NEWPARK RESOURCES INC Form 10-Q October 29, 2010

#### **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 Form 10-Q

#### QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES þ **EXCHANGE ACT OF 1934**

#### For the quarterly period ended September 30, 2010

or

#### TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES 0 **EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_\_ to \_\_\_\_\_

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**Commission File No. 1-2960** 

Newpark Resources, Inc.

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation or organization)

2700 Research Forest Drive, Suite 100 The Woodlands, Texas

(Address of principal executive offices)

(281) 362-6800

(Registrant s telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes b No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes o No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See definitions of large accelerated filer, accelerated filer and small reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer o

Accelerated filer b

Non-accelerated filer o

Smaller reporting company o

(Do not check if a smaller

reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes o Noþ

As of October 19, 2010, a total of 90,453,974 shares of common stock, \$0.01 par value per share, were outstanding.

72-1123385 (I.R.S. Employer Identification No.)

(Zip Code)

## NEWPARK RESOURCES, INC. INDEX TO QUARTERLY REPORT ON FORM 10-Q FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2010

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## CAUTIONARY STATEMENT CONCERNING FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995, as amended. We also may provide oral or written forward-looking statements in other materials we release to the public. The words anticipates, believes, estimates, expects, intends, and similar expressions are intended to identify these forward-looking statements but are not the exclusive means of identifying them. These forward-looking statements reflect the current views of our management; however, various risks, uncertainties and contingencies, including the risks identified in Item 1A in Part II of this Quarterly Report, Item 1A, Risk Factors, in Part I of our Annual Report on Form 10-K for the year ended December 31, 2009, and those set forth from time to time in our filings with the Securities and Exchange Commission, could cause our actual results, performance or achievements to differ materially from those expressed in, or implied by, these statements, including the success or failure of our efforts to implement our business strategy.

We assume no obligation to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by securities laws. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this Quarterly Report on Form 10-Q might not occur.

For further information regarding these and other factors, risks and uncertainties affecting us, we refer you to the risk factors set forth in Item 1A in Part II of this Quarterly Report and Part I of our Annual Report on Form 10-K for the year ended December 31, 2009.

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PART I FINANCIAL INFORMATION ITEM 1. Financial Statements Newpark Resources, Inc. Condensed Consolidated Balance Sheets (Unaudited)

(In thousands, except share data)	S	eptember 30, 2010	D	ecember 31, 2009
ASSETS Cash and cash equivalents Receivables, net	\$	12,102 175,078	\$	11,534 122,386
Inventories Deferred tax asset Prepaid expenses and other current assets		117,629 23,315 13,398		115,495 7,457 11,740
Total current assets		341,522		268,612
Property, plant and equipment, net Goodwill Other intangible assets, net Other assets		212,382 62,029 13,648 4,202		224,625 62,276 16,037 13,564
Total assets	\$	633,783	\$	585,114
<b>LIABILITIES AND STOCKHOLDERS EQUITY</b> Foreign bank lines of credit Current maturities of long-term debt Accounts payable Accrued liabilities	\$	3,028 10,192 68,584 37,320	\$	6,901 10,319 62,992 25,290
Total current liabilities		119,124		105,502
Long-term debt, less current portion Deferred tax liability Other noncurrent liabilities		86,549 22,525 5,029		105,810 2,083 3,697
Total liabilities		233,227		217,092
Commitments and contingencies (Note 6)				
Common stock, \$0.01 par value, 200,000,000 shares authorized 93,099,069 and 91,672,871 shares issued, respectively Paid-in capital Accumulated other comprehensive income Retained deficit Treasury stock, at cost; 2,695,095 and 2,727,765 shares, respectively		931 467,026 7,629 (59,804) (15,226)		917 460,544 8,635 (86,660) (15,414)

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Total stockholders equity		400,556		368,022		
Total liabilities and stockholders equity	\$	633,783	\$	585,114		
See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements						

# Newpark Resources, Inc.

## **Condensed Consolidated Statements of Operations**

(Unaudited)

