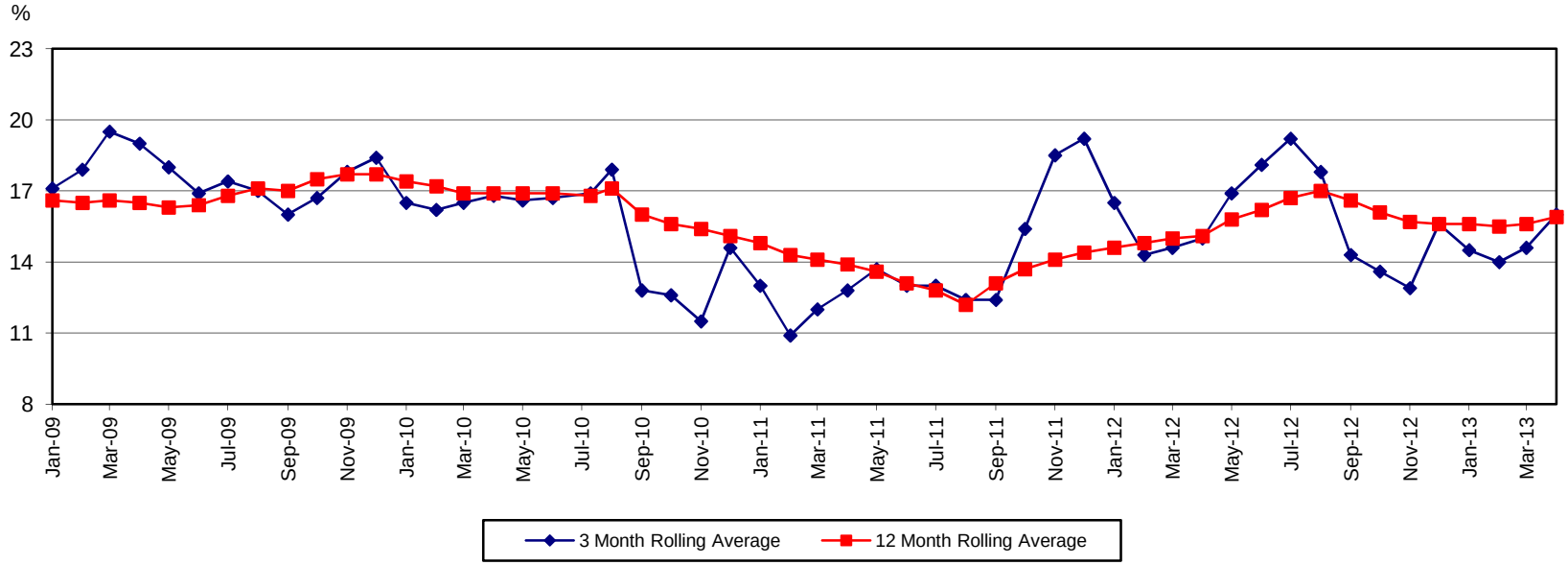
12 Month Rolling Average ($ in millions)*

	2009	2010	2011	2012	2013
Jan	127.8	88.3	112.2	117.1	126.9
Feb	123.2	89.6	112.6	119.3	126.0
Mar	119.6	91.6	113.3	122.0	124.3
Apr	114.5	94.5	113.0	123.0	124.6
May	109.4	97.4	113.5	124.7	
Jun	105.5	100.0	112.9	126.2	
Jul	100.3	102.0	112.4	127.3	
Aug	96.0	104.6	112.2	129.0	
Sep	92.2	107.1	110.4	130.0	
Oct	88.8	108.6	112.0	129.4	
Nov	87.8	111.0	112.7	128.4	
Dec	87.8	111.6	114.8	127.3	

*NOTE: On November 30, 2010, the Casting Solutions business was contributed into an expanded joint venture with Süd-Chemie and is no longer reflected in these numbers from December 2010 moving forward. All information presented subsequent to September 2011 includes activity related to ISP's Elastomers business that was acquired on August 23, 2011.

