# UNITED STATES 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 8, 2008

### NEWPARK RESOURCES, INC.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) 1-2960 (Commission File Number) 72-1123385 (IRS Employer Identification No.)

2700 Research Forest Drive, Suite 100 The Woodlands, TX (Address of principal executive offices)

77381 (Zip Code)

Registrant's telephone number, including area code: (281) 362-6800

	(Former name or former address, if changed since last report.)						
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 240.13a-4(c))						

### Item 7.01 Regulation FD Disclosure.

James E. Braun, Vice President and Chief Financial Officer of Newpark Resources, Inc. ("Newpark") will be attending the Pritchard Capital Partners Energize 2008
Conference and participating in other investor meetings during the week of, and beginning on, January 8, 2008. The information furnished in Exhibit 99.1 and 99.2 to this report will be provided in connection with the investor presentation or upon request to current and potential investors. Exhibit 99.1 and Exhibit 99.2 are incorporated in this Item 7.01 by reference. The presentation materials will also be posted in the Investor Information section of Newpark's website, http://www.newpark.com for 90 days after the event.

The information referenced under Item 7.01 (including Exhibits 99.1 and 99.2 referenced in Item 9.01 below) of this Current Report on Form 8-K is being "furnished" under "Item 7.01. Regulation FD Disclosure" and, as such, shall not be deemed to be "filed" for the 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. The information set forth in this Current Report on Form 8-K (including Exhibits 99.1 and 99.2 referenced in Item 9.01 below) shall not be incorporated by reference into any registration statement, report or other document filed by Newpark pursuant to the Securities Act of 1933, as amended (the "Securities Act"), except as shall be expressly set forth by specific reference in such filing. Newpark does not undertake to update the information as posted on its website; however, it may post additional information included in future press releases and Forms 8-K, as well as posting its periodic Exchange Act reports.

### Item 9.01 Financial Statements and Exhibits.

- (d) Exhibits.
- 99.1 Pritchard Capital Partners Energize 2008 Conference Presentation.
- 99.2 Company Fact Sheet, dated January 2008.

### 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 hereunto duly authorized.

### NEWPARK RESOURCES, INC.

By: /s/ James E. Braun

James E. Braun, Vice President and Chief Financial Officer (Principal Financial Officer)

Dated: January 8, 2008

### EXHIBIT INDEX

Exhibit No.	Description	
99.1	Pritchard Capital Partners Energize 2008 Conference Presentation.	
99.2	Company Fact Sheet, dated January, 2008.	



# Newpark

**Newpark Resources, Inc. James E. Braun, Vice President and CFO** 



Pritchard Capital Partners Energize 2008 Conference January 9, 2008



# **Company Profile**

- Specialized provider of:
  - Fluids Systems and Engineering
  - Mat and Integrated Services
  - □ Environmental Services\*
- Customers:
  - Oil and Gas Industry
- Key markets:
  - North America
  - North Africa
  - South America

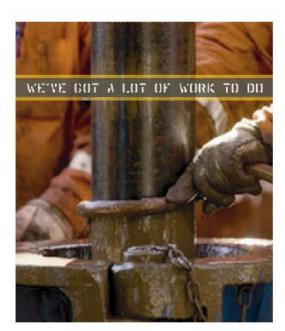


<sup>\*</sup>Environmental Services to be divested



# **Mission & Vision**

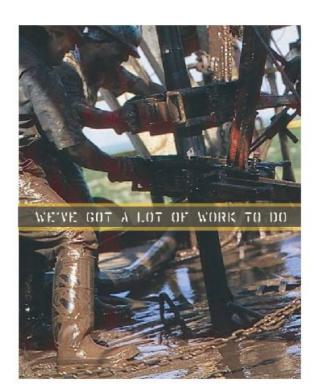
- New leadership, new focus, new strategy
- Achieve best-in-class competitive positioning and performance in each business line
- Position for long-term growth through more disciplined approach to strategic investments
- Build a strong reputation with investors by delivering consistent performance to realize the inherent value of services





# **New Leadership**

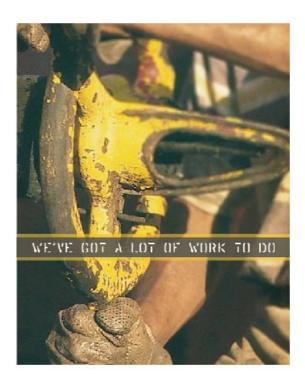
- Paul Howes, President & CEO
- Jim Braun, VP & CFO
- Mark Airola, GC & Admin Officer
- Bruce Smith, President Fluids Systems and Engineering
- Tom Eisenman, President Excalibar Minerals LLC
- Sean Mikaelian, President Mat & Integrated Services
- Sammy Cooper, President Environmental Services