(In thousands, except per share data)		Three Months Ended September 30, 2010 2009				Nine Mon Septem 2010			
Revenues	\$	179,278	\$	118,208	\$	521,428	\$	354,745	
Cost of revenues Selling, general and administrative expenses Other income, net		145,224 16,662 (2,140)		103,985 14,676 (2,691)		424,041 47,435 (3,185)		332,442 45,519 (2,753)	
Operating income (loss)		19,532		2,238		53,137		(20,463)	
Foreign currency exchange loss (gain) Interest expense		1,184 3,278		(1,011) 3,361		(640) 7,654		(1,572) 6,611	
Income (loss) from operations before income taxes Provision for income taxes		15,070 6,836		(112) (314)		46,123 19,267		(25,502) (4,913)	
Net income (loss)	\$	8,234	\$	202	\$	26,856	\$	(20,589)	
Basic weighted average common shares outstanding Diluted weighted average common shares outstanding		89,334 90,557		88,544 88,655		88,938 89,635		88,469 88,469	
Income (loss) per common share basic Income (loss) per common share diluted See Accompanying Notes to U	\$ \$ Inaud	0.09 0.09 ited Condense	\$ \$ d Con	solidated Fi	\$ \$ nanc	0.30 0.30 ial Statement	\$ \$ s	(0.23) (0.23)	



## Newpark Resources, Inc.

## **Condensed Consolidated Statements of Comprehensive Income**

(Unaudited)

(In thousands)	Three Months EndedSeptember 30,20102009					Nine Months Ended September 30, 2010 2009			
Net income (loss)	\$	8,234	\$	202	\$	26,856	\$	(20,589)	
Changes in fair value of interest rate swap, net of tax Reclassification adjustment, net of tax Foreign currency translation adjustments		819 6,503		(39) 4,523		858 (1,864)		288 7,480	
Comprehensive income (loss)	\$	15,556	\$	4,686	\$	25,850	\$	(12,821)	

See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements

## Newpark Resources, Inc.

## **Condensed Consolidated Statements of Cash Flows**

(Unaudited)

	Ν	eptember		
(In thousands)		30 2010	,	2009
Cash flows from operating activities:				
Net income (loss)	\$	26,856	\$	(20,589)
Adjustments to reconcile net income (loss) to net cash provided by				
operations:				
Non-cash impairment charges		225		1,091
Depreciation and amortization		20,382		20,890
Stock-based compensation expense		2,899		2,262
Provision for deferred income taxes		13,551		(7,718)
Provision for doubtful accounts		602		2,357
Gain on sale of assets		(183)		(752)
Change in assets and liabilities:				
(Increase) decrease in receivables		(54,568)		103,397
(Increase) decrease in inventories		(3,100)		28,179
Increase in other assets		(1,458)		(551)
Increase (decrease) in accounts payable		6,638		(44,911)
Increase (decrease) in accrued liabilities and other		14,264		(13,890)
Net cash provided by operating activities		26,108		69,765
Cash flows from investing activities:				
Capital expenditures		(7,412)		(17,219)
Proceeds from sale of property, plant and equipment		1,161		1,255
Net cash used in investing activities		(6,251)		(15,964)
Cash flows from financing activities:				
Borrowings on lines of credit		133,121		114,742
Payments on lines of credit		(155,726)		(168,763)
Principal payments on notes payable and long-term debt		(342)		(299)
Proceeds from employee stock plans		3,559		104
Purchase of treasury stock		(153)		(212)
Net cash used in financing activities		(19,541)		(54,428)
Effect of exchange rate changes on cash		252		(1,326)
Net increase (decrease) in cash and cash equivalents		568		(1,953)
Cash and cash equivalents at beginning of period		11,534		8,252
Cash and cash equivalents at end of period	\$	12,102	\$	6,299
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Cash paid for:				
Income taxes (net of refunds)	\$	5,356	\$	4,393
Interest	\$	6,424	\$	4,522
See Accompanying Notes to Unaudited Condensed (	Consolidated Fina	ncial Stateme	ents	

#### **NEWPARK RESOURCES. INC.**

#### NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS **Basis of Presentation and Significant Accounting Policies** Note 1

The accompanying unaudited condensed consolidated financial statements of Newpark Resources, Inc. and our wholly-owned subsidiaries, which we refer to as we, our or us, have been prepared in accordance with Rule 10-01 o Regulation S-X for interim financial statements required to be filed with the Securities and Exchange Commission (SEC), and do not include all information and footnotes required by the accounting principles generally accepted in the United States (U.S. GAAP) for complete financial statements. These unaudited condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in our Annual Report on Form 10-K for the year ended December 31, 2009, as updated by our Current Report on Form 8-K, filed with the SEC on May 12, 2010 ( Form 8-K ). Our fiscal year end is December 31, our third guarter represents the three month period ending September 30 and our first nine months represents the nine month period ending September 30. The results of operations for the third quarter and first nine months of 2010 are not necessarily indicative of the results to be expected for the entire year.