ASHLAND

Ashland Performance Materials Gross Profit %



3 Month Rolling Average (%)*

	2009	2010	2011	2012	2013
Jan	17.1	16.5	13.0	16.5	14.5
Feb	17.9	16.2	10.9	14.3	14.0
Mar	19.5	16.5	12.0	14.6	14.6
Apr	19.0	16.8	12.8	15.0	16.0
May	18.0	16.6	13.7	16.9	
Jun	16.9	16.7	13.0	18.1	
Jul	17.4	16.9	13.0	19.2	
Aug	17.0	17.9	12.4	17.8	
Sep	16.0	12.8	12.4	14.3	
Oct	16.7	12.6	15.4	13.6	
Nov	17.8	11.5	18.5	12.9	
Dec	18.4	14.6	19.2	15.6	

12 Month Rolling Average (%)*

	2009	2010	2011	2012	2013
Jan	16.6	17.4	14.8	14.6	15.6
Feb	16.5	17.2	14.3	14.8	15.5
Mar	16.6	16.9	14.1	15.0	15.6
Apr	16.5	16.9	13.9	15.1	15.9
May	16.3	16.9	13.6	15.8	
Jun	16.4	16.9	13.1	16.2	
Jul	16.8	16.8	12.8	16.7	
Aug	17.1	17.1	12.2	17.0	
Sep	17.0	16.0	13.1	16.6	
Oct	17.5	15.6	13.7	16.1	
Nov	17.7	15.4	14.1	15.7	
Dec	17.7	15.1	14.4	15.6	

*NOTE: On November 30, 2010, the Casting Solutions business was contributed into an expanded joint venture with Süd-Chemie and is no longer reflected in these numbers from December 2010 moving forward. All information presented subsequent to September 2011 includes activity related to ISP's Elastomers business that was acquired on August 23, 2011.

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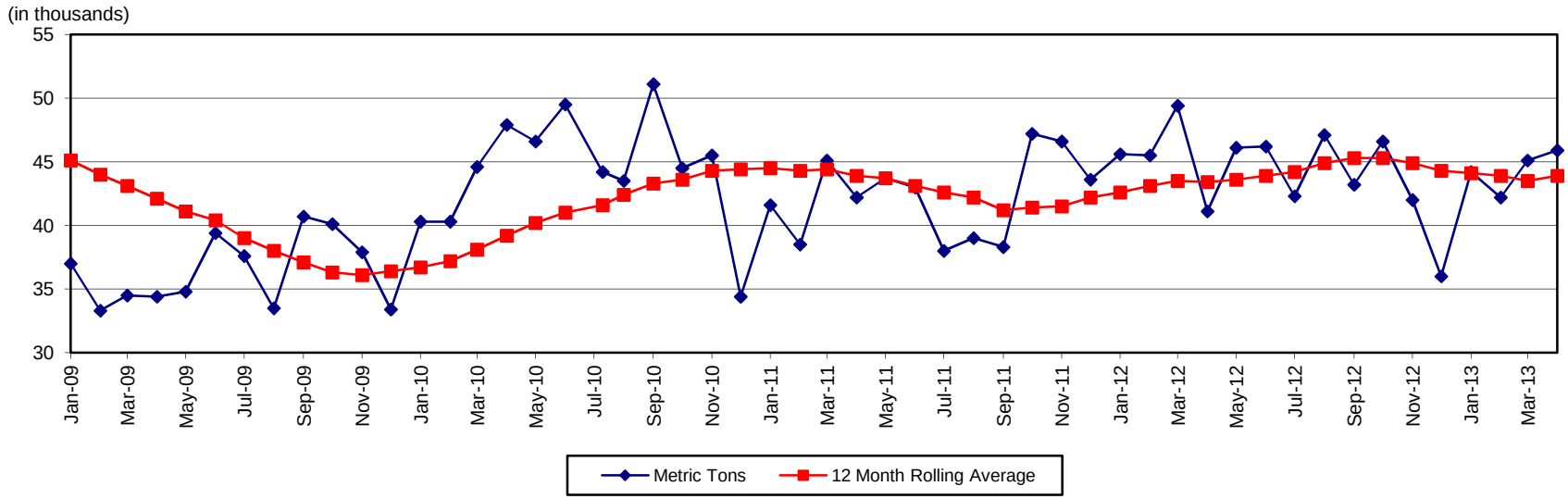
Ashland Performance Materials Volume in Metric Tons