# **New Focus**

- New leadership brought in with industry experience
  - Spent majority of 2006 cleaning house
  - Exited poor return businesses
  - Worked with Board to develop strategic growth plan
- New strategy rolled out in March 2007 based on the principles of:
  - Growth
  - Focus
  - Discipline





# **New Strategy**

- Grow Fluids Systems and Engineering
  - Organically / Acquisitions / Domestically / Internationally
- Expand scope and geographic position in Mat and Integrated Services
  - Reorganized from 5 units to 1 unit; 15% headcount reduction
  - Leverage relationships with existing customers
  - □ Divest non-core operations Batson Mill for \$4MM
  - Acquired SEM Construction, based in Western Colorado
- Exit Environmental Services
  - No longer fits long term corporate goals
  - Reached agreement in October to sell; close expected in first quarter of 2008



# New StrategyRationale – Fluids

- Core business line 80% of revenues
- Technologically advanced & unique fluid systems
  - DeepDrill, FlexDrill, DeepDrill II and family of specialized water-based products, has performance applications for off-shore deepwater and shelf, as well as land based drilling
- Opportunity to grow market share in a growing market
  - ☐ Newpark is ranked 4<sup>th</sup> in both domestic & global drilling fluids
    - 12% domestic market share<sup>1</sup>
    - 7% global market share<sup>2</sup>
- Organic and acquisition growth
  - Continued penetration of large integrated oil companies and NOC's
  - Continued investments in technology
  - Targeted acquisitions

NYSE: NR

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<sup>&</sup>lt;sup>1</sup> Source: Company estimate

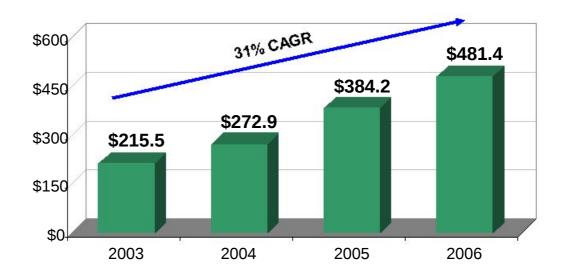
<sup>&</sup>lt;sup>2</sup> Source: Spear & Associates, Inc.



# **New Strategy Rationale – Fluids**

### **Strong Revenue Growth**

**Fluids Segment Revenues** 

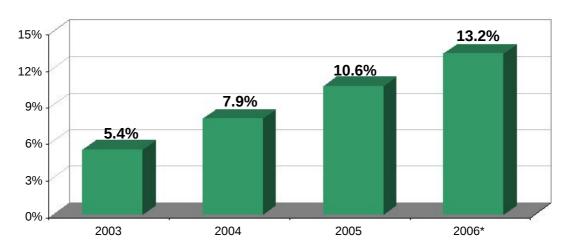




# **New Strategy Rationale – Fluids**

### **Strong Margin Growth**

### **Fluids Operating Margins**



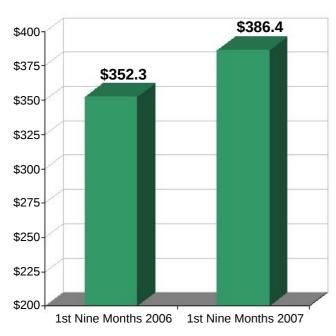
<sup>\* 2006</sup> margins excludes hurricane damage-related business insurance proceeds

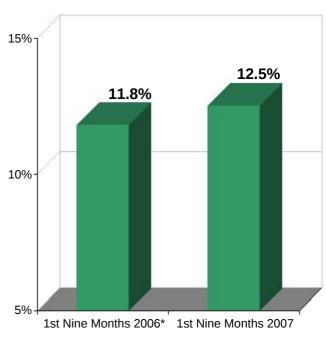


# **New Strategy Rationale – Fluids**

### **Revenue Growth**

### **Operating Margin Growth**





\*2006 margins exclude \$4.3M of hurricane damage-related insurance proceeds

**Scope of Operations** 

# **North America Stronghold**

- Serves major North America basins
- Approximately 16% share of markets<sub>1</sub> serviced in North America
- Substantial service facilities network
- Growing share vis-a-vis other players
- Well-positioned to expand into new customers and basins



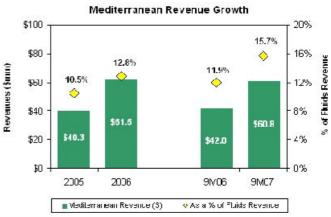
<sup>&</sup>lt;sup>1</sup> Source: Company estimate



# **Scope of Operations Expanding Internationally**

- Initial international market entry through acquisition of Ava, S.p.A. (Italy)
- Current key markets
  - Mediterranean
  - North Africa
  - Eastern Europe
- Plans for market expansion
  - Brazil