In the opinion of management, the accompanying unaudited condensed consolidated financial statements reflect all adjustments necessary to present fairly our financial position as of September 30, 2010, the results of our operations for the third quarter and first nine months of 2010 and 2009, and our cash flows for the first nine months of 2010 and 2009. All adjustments are of a normal recurring nature. Our balance sheet at December 31, 2009 is derived from the audited financial statements at that date.

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. For further information, see Note 1 in our Annual Report on Form 10-K for the year ended December 31, 2009, as updated by our Form 8-K, filed with the SEC on May 12, 2010.

## New Accounting Standards

In October 2009, the Financial Accounting Standards Board (FASB) issued additional guidance on multiple-deliverable revenue arrangements. The guidance provides amendments to the criteria for separating consideration in multiple-deliverable arrangements. It replaces the term fair value in the revenue allocation guidance with selling price to clarify that the allocation of revenue is based on entity-specific assumptions rather than assumptions of a marketplace participant, and they establish a selling price hierarchy for determining the selling price of a deliverable. The amendments eliminate the residual method of allocation and require that arrangement consideration be allocated at the inception of the arrangement to all deliverables using the relative selling price method, and they significantly expand the required disclosures related to multiple-deliverable revenue arrangements. The amendments were effective prospectively for revenue arrangements entered into or materially modified in fiscal years beginning after June 15, 2010 and we do not expect the impact of this additional guidance to have a material impact on our financial statements.

#### Note 2 Earnings per Share

The following table presents the reconciliation of the numerator and denominator for calculating income per share:

		Third (	Quart	er	<b>First Nine Months</b>				
(In thousands, except per share data)	2010		2009			2010	2009		
Net income (loss)	\$	8,234	\$	202	\$	26,856	\$	(20,589)	
Weighted average number of common shares outstanding Add: Net effect of dilutive stock options and		89,334		88,544		88,938		88,469	
restricted stock awards		1,223		111		697			
Adjusted weighted average number of common shares outstanding		90,557		88,655		89,635		88,469	
Net income (loss) per common share:									
Basic	\$	0.09	\$		\$	0.30	\$	(0.23)	
Diluted	\$	0.09	\$		\$	0.30	\$	(0.23)	
Stock options, restricted stock and warrants excluded from calculation of diluted earnings per									
share because they were anti-dilutive for the period		2,167		7,289		3,941		6,346	

For the third quarter of 2010 and 2009, we had weighted average dilutive stock options and restricted stock outstanding of approximately 5.0 million shares and 0.4 million shares respectively, and approximately 3.3 million shares for the first nine months of 2010. For the first nine months of 2009 we did not have any dilutive stock options or restricted stock. The resulting net effect of stock options and restricted stock were used in calculating diluted income per share for the period.

During the second quarter of 2010, the Compensation Committee of our Board of Directors approved equity-based compensation to executive officers and other key employees. These awards included a grant of 636,030 time-vesting shares of stock, which vest equally over a three year period. The fair value on the date of grant for these awards was \$5.61 per share.

Additionally, in June 2010, non-employee directors received shares of restricted stock totaling 100,970 shares, which will vest in full on the first anniversary of the grant date.

On June 1, 2000, we completed the sale of 120,000 shares of Series B Convertible Preferred Stock, \$0.01 par value per share (the Series B Preferred Stock ), and a warrant (the Series B Warrant ) to purchase up to 1,900,000 shares of our common stock at an exercise price of \$10.075 per share, subject to anti-dilution adjustments. Prior to 2006, all outstanding shares of the Series B Preferred Stock were converted to common stock. The Series B Warrant was originally issued with a seven year life, expiring June 1, 2007. This warrant contains certain registration provisions, which, if not met, reduce the exercise price of the warrant by 2.5%, for each year we are not in compliance with the registration requirements, and extend the term of the warrant. Effective May 1, 2009, we became compliant with the registration requirements for the warrant. Previously, because of a restatement of our earnings which occurred in 2006, we were not in compliance with these requirements which resulted in adjustments to the exercise price and extended the term of the warrant. As of September 30, 2010, the Series B Warrant, as adjusted for certain anti-dilution provisions, remains outstanding and provides for the right to purchase up to approximately 2.1 million shares of our common stock at an exercise price of \$8.97, and expires in February 2012.