Metric Tons (in thousands)*

	2009	2010	2011	2012	2013
Jan	37.0	40.3	41.6	45.6	44.2
Feb	33.3	40.3	38.5	45.5	42.2
Mar	34.5	44.6	45.1	49.4	45.1
Apr	34.4	47.9	42.2	41.1	45.9
May	34.8	46.6	43.7	46.1	
Jun	39.4	49.5	43.0	46.2	
Jul	37.6	44.2	38.0	42.3	
Aug	33.5	43.5	39.0	47.1	
Sep	40.7	51.1	38.3	43.2	
Oct	40.1	44.5	47.2	46.6	
Nov	37.9	45.5	46.6	42.0	
Dec	33.4	34.4	43.6	36.0	

12 Month Rolling Average (in thousands)*

	2009	2010	2011	2012	2013
Jan	45.1	36.7	44.5	42.6	44.1
Feb	44.0	37.2	44.3	43.1	43.9
Mar	43.1	38.1	44.4	43.5	43.5
Apr	42.1	39.2	43.9	43.4	43.9
May	41.1	40.2	43.7	43.6	
Jun	40.4	41.0	43.1	43.9	
Jul	39.0	41.6	42.6	44.2	
Aug	38.0	42.4	42.2	44.9	
Sep	37.1	43.3	41.2	45.3	
Oct	36.3	43.6	41.4	45.3	
Nov	36.1	44.3	41.5	44.9	
Dec	36.4	44.4	42.2	44.3	

*NOTE: On November 30, 2010, the Casting Solutions business was contributed into an expanded joint venture with Süd-Chemie and is no longer reflected in these numbers from December 2010 moving forward. All information presented subsequent to September 2011 includes activity related to ISP's Elastomers business that was acquired on August 23, 2011.

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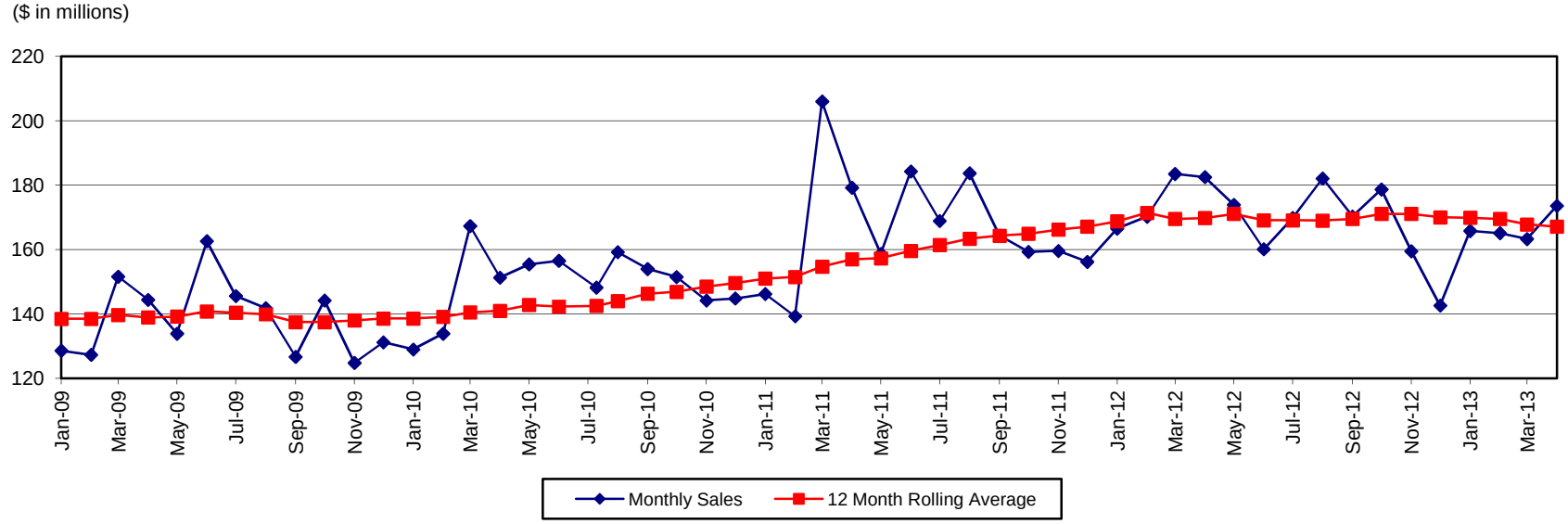
Ashland Consumer Markets Sales