# **Scope of Operations Excalibar Minerals LLC**

- Quality processor and supplier of industrial minerals
  - Barite, Barytes
  - Calcium Carbonate
  - Alumina Trihydrate (ATH)
- Applications
  - Oilfield
  - Industrial
- Integral to Fluids Systems and Engineering







- Leverage relationship with existing customers
  - ☐ Advantage of often being first service provider "on site"
  - Expand product and service offerings in the well site preparation market
- Expansion and diversification
  - □ Growth opportunities beyond current Gulf Coast region
  - Maximize rental versus sales mix

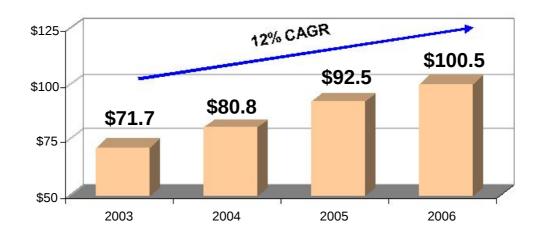








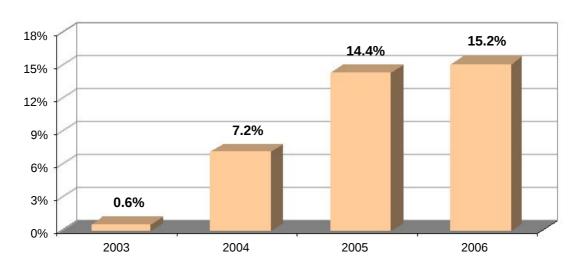
### **Mat & Integrated Services Segment Revenues**





### **Aiming to Expand Margins**

### **Mat & Integrated Services Operating Margins**

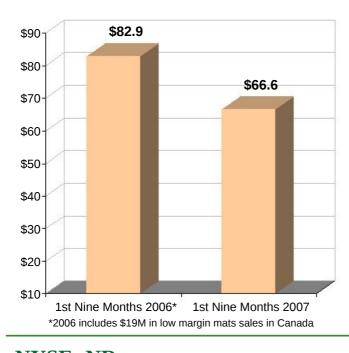


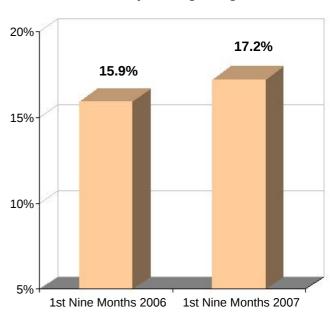


## **Focusing on Higher Margin Business & Customer Mix**



### **Operating Margin**







# **Improvements in Balance Sheet-Debt**



\* Includes \$21M of borrowings for acquisition of SEM in Q307



# **Capital Structure**

### \$ in millions

	Sept. 2007			v Credit acility		ot. 2007 oforma
Revolver	\$	35.3	\$	85.3	\$	120.6
Term Loan		133.3		(83.3)		50.0
Other		9.6				9.6
Total Debt		178.2	-55	2.0	÷2	180.2
Equity		352.8		(2.6)		350.2
<b>Total Capitalization</b>	\$	531.0	\$	(0.6)	\$	530.4
Debt/Capitalization		33.6%				34.0%



# **Investment Considerations**

- New Leadership
  - New management team with industry experience in place
- New Focus
  - Greater discipline
  - □ Focusing on improving profitability, returns and free cash flow
- New Strategy
  - Growing Fluids organically and through acquisitions
  - ☐ Growing Mats through additional products, services and geography
  - Divesting non-core operations
- Driving results to maximize shareholder value



# Newpark

Thank you for your interest!



# Newpark

# **Appendix**



Newpark Resources, Inc.

**Consolidated Statements of Operations** 

(Unaudited)	Three Months End	ed September 30,	Nine Months Ended September 30,				
(In thousands, except per share data)	2007	2006	2007	2006			
Revenues	\$ 153,778	\$ 147,618	\$ 453,024	\$ 435,160			
Cost of revenues	133,756	122,846	393,176	376,028			
	20,022	24,772	59,848	59,132			
General and administrative expenses	4,567	5,050	17,833	13,842			
Operating income	15,455	19,722	42,015	45,290			
Foreign currency exchange (gain) loss	(57)	16	(279)	(496)			
Interest expense, net	3,950	6,160	12,182	15,210			
Income from continuing operations before income taxes	11,562	13,546	30,112	30,576			
Provision for income taxes	3,950	3,813	10,586	9,936			
Income from continuing operations	7,612	9,733	19,526	20,640			
(Loss) income from discontinued operations, net of taxes	(229)	(11,998)	2,563	(10,797)			
Loss from disposal of discontinued operations, net of taxes	· · ·	76	(2,173)				
Net income	\$ 7,383	\$ (2,265)	\$ 19,916	\$ 9,843			
Basic weighted average common shares outstanding	90,085	89,417	89,965	89,281			
Diluted weighted average common shares outstanding	90,542	89,658	90,503	89,872			
Net income per common share (basic and diluted):							
Income from continuing operations	\$ 0.08	\$ 0.11	\$ 0.22	\$ 0.23			
(Loss) income from discontinued operations	(0.00)	(0.14)	0.00	(0.12)			
Net income (loss) per common share	\$ 0.08	\$ (0.03)	\$ 0.22	\$ 0.11			