#### Note 3 Receivables and Inventories

*Receivables* Receivables, net consist of the following:

(In thousands)	September 30, I 2010					
Gross trade receivables Allowance for doubtful accounts	\$	174,075 (6,409)	\$	123,909 (5,969)		
Net trade receivables		167,666		117,940		
Notes and other receivables		7,412		4,446		
Total receivables, net	\$	175,078	\$	122,386		

*Inventories* Our inventories include \$116.8 million and \$113.3 million of raw materials and components for our drilling fluids systems at September 30, 2010 and December 31, 2009, respectively. The remaining balance consists primarily of composite mat finished goods.

## Note 4 Financing Arrangements

Our financing arrangements include a \$150.0 million revolving credit facility, of which \$66.0 million was outstanding at September 30, 2010, and a term loan, of which \$30.0 million remained outstanding at September 30, 2010.

In October 2010, we completed the sale and issuance of unsecured Convertible Senior Notes due October 1, 2017 in the aggregate principle amount of \$172.5 million (Senior Notes). The Senior Notes bear interest at a rate of 4.0% per year, payable semi-annually in arrears on April 1 and October 1 of each year, beginning April 1, 2011. Holders may convert the Senior Notes at their option at any time prior to the close of business on the business day immediately preceding the October 1, 2017 maturity date. The conversion rate is initially 90.8893 shares of Company common stock per \$1,000 principal amount of Senior Notes (equivalent to an initial conversion price of approximately \$11.00 per share of common stock), subject to adjustment in certain circumstances. Upon conversion, the Senior Notes will be settled in shares of the Company s common stock. The Company may not redeem the Senior Notes at its election prior to their maturity date.

Net proceeds of \$167.3 million were received in October 2010, reduced by \$5.2 million for the underwriters discounts and commissions. Following the October 2010 funding of this offering, proceeds were used to fully repay the revolving credit facility balance and the \$30.0 million term loan balance. We expect \$0.2 million of deferred financing costs associated with our term loan to be written off in the fourth quarter of 2010.

## Note 5 Fair Value of Financial Instruments

Our derivative financial instruments consist of interest rate swap agreements entered into in January 2008, which effectively fix the underlying LIBOR rate on our borrowings under our term loan. The initial notional amount of the swap agreements totaled \$50.0 million reducing by \$10.0 million each December, matching the required principal payments under the term loan. As of September 30, 2010, \$30.0 million remained outstanding on the term loan. As a result of the swap agreements, we pay a fixed rate of 3.74% plus the applicable margin.

Following the issuance of the Senior Notes in October 2010 and the subsequent repayment of the \$30.0 million term loan balance, the cash flow hedge agreements were terminated and settled in October 2010 for \$1.2 million. As a result of the pending termination, the swap agreements no longer qualified for cash flow hedge accounting at September 30, 2010 and a \$1.2 million derivative loss previously reported in accumulated other comprehensive income was recorded to interest expense in the third quarter of 2010.

Our financial instruments include cash and cash equivalents, receivables, payables, debt, and certain derivative financial instruments. We believe the carrying values of these instruments approximated their fair values at September 30, 2010 and December 31, 2009.

At September 30, 2010 and December 31, 2009, the estimated fair value of total debt is equal to the carrying value of \$99.8 million and \$123.0 million, respectively.

#### Note 6 Commitments and Contingencies

In the ordinary course of conducting our business, we become involved in litigation and other claims from private party actions, as well as judicial and administrative proceedings involving governmental authorities at the federal, state and local levels. In the opinion of management, any liability in these matters should not have a material effect on our consolidated financial statements.

## **SEC Investigation**

On March 12, 2007, we were advised that the SEC opened a formal investigation into the matters disclosed in Amendment No. 2 to our Annual Report on Form 10-K/A filed on October 10, 2006. We have and will continue to cooperate fully with the SEC s investigation. On July 16, 2009, the SEC filed a civil lawsuit against our former Chief Financial Officer, the former Chief Financial Officer of our Soloco business unit and one former vendor in connection with the transactions that were described in the Amended Form 10-K/A. Subsequently, the SEC announced that it reached settlement of its claims against all three defendants. We were not named as a defendant in this lawsuit. In October 2010, the SEC informed us that they have completed their investigation associated with these matters.