Monthly Sales ($ in millions)

	2009	2010	2011	2012	2013
Jan	128.6	129.0	146.2	166.5	165.8
Feb	127.3	133.9	139.3	170.2	165.1
Mar	151.6	167.3	206.0	183.5	163.3
Apr	144.4	151.3	179.2	182.5	173.6
May	133.9	155.4	158.7	173.9	
Jun	162.6	156.5	184.3	160.1	
Jul	145.6	148.2	168.9	169.8	
Aug	141.8	159.2	183.7	182.1	
Sep	126.7	154.0	164.3	170.3	
Oct	144.2	151.5	159.3	178.7	
Nov	124.8	144.2	159.6	159.5	
Dec	131.2	144.8	156.2	142.6	

12 Month Rolling Average ($ in millions)

	2009	2010	2011	2012	2013
Jan	138.5	138.6	151.0	168.8	169.9
Feb	138.5	139.1	151.5	171.4	169.5
Mar	139.7	140.5	154.7	169.5	167.8
Apr	138.9	141.0	157.0	169.8	167.1
May	139.2	142.8	157.3	171.1	
Jun	140.8	142.3	159.6	169.1	
Jul	140.4	142.5	161.4	169.1	
Aug	139.9	144.0	163.4	169.0	
Sep	137.5	146.3	164.3	169.5	
Oct	137.5	146.9	164.9	171.1	
Nov	138.0	148.5	166.2	171.1	
Dec	138.6	149.6	167.1	170.0	

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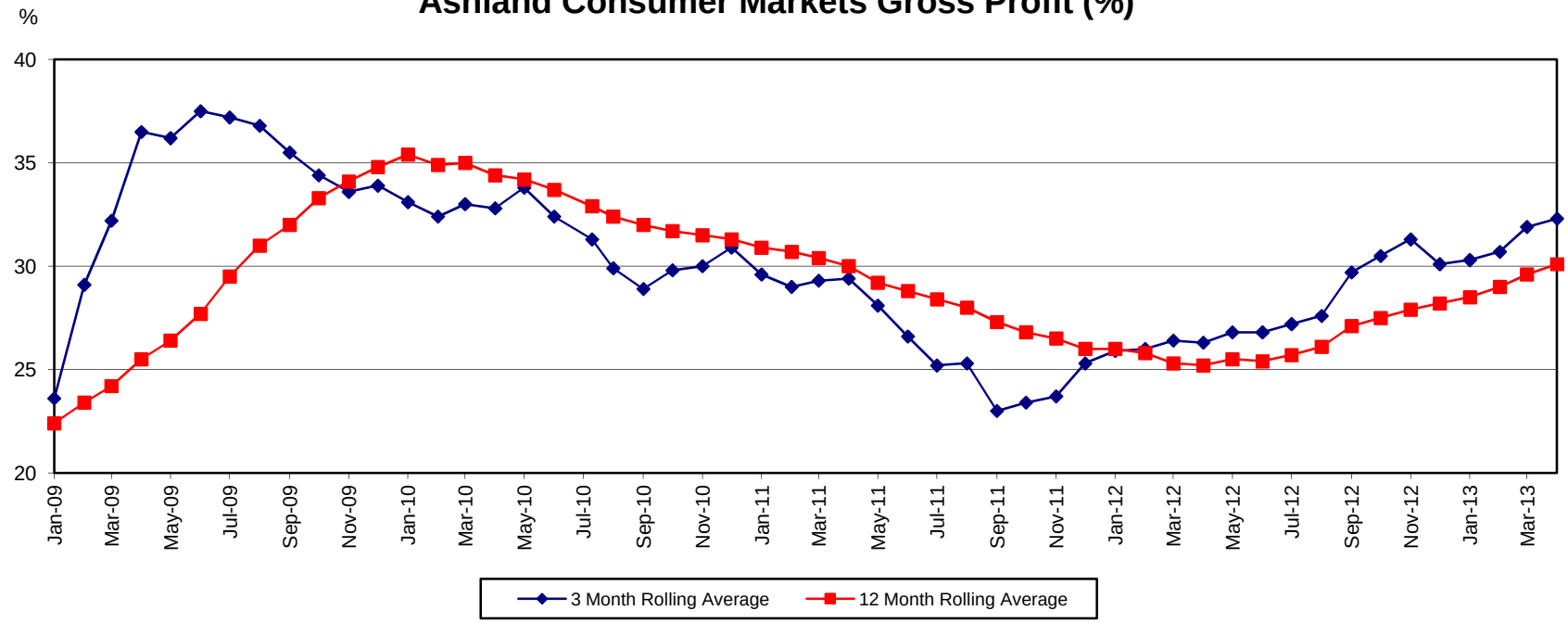
Ashland Consumer Markets Gross Profit (%)