Newpark Resources, Inc. Consolidated Balance Sheets

(In thousands)	Septem	Decem	ber 31, 2006	
A	(U	naudited)		
ASSETS				
Current assets:				
Cash and cash equivalents	\$	7,412	\$	12,736
Accounts receivable, net		142,141		141,790
Inventories		108,319		107,778
Deferred tax asset		20,076		23,001
Prepaid expenses and other current assets		16,566		12,176
Assets of discontinued operations		87,780		102,365
Total current assets		382,294	20	399,846
Property, plant and equipment, net		160,319		152,207
Goodwill		62,028		54,624
Deferred tax asset		-		7,096
Other intangible assets, net		17,503		8,236
Other assets		7,052		7,440
	\$	629,196	\$	629,449
LIABILITIES AND STOCKHOLDERS EQUITY				
Foreign bank lines of credit	\$	5,928	\$	10,938
Current maturities of long-term debt		3,066		4,058
Accounts payable		45,815		37,087
Accrued liabilities		35,299		40,439
Liabilities of discontinued operations		11,554	88	11,403
Total current liabilities		101,662	00-	103,925
Long-term debt, less current portion		169,252		198,037
Deferred tax liability		858		-
Other noncurrentliabilities		4,591		4,344
Total liabilities		276,363	(c)	306,306
Common Stock		901		897
Paid-in capital		448,940		444,763
Accumulated other comprehensive income		14,283		7,940
Retained deficit		(111,291)		(130,457)
Total stockholders' equity		352,833	8	323,143
	\$	629,196	\$	629,449



As previously announced, in the third quarter of 2007 Newpark completed the sale of its Batson sawmill facility which had been included in the Mat & Integrated Services segment. In October 2007, Newpark entered into an agreement to sell its U.S. Environmental Services business previously reported as the Environmental Services segment. As a result, all assets, liabilities and results of operations for the above businesses were reclassified to discontinued operations and Newpark presented such information in its Quarterly Report on Form 10-Q for the quarter ending September 30, 2007. The following financial tables restate segment results from continuing operations and update historical consolidated statements of operations to reflect such discontinued operations for the seven quarterly periods ended September 30, 2007.

### Newpark Resources, Inc. Restated Segment Results

(Unaudited)							<u> </u>	ter Ended		. 1.24		T 20		. 1 20
(In thousands)	March 31, 2006 J		Jur	June 30, 2006		tember 30, 2006	December 31, 2006		March 31, 2007		June 30, 2007		September 30, 2007	
Segment revenues														
Fluids systems and engineering	\$	115,289	\$	111,868	\$	125,130	\$	129,091	\$	125,298	\$	131,163	\$	129,986
Mat and integrated services		29,251		31,133		22,488		17,657		23,966		18,819		23,792
Total segment revenues	\$	144,540	\$	143,001	\$	147,618	\$	146,748	\$	149,264	\$	149,982	\$	153,778
Segment operating income														
Fluids systems and engineering	\$	12,660	\$	13,143 (1)	\$	20,178 (1)	\$	20,635	\$	16,630	\$	16,323	\$	15,467
Mat and integrated services		4,343		4,216		4,594		2,078		4,600		2,273		4,555
Total segment operating income	\$	17,003	\$	17,359	\$	24,772	\$	22,713	\$	21,230	\$	18,596	\$	20,022
Segment operating margin														
Fluids systems and engineering		11.0%		11.7%		16.1%		16.0%		13.3%		12.4%		11.9%
Mat and integrated services		14.8%		13.5%		20.4%		11.8%		19.2%		12.1%		19.1%
Total segment operating margin	10	11.8%	350	12.1%	300	16.8%	100	15.5%	100	14.2%	300	12.4%		13.0%