#### Note 7 Segment Data

Summarized operating results for our reportable segments is shown in the following table (net of inter-segment transfers):

		Third Q	uart	ter	<b>First Nine Months</b>				
(In thousands)		2010	2009			2010	2009		
Revenues									
Fluids systems and engineering	\$	148,140	\$	99,421	\$	434,984	\$	295,651	
Mats and integrated services		18,186		7,578		48,787		25,079	
Environmental services		12,952		11,209		37,657		34,015	
Total revenues	\$	179,278	\$	118,208	\$	521,428	\$	354,745	
<b>Operating income (loss)</b>									
Fluids systems and engineering	\$	11,845	\$	2,541	\$	39,423	\$	(4,755)(4)	
Mats and integrated services		8,592(1)		(879)		16,342(1)(3)		(9,067)(4)	
Environmental services		3,944		4,070(2)		10,847		6,612(2)	
Corporate office		(4,849)		(3,494)		(13,475)		(13,253)(4)	
Operating income (loss)	\$	19,532	\$	2,238	\$	53,137	\$	(20,463)	

 (1) Includes
 \$2.2 million of income related to a lawsuit settlement against a former raw materials vendor.

 (2) Includes
 \$2.3 million of income reflecting proceeds from the settlement of business interruption claims related to hurricanes and storms in 2008.

 (3) Includes
 \$0.9 million of income reflecting proceeds from insurance claims related to Hurricane Ike in 2008.

(4) Includes employee termination and related charges of \$4.5 million, which includes \$3.1 million in fluids systems and engineering, \$1.0 million in mats and integrated services and \$0.4 million in our corporate office.

#### Note 8 Guarantor and Non-Guarantor Financials

In May 2010, we filed a shelf registration statement on Form S-3 (Form S-3) registering up to \$200 million in securities that may be issued by the Company from time to time. The Form S-3 was declared effective by the SEC on May 19, 2010. In October 2010, we completed our offering of Senior Notes under this shelf registration statement (see

Note 4 Financing Arrangements for additional information). Under our shelf registration statement, we may in the future issue additional debt securities registered pursuant to the Form S-3 that are fully and unconditionally guaranteed by certain subsidiaries of the Company, as identified in the Form S-3 and primarily consisting of our U.S. subsidiaries. As a result, we are required to present consolidating financial information regarding the guarantors and non-guarantors of the securities in accordance with SEC Regulation S-X Rule 3-10. As specified in Rule 3-10, the unaudited condensed consolidating balance sheets, results of operations, and statements of cash flows presented on the following pages meet the requirements for financial statements of the issuer and each guarantor of the debt securities because the guarantors are all direct or indirect wholly-owned subsidiaries of Newpark Resources, Inc., and all of the guarantees are full and unconditional on a joint and several basis. The unaudited condensed consolidating balance sheet 31, 2009, the unaudited condensed consolidating statements of operations for the third quarter and first nine months of 2010 and 2009, and the unaudited condensed consolidating statements of statements of cash flows for the first nine months of 2010 and 2009 are as follows:

#### **Condensed Consolidating Balance Sheets**

				Sept	ember 30, 20	10			
(in thousands)		G	uarantor	Non	-guarantor	Co	nsolidating		
(unaudited)	Parent	su	bsidiaries	su	bsidiaries		entries	Coi	nsolidated
ASSETS									
Cash and cash equivalents	\$ 244	\$		\$	11,858	\$		\$	12,102
Receivables, net	201		118,357		56,520				175,078
Inventories			77,115		40,514				117,629
Deferred tax asset	15,937		7,091		287				23,315
Prepaid expenses and other									
current assets	1,639		2,132		9,627				13,398
Total current assets	18,021		204,695		118,806				341,522
	10,021		201,090		110,000				011,022
Property, plant and equipment,									
net	3,834		183,424		25,124				212,382
Goodwill			38,237		23,792				62,029
Other intangible assets, net			11,231		2,417				13,648
Other assets	2,037		682		1,483				4,202
Investment in subsidiaries	153,757		26,165				(179,922)		
Total assets	\$ 177,649	\$	464,434	\$	171,622	\$	(179,922)	\$	633,783
LIABILITIES AND STOCKHOLDERS EQUITY									
Foreign bank lines of credit	\$	\$		\$	3,028	\$		\$	3,028
Current maturities of long-term debt	10,000				192				10 102
	10,000 706		16 617						10,192
Accounts payable Accrued liabilities			46,647		21,231				68,584 27,220
Accrued habilities	12,947		11,658		12,715				37,320