3 Month Rolling Average (%)

	2009	2010	2011	2012	2013
Jan	23.6	33.1	29.6	25.9	30.3
Feb	29.1	32.4	29.0	26.0	30.7
Mar	32.2	33.0	29.3	26.4	31.9
Apr	36.5	32.8	29.4	26.3	32.3
May	36.2	33.8	28.1	26.8	
Jun	37.5	32.4	26.6	26.8	
Jul	37.2	31.3	25.2	27.2	
Aug	36.8	29.9	25.3	27.6	
Sep	35.5	28.9	23.0	29.7	
Oct	34.4	29.8	23.4	30.5	
Nov	33.6	30.0	23.7	31.3	
Dec	33.9	30.9	25.3	30.1	

12 Month Rolling Average (%)

	2009	2010	2011	2012	2013
Jan	22.4	35.4	30.9	26.0	28.5
Feb	23.4	34.9	30.7	25.8	29.0
Mar	24.2	35.0	30.4	25.3	29.6
Apr	25.5	34.4	30.0	25.2	30.1
May	26.4	34.2	29.2	25.5	
Jun	27.7	33.7	28.8	25.4	
Jul	29.5	32.9	28.4	25.7	
Aug	31.0	32.4	28.0	26.1	
Sep	32.0	32.0	27.3	27.1	
Oct	33.3	31.7	26.8	27.5	
Nov	34.1	31.5	26.5	27.9	
Dec	34.8	31.3	26.0	28.2	