Newpark Resources, Inc. Consolidated Statements of Operations

Restated for Discontinued Operations

(Unaudited)		YTD		
(In thousands, except per share data)	03/31/07	6/30/07	9/30/07	9/30/07
Revenues Cost of revenues	\$ 149,26 128,03		\$ 153,778 133,756	\$ 453,024 393,176
Cost of revenues	21,23		20,022	59,848
General and administrative expenses Operating income	8,15 13,07	<del></del>	4,567 15,455	17,833 42,015
Foreign currency exchange (gain) loss	10 4,42	- ()	(57)	(279)
Interest expense, net Income from continuing operations before income taxes	8,54		3,950 11,562	12,182 30,112
Provision for income taxes	2,78	· ·	3,950	10,586
Income from continuing operations	5,76		7,612	19,526
(Loss) income from discontinued operations, net of taxes	1,47		(229)	2,563
Loss from disposal of discontinued operations, net of taxes Net income	\$ 7,23	- (2,173) 4 \$ 5,299	\$ 7,383	(2,173) \$ 19,916
Basic weighted average common shares outstanding	89,82	9 89,979	90,085	89,965
Diluted weighted average common shares outstanding	90,24	8 90,671	90,542	90,503
Net income per common share (basic and diluted):				
Income from continuing operations	\$ 0.0	* ***	\$ 0.08	\$ 0.22
(Loss) income from discontinued operations	0.0		(0.00)	0.00
Net income (loss) per common share	\$ 0.0	\$ 0.06	\$ 0.08	\$ 0.22



Newpark Resources, Inc. Consolidated Statements of Operations

Restated for Discontinued Operations

(Unaudited)	Quarters Ending							YTD		
(In thousands, except per share data)	0	3/31/06	(	6/30/06	93	9/30/06	<sub>0</sub> 1	2/31/06	1	2/31/06
Revenues Cost of revenues	\$	144,541 127,540 17,001	\$	143,001 125,642 17,359	\$	147,618 122,846 24,772	\$	146,748 124,035 22,713	\$	581,908 500,063 81,845
General and administrative expenses Operating income	-	3,329 13,672	82	5,463 11,896	8) <del>-</del>	5,050 19,722	82	6,179 16,534	9	20,021 61,824
Foreign currency exchange (gain) loss Interest expense, net Income from continuing operations before income taxes Provision for income taxes Income from continuing operations (Loss) income from discontinued operations, net of taxes Loss from disposal of discontinued operations, net of taxes Net income	\$	63 4,787 8,822 3,206 5,616 569 - 6,185	\$	(575) 4,261 8,210 2,918 5,292 631 5,923	\$	16 6,160 13,546 3,813 9,733 (11,998) - (2,265)	\$	863 4,338 11,333 3,915 7,418 (49,541) (42,123)	\$	367 19,546 41,911 13,852 28,059 (60,339) - (32,280)
Basic weighted average common shares outstanding Diluted weighted average common shares outstanding		89,048 90,131		89,373 89,874		89,417 89,658		89,333 89,333		89,965 90,503
Net income per common share (basic and diluted): Income from continuing operations (Loss) income from discontinued operations Net income (loss) per common share	\$	0.06 0.01 0.07	\$	0.06 0.01 0.07	\$	0.11 (0.14) (0.03)	\$	0.08 (0.55) (0.47)	\$	0.31 (0.67) (0.36)



# **Management Biographies**

**Paul L. Howes, President & CEO:** Paul joined Newpark's Board of Directors and was appointed its Chief Executive Officer in March 2006. In June 2006, Mr. Howes also was appointed as Newpark's President. Mr. Howes' career has included experience in the defense industry, chemicals and plastics manufacturing, and the packaging industry. From 2002 until October 2005, he served as President and Chief Executive Officer of Astaris LLC, a primary chemicals company headquartered in St. Louis, Missouri, with operations in North America, Europe and South America. Prior to this, from 1997 until 2002, he served as Vice President and General Manager, Packaging Division, for Flint Ink Corporation, a global ink company headquartered in Ann Arbor, Michigan with operations in North America, Europe, Asia Pacific and Latin America.

**James E. Braun, VP & CFO:** Jim joined Newpark in October 2006 as its Vice President and Chief Financial Officer. Before joining Newpark, since 2002, Mr. Braun was Vice President, Finance, of Baker Oil Tools, one of the largest divisions of Baker Hughes Incorporated, a leading provider of drilling, formation evaluation, completion and production products and services to the worldwide oil and gas industry. From 1998 until 2002, Mr. Braun was Vice President, Finance and Administration, of Baker Petrolite, the oilfield specialty chemical business division of Baker Hughes Incorporated. Previously, he served as Vice President and Controller of Baker Hughes Incorporated, and he was with Deloitte & Touche prior to joining Baker Hughes Incorporated.

Mark J. Airola, GC & Admin Officer: Mark joined Newpark in October 2006 as its Vice President, General Counsel and Chief Administrative Officer. Mr. Airola has practiced law for 22 years, primarily with large, publicly traded companies. Most recently, Mr. Airola was Assistant General Counsel and Chief Compliance Officer for BJ Services Company, a leading provider of pressure pumping and other oilfield services to the petroleum industry, serving as an executive officer since 2003. From 1988 to 1995, he held the position of Senior Litigation Counsel at Cooper Industries, Inc., a global manufacturer of electrical products and tools, with initial responsibility for managing environmental regulatory matters and litigation and subsequently managing the company's commercial litigation.