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Total current liabilities	23,653	58,305	37,166			119,124					
Long-term debt, less current											
portion	86,000		549			86,549					
Deferred tax liability	(6,137)	27,436	1,226			22,525					
Other noncurrent liabilities	2,764	10	2,255			5,029					
Net intercompany											
(receivable) payable	(329,187)	261,214	67,973								
Total liabilities	(222,907)	346,965	109,169			233,227					
Common stock	931	24,557	25,991	(50,548)		931					
Paid-in capital	467,026	56,417	3	(56,420)		467,026					
Accumulated other											
comprehensive income	7,629		14,956	(14,956)		7,629					
Retained (deficit) earnings	(59,804)	36,495	21,503	(57,998)		(59,804)					
Treasury stock, at cost	(15,226)					(15,226)					
Total stockholders equity	400,556	117,469	62,453	(179,922)		400,556					
Total liabilities and											
stockholders equity	\$ 177,649	\$ 464,434	\$ 171,622	\$ (179,922)	\$	633,783					

(in thousands) (unaudited) ASSETS	Parent	Guarantor subsidiaries	December 31, 20 Non-guarantor subsidiaries	09 Consolidating Entries	Consolidated		
Cash and cash equivalents	\$ 162	\$	\$ 11,372	\$	\$ 11,534		
Receivables, net	¢ 102 9	° 72,985	49,392	Ψ	122,386		
Inventories	,	72,197	43,298		115,495		
Deferred tax asset	155	7,091	211		7,457		
Prepaid expenses and other	155	7,091	211		7,437		
current assets	1,937	2,384	7,419		11,740		
current assets	1,937	2,364	7,419		11,740		
Total current assets	2,263	154,657	111,692		268,612		
Property, plant and equipment,							
net	3,766	194,902	25,957		224,625		
Goodwill		38,237	24,039		62,276		
Other intangible assets, net		13,249	2,788		16,037		
Deferred tax and other assets	38,379	680	1,151	(26,646)	13,564		
Investment in subsidiaries	93,860	26,171		(120,031)			
	-						
Total assets	\$ 138,268	\$ 427,896	\$ 165,627	\$ (146,677)	\$ 585,114		
LIABILITIES AND STOCKHOLDERS EQUITY Foreign bank lines of credit	\$	\$	\$ 6,901	\$	\$ 6,901		
Current maturities of long-term	Ŷ	Ŷ	ф 0,901	Ŷ	ф 0,901		
debt	10,000	107	212		10,319		
Accounts payable	1,195	38,317	23,480		62,992		
Accrued liabilities	7,940	7,945	9,405		25,290		
recrued nuonnies	7,910	7,915	9,105		23,270		
Total current liabilities	19,135	46,369	39,998		105,502		
Long-term debt, less current							
portion	105,000		810		105,810		
Deferred tax liability		27,437	1,292	(26,646)	2,083		
Other noncurrent liabilities	1,782	10	1,905		3,697		
Net intercompany							
(receivable) payable	(356,257)	295,408	60,849				
Total liabilities	(230,340)	369,224	104,854	(26,646)	217,092		
Common stock	917	24,907	25,945	(50,852)	917		
Paid-in capital	460,544	56,423	3	(56,426)	460,544		
Accumulated other							
comprehensive income	5,230		17,241	(13,836)	8,635		
Retained (deficit) earnings	(82,669)	(22,658)	17,584	1,083	(86,660)		
Treasury stock, at cost	(15,414)	× ,)	- ,	,	(15,414)		
	(,)				(, ·- ·)		

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Total stockholders equity	368,608	58,672	60,773	(120,031)	368,022
Total liabilities and stockholders equity	\$ 138,268	\$ 427,896	\$ 165,627	\$ (146,677)	\$ 585,114
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## <u>Condensed Consolidated Statements of Operations</u> *Third Quarter 2010 and 2009*