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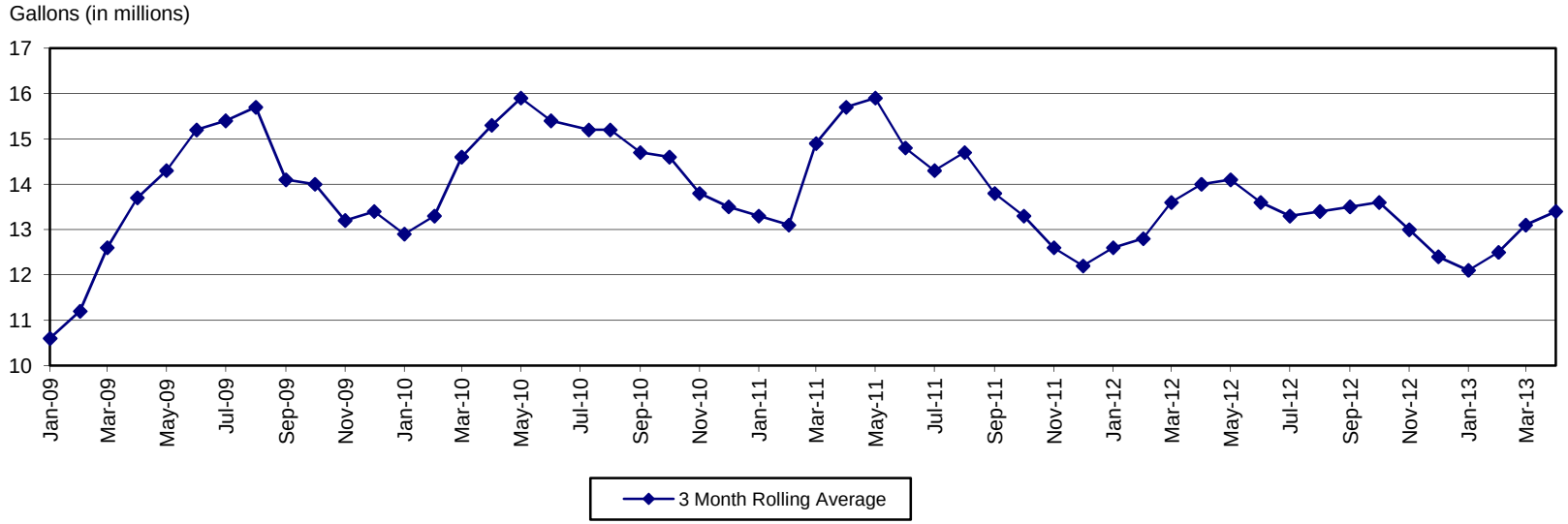
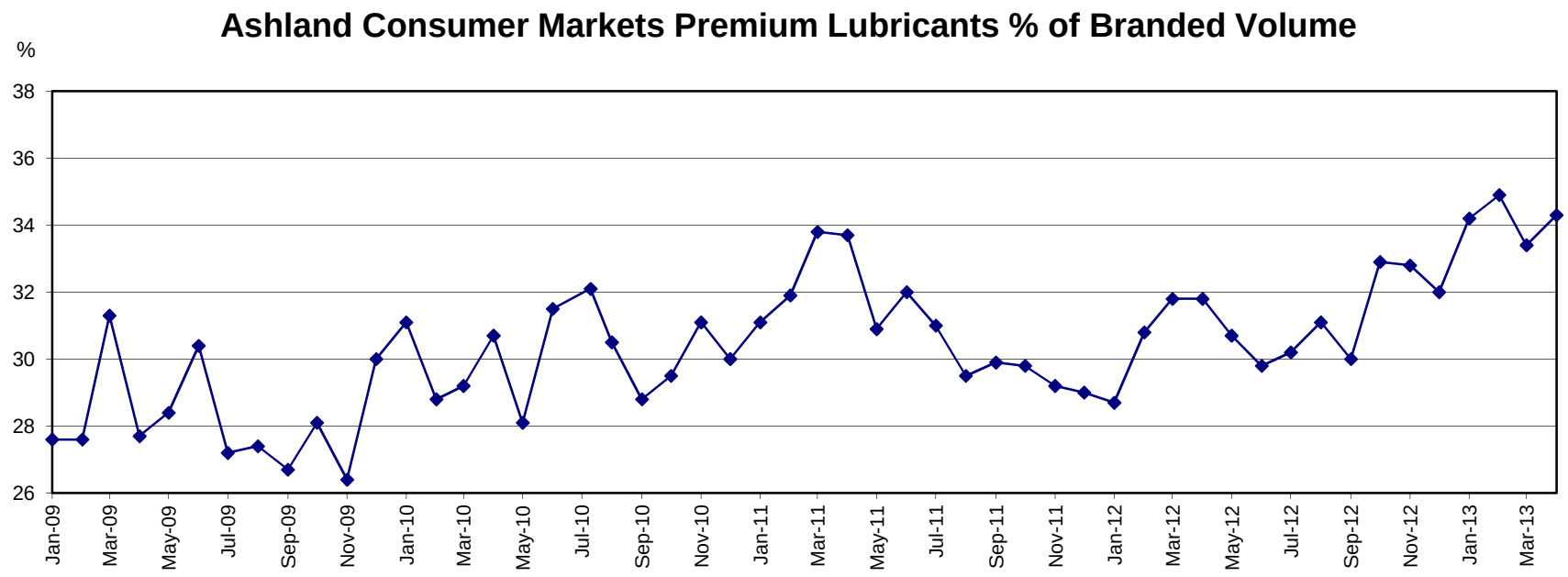
Ashland Consumer Markets Lubricant Sales Gallons



3 Month Rolling Average (in millions)

	2009	2010	2011	2012	2013
Jan	10.6	12.9	13.3	12.6	12.1
Feb	11.2	13.3	13.1	12.8	12.5
Mar	12.6	14.6	14.9	13.6	13.1
Apr	13.7	15.3	15.7	14.0	13.4
May	14.3	15.9	15.9	14.1	
Jun	15.2	15.4	14.8	13.6	
Jul	15.4	15.2	14.3	13.3	
Aug	15.7	15.2	14.7	13.4	
Sep	14.1	14.7	13.8	13.5	
Oct	14.0	14.6	13.3	13.6	
Nov	13.2	13.8	12.6	13.0	
Dec	13.4	13.5	12.2	12.4	