# **Management Biographies**

**Bruce C. Smith, President Fluids Systems and Engineering:** Bruce joined Newpark in April 1998 as Vice President, International. Since October 2000, he has served as President of its subsidiary Newpark Drilling Fluids, L.P. Prior to joining Newpark, Mr. Smith was the Managing Director of the U.K. operations of M-I Swaco, a competitor of Newpark Drilling Fluids, where he was responsible for two business units, including their drilling fluids unit.

**Sean D. Mikaelian, President Mat and Integrated Services:** Sean joined Newpark in May 2006 as President of its subsidiary Soloco, LLC. Prior to joining Newpark, since 2003 he managed the \$225 million packaging division of Flint Group (formerly Flint Ink Corporation), a worldwide supplier to the printing, converting and colorant industries, as Vice President and General Manager. From 2000 to 2003, Mr. Mikaelian was Vice President of National Accounts of the packaging division.

**Samuel L. Cooper, President Environmental Services:** Sammy joined Newpark in August 2005 as Vice President-Sales and in November 2005 became President of its subsidiary, Newpark Environmental Management Company, LLC. Prior to joining Newpark, from February 2002 to July 2005, he was at USFilter, a Siemens business that recovers, recycles and reuses lubricants and fluids, where he served as Southeast Regional Business Unit Manager then as Director of Operations of the Hydrocarbon Recovery group. From August 1998 through October 2001, he served as Senior Vice President and then as Regional Vice President of U.S. Liquids Inc., a provider of liquid waste management services.

**Thomas E. Eisenman, President Excalibar Minerals LLC:** Tom joined Newpark in August 1997 as President of Excalibar Minerals LLC, when Newpark purchased Excalibar Minerals Inc., an industrial minerals processing and marketing company founded by Mr. Eisenman in 1990. Prior to starting Excalibar Minerals he had served as Vice-President of Minerals at Milpark Drilling Fluids Inc., a division of Baker Hughes Inc. from 1986 thru 1990 and President of Eisenman Chemical Co. a wholesale chemical supplier with \$65 million in annual sales to the drilling service industry from 1979 thru 1986.



# **Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act that are based on management's current expectations, estimates and projections. All statements that address expectations or projections about the future, including statements about Newpark's strategy for growth, product development, market position, expected expenditures and financial results are forward-looking statements. Some of the forward-looking statements may be identified by words like "expects," "anticipates," "plans," "intends," "projects," "indicates," and similar expressions. These statements are not guarantees of future performance and involve a number of risks, uncertainties and assumptions. Many factors, including those discussed number of risks, uncertainties and assumptions. Many factors, including those discussed more fully elsewhere in this presentation and in documents filed with the Securities and Exchange Commission by Newpark, particularly to its Form 10-K for the year ended December 31, 2006, as well as others, could cause results to differ materially from those stated. These factors include, but are not limited to, the investigation of the matter by the Securities and Exchange Commission; claims by our former CEO and CFO related to their terminations of employment; changes in the laws, regulations, policies and economic conditions, including inflation, interest and foreign currency exchange rates, of countries in which Newpark does business; competitive pressures; successful integration of structural changes, including restructuring plans, acquisitions, divestitures and alliances; cost of raw materials, research and development of new products, including regulatory approval and market acceptance; and seasonality of sales of Newpark products. Newpark's filings with the Securities and Exchange Commission can be obtained at no charge at www.sec.gov, as well as through our website at www.newpark.com.

January 2008 Company Fact Sheet NEWPARK RESOURCES, INC.

NYSE: NR New Leadership, New Focus, New Strategy

www.Newpark.com

- **Recognized Name in Drilling Fluids.** Newpark is one of the leading providers of proprietary drilling fluids to the oil and gas industry. Fluids segment revenues have experienced brisk growth of 31% compound annual growth rate over the last four fiscal years and accounts for over 80% of total Company revenues.
- **Broadening Scope of Mats & Integrated Services.** Newpark's Mats & Integrated Services segment is a leading provider of well site construction services. As one of the first service providers on site, providing road and worksite access construction, Newpark plans to leverage this customer relationship to expand service offerings and its geographic presence. The purchase of SEM Construction Co. in Colorado is consistent with this strategy, and expands segment operations to well site management and equipment rental.
- **International Growth.** Newpark is targeting select international markets which provide exceptional growth opportunities. Through Ava, S.p.A, its Mediterranean-based fluids business, Newpark has established a solid foothold in the North African market and has expanded to the Eastern European market. Year-to-date Q3 2007 revenues at Ava have increased by 45%. Ava is expected to continue to drive growth over the coming periods. Newpark has also set up operations in Brazil and expects its first revenues in this region by year end 2007.
- **Deepwater Presence.** With greater deepwater activity levels worldwide, it is essential that Newpark's fluids product line meet the rigors of deepwater drilling. Newpark's three-year contract to provide deepwater fluid systems to ENI is a major milestone and validates the Company's competitiveness in this market.
- **Operational Focus and Capital Discipline.** The Company's strategic plan, initiated in early 2007, entails: (1) an operational refocusing with an emphasis on growing the Fluids and Mats & Integrated Services segments; (2) divestiture of non-core operations; and (3) debt reduction. Newpark has made significant progress on its plan. It has sold off non-performing assets and consolidated operations within Mats. Debt had steadily been paid down since the beginning of 2007. Once the pending sale of its environmental services business closes (expected to happen in 1Q08), Newpark expects to free up excess liquidity to better position itself to pursue growth opportunities in Fluids and Mats & Integrated Services.