(in thousands) (unaudited)	P	arent	uarantor osidiaries	Noi	rd Quarter 20 n-guarantor Ibsidiaries	Cons	solidating ntries	Сог	nsolidated
Revenues	\$		\$ 135,029	\$	44,249	\$		\$	179,278
Cost of revenues Selling, general and			108,094		37,130				145,224
administrative expenses Other (income) expense, net		4,849	7,424 (2,186)		4,389 46				16,662 (2,140)
Operating (loss) income		(4,849)	21,697		2,684				19,532
Foreign currency exchange (gain) loss Interest expense Intercompany interest		3,131	(33) 28		1,217 119				1,184 3,278
(income) expense			(746)		746				
(Loss) income from operations before income taxes Provision for income taxes		(7,980) (3,568)	22,448 10,055		602 349				15,070 6,836
Equity in income of subsidiaries		12,646	472				(13,118)		
Net income	\$	8,234	\$ 12,865	\$	253	\$	(13,118)	\$	8,234

(in thousands) (unaudited)	Guarantor Parent subsidiaries			Non-g	Quarter 2( guarantor idiaries	009 Consolidating entries	Consolidated		
Revenues	\$	\$	76,998	\$	41,210	\$	\$	118,208	
Cost of revenues Selling, general and			71,903		32,082			103,985	
administrative expenses	3,494		6,162		5,020			14,676	
Other income, net			(2,686)		(5)			(2,691)	
Operating (loss) income	(3,494)		1,619		4,113			2,238	
Foreign currency exchange loss (gain)			38		(1,049)			(1,011)	

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Interest expense (income)		3,307		(4)		58				3,361	
Intercompany interest		(342)		(643)		985					
(income) expense		(342)		(043)		985					
(Loss) income from operations before income taxes		(6,459)		2,228		4,119				(112)	
Provision for income taxes		(0,439) (2,018)		621		4,119				(112) (314)	
Equity in income of subsidiaries		4,643		3,480		1,005		(8,123)		(314)	
Equity in meone of subsidiaries		4,043		3,480				(8,123)			
Net income	\$	202	\$	5,087	\$	3,036	\$	(8,123)	\$	202	
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## First Nine Months 2010 and 2009

	First Nine Months 2010									
(in thousands)			Guarantor			-guarantor	Cons	Consolidating		
(unaudited)	]	Parent	nt subsidiarie		subsidiaries		entries		Col	nsolidated
Revenues	\$		\$	386,274	\$	135,154	\$		\$	521,428
Cost of revenues Selling, general and				311,527		112,514				424,041
administrative expenses		13,484		21,169		12,782				47,435
Other (income) expense, net		(11)		(3,434)		260				(3,185)
Operating (loss) income		(13,473)		57,012		9,598				53,137
Foreign currency exchange loss				4.1		((01)				
(gain)		7 214		41		(681)				(640)
Interest expense Intercompany interest		7,314		13		327				7,654
(income) expense				(2,194)		2,194				
(Loss) income from operations										
before income taxes		(20,787)		59,152		7,758				46,123
Provision for income taxes		(8,543)		24,312		3,498				19,267
Equity in income of				,		,				,
subsidiaries		39,100		4,134				(43,234)		
Net income	\$	26,856	\$	38,974	\$	4,260	\$	(43,234)	\$	26,856

	First Nine Months 2009									
(in thousands) (unaudited)	Parent	Guarantor subsidiaries	Non-guarantor subsidiaries	Consolidating entries	Consolidated					
Revenues	\$	\$ 247,089	\$ 107,656	\$	\$ 354,745					
Cost of revenues Selling, general and		242,983	89,459		332,442					
administrative expenses	13,253	21,289	10,977		45,519					
Other (income) expense, net		(2,778)	25		(2,753)					
Operating (loss) income	(13,253)	(14,405)	7,195		(20,463)					
Foreign currency exchange gain		(54)	(1,518)		(1,572)					
Interest expense (income)	6,456	(10)	165		6,611					
	(1,052)	(1,481)	2,533							

# Intercompany interest (income) expense

(Loss) income from operations before income taxes Provision for income taxes Equity in income (loss) of	(18,657) (5,694)	(12,860) (3,927)	6,015 4,708		(25,502) (4,913)
subsidiaries	(7,626)	5,681		1,945	
Net (loss) income	\$ (20,589)	\$ (3,252)	\$ 1,307	\$ 1,945	\$ (20,589)
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## **Condensed Consolidated Statements of Cash Flows**