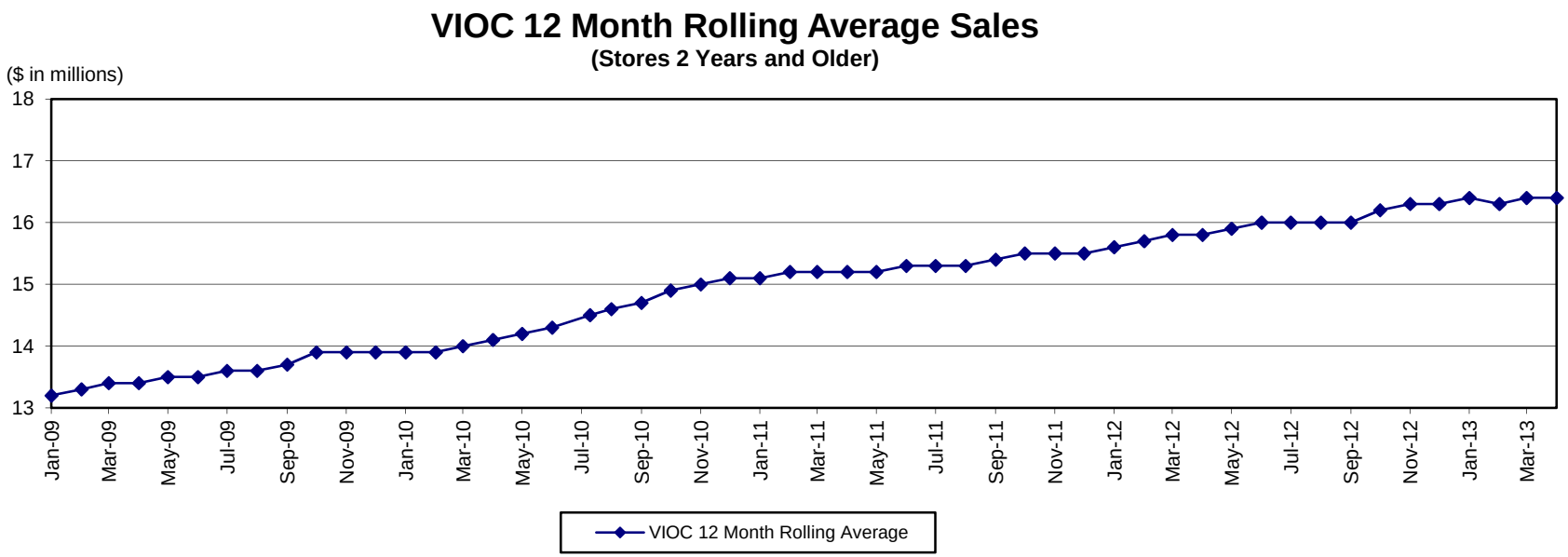
ASHLAND



Premium Lubricants % of Branded Volume

	2009	2010	2011	2012	2013
Jan	27.6	31.1	31.1	28.7	34.2
Feb	27.6	28.8	31.9	30.8	34.9
Mar	31.3	29.2	33.8	31.8	33.4
Apr	27.7	30.7	33.7	31.8	34.3
May	28.4	28.1	30.9	30.7	
Jun	30.4	31.5	32.0	29.8	
Jul	27.2	32.1	31.0	30.2	
Aug	27.4	30.5	29.5	31.1	
Sep	26.7	28.8	29.9	30.0	
Oct	28.1	29.5	29.8	32.9	
Nov	26.4	31.1	29.2	32.8	
Dec	30.0	30.0	29.0	32.0	

ASHLAND



Stores 2 Years and Older ($ in millions)

	2009	2010	2011	2012	2013
Jan	13.2	13.9	15.1	15.6	16.4
Feb	13.3	13.9	15.2	15.7	16.3
Mar	13.4	14.0	15.2	15.8	16.4
Apr	13.4	14.1	15.2	15.8	16.4
May	13.5	14.2	15.2	15.9	
Jun	13.5	14.3	15.3	16.0	
Jul	13.6	14.5	15.3	16.0	
Aug	13.6	14.6	15.3	16.0	
Sep	13.7	14.7	15.4	16.0	
Oct	13.9	14.9	15.5	16.2	
Nov	13.9	15.0	15.5	16.3	
Dec	13.9	15.1	15.5	16.3	