Price (December 27, 2007) \$5.21

#### Stock Data

Fiscal Year-End:		December
Symbol / Exchange:	1	NR / NYSE
52-Week Range:	\$	4.87-\$8.41
Diluted Common Shares O/S:	\$	90.5mm
Market Capitalization:	\$	472mm
Total Enterprise Value (TEV) <sup>1)</sup> :	\$	643mm
Average Daily Volume (L3M):		442,264
Insider Ownership <sup>2)</sup> :		2.3%
13F Institutional Ownership <sup>3)</sup> :		92.1%

### **Financial Data**

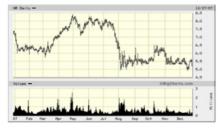
	12/31/06	9/30/07
Total Cash:	\$ 12.7mm	\$ 7.4mm
Total Debt:	\$213.0mm	\$178.2mm
Total Stockholders' Equity:	\$323.1mm	\$352.6mm
Net Debt / Net Book Capital:	38.3%	32.6%
	2006	9M2007
Revenue (\$mm) 4):	\$ 581.9	\$ 453.0

	 2006	 9N12007
Revenue (\$mm) <sup>4)</sup> :	\$ 581.9	\$ 453.0
Operating Income (\$mm) <sup>4)</sup> :	\$ 61.8	\$ 42.0
EPS <sup>4)</sup> :	\$ 0.31	\$ 0.22

### Segment Data

Revenue Mix <sup>4)</sup>	9M2007
North America / International	87% / 13%
Fluid Systems / Mats	85% / 15%

### Stock Price (1-year price performance)



- 1) Total Enterprise Value (TEV) defined as market capitalization plus total debt less cash.
- 2) Represents executive officers and directors as disclosed in the latest Proxy Statement on file with the SEC.
- 3) As reported by Bigdough
- 4) Revenue, operating income, EPS and revenue mix data is based on results from continuing operations.

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### COMPANY OVERVIEW

Newpark Resources, Inc. is a worldwide provider of proprietary drilling fluids, temporary access roads for oilfield and other commercial markets, and well site construction, management and equipment rentals. The Company operates in the U.S. Gulf Coast, West Texas, the U.S. Mid-continent, the U.S. Rocky Mountains, Canada, Mexico, Brazil and areas of Europe and North Africa surrounding the Mediterranean Sea.

### Fluids: Newpark's Foundation and Platform for Growth

Drilling fluids represent the core of Newpark's business, accounting for over 80% of total Company revenues. It has been Newpark's fastest growing business segment, with a 31% compound annual growth rate (CAGR) over the last four years.

Drilling fluids serve a fundamental and critical function in oil and gas drilling as part of a rig's "circulation system," and different drilling conditions call for fluids of varying density, viscosity and weight. Fluids perform multiple functions, e.g., removing well cuttings, cleaning and cooling the drill bit, and well pressure control, under a host of conditions. Thus, fluids can be deceptively technological, and superior product performance can yield substantial benefits. Here, Newpark has excelled by providing versatile water-based drilling solutions, such as its DeepDrill and FlexDrill systems, that not only effectively address multiple performance applications, but are also environmentally friendly.

Newpark ranks fourth in both domestic and global drilling fluids market share, with a 12% domestic share and 7% global share. Long term, Newpark plans to leverage its strength in fluids to grow both organically and via targeted acquisitions worldwide.

### **Expanding Scope of Mats & Integrated Services**

Newpark's Mats & Integrated Services segment is the other significant foundation on which the Company's growth story will be built upon. Revenues in this segment have grown at a 12% CAGR over the last four years.

This business is largely comprised of the rental and sale of interlocking composite and wooden mat systems to facilitate work in unstable soil conditions common around remote drilling worksites. Such services can also be used in other commercial applications. Because it is often one of the first service providers on a worksite, and the services are so fundamental to well site preparation, Newpark believes it can leverage this position to offer a broader array of services to its E&P customers. Newpark is also broadening the geographic reach of Mats & Integrated Services operations beyond its core Gulf Coast market, evidenced by its push into the northern Louisiana site construction business. Consistent with this strategic goal is the purchase of SEM Construction in Colorado, which expands Newpark into well site management as well as equipment rentals in Western Colorado.

#### Growing Presence in International & Deepwater Markets

Oil and gas activity will continue to move towards more challenging environments in less-explored areas of the globe. Newpark has targeted overseas markets as a major growth initiative, and its 2002 acquisition of Ava S.p.A, which gave the Company exposure in the Mediterranean and North African markets, has been pivotal in driving international growth. Recently, Ava sales have expanded to Eastern Europe. Ava's revenues over the last three fiscal years have experienced a healthy 35% CAGR to nearly \$62 million for 2006. Brisk growth at Ava continues in 2007, with revenues up 45% through the first nine months of 2007.

International expansion also has some overlap with the deepwater exploration play. For instance, Newpark has targeted the South American market and has been in the process of establishing operations in Brazil. The Company plans to first establish itself in the Brazilian land market, and then expand into the country's offshore market. First revenues out of South America are expected by year end 2007. Newpark is also active in domestic deepwater development, as it was awarded a three-year deepwater Gulf of Mexico contract with ENI during the first quarter of 2007. This milestone award validates the Company's competitively positioned fluids systems product offerings for the deepwater markets

### Executing on the Strategic Plan

In March 2007, Newpark's new management team, led by CEO Paul Howes, rolled out a new strategic plan that called for a refocusing of operations on growing and improving profitability within the Fluids and Mats & Integrated Services segments, the divestiture of non-core and poor performing assets, and a reduction of debt. 2007 has been a transitional year as these initiatives are implemented. Progress has been made since the plan rollout, including the consolidation of the Mats segment and sale of the Batson, Texas sawmill facility.

A cornerstone of the refocusing strategy is the Company's exit from environmental services, which management deemed as not in Newpark's long-term goals of profitability enhancement and growth. In late 2007, the Company announced the sale of its Environmental Services business for \$81.5 million in cash, with a potential \$8 million additional payment under a five-year earn-out provision. Closing of the sale is expected during 1Q08. Prior to the sale, Newpark had already reduced debt by about \$35 million over the past three quarters. With proceeds from the Environmental Services sale, Newpark will be well-capitalized to pursue growth opportunities that build on its fluids and integrated oilfield services operations.

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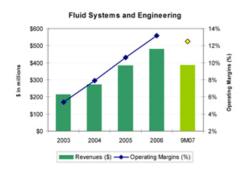


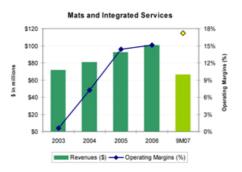
### GROWING SHARE IN THE DRILLING & COMPLETION FLUIDS MARKET

# 1999 Fluids Market Share 2006 Fluids Market Share Smith Intl 38% Hallburton 27% Others 21% Newpark 13% Newpark 12% 7%

Source: Spears & Associates, Inc.

### STRONG REVENUE AND MARGIN GROWTH IN BOTH BUSINESS SEGMENTS





Source: Company Reports

### INTERNATIONAL EXPANSION: PLANNING AND EXECUTING





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#### Newpark Resources, Inc.

### **Company Headquarters**

2700 Research Forest Drive, Suite 100 The Woodlands, Texas 77381 (281) 362-6800 www.newpark.com

### **Reader Advisory and Forward Looking Statements**

This Fact Sheet is presented as a brief company overview for the information of investors, analysts and other parties with an interest in the Company. Newpark's management hopes that this Fact Sheet will encourage analysts and investors to investigate more about the Company through its Securities and Exchange Commission (SEC) filings, press releases and other public materials. This Fact Sheet does not constitute an offer to sell or a solicitation of an offer to buy any securities of the Company. This Fact Sheet contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act that are based on management's current expectations, estimates and projections. All statements that address expectations or projections about the future, including statements about Newpark's strategy for growth, product development, market position, expected expenditures and financial results are forward-looking statements. Some of the forward-looking statements may be identified by words like "expects," "anticipates," "plans," "intends," "projects," "indicates," and similar expressions. These statements are not guarantees of future performance and involve a number of risks, uncertainties and assumptions. Many factors, including those discussed more fully elsewhere in this Fact Sheet and in documents filed with the Securities and Exchange Commission by Newpark, particularly its Annual Report on Form 10-K for the year ended December 31, 2006, as well as others, could cause results to differ materially from those stated. These factors include, but are not limited to, the investigation of the certain accounting matters by the Securities and Exchange Commission; changes in the laws, regulations, policies and economic conditions, including inflation, interest and foreign currency exchange rates, of countries in which Newpark does business; competitive pressures; successful integration of structural changes, including restructuring plans, acquisitions, divestitures and alliances; cost of raw materials, resear

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