### **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): August 3, 2021



### Newpark Resources, Inc.

(Exact name of registrant as specified in its charter)

Delaware 001-02960 72-1123385 (State or other jurisdiction of incorporation) (Commission File Number) (I.R.S. Employer Identification No.) 9320 Lakeside Boulevard, Suite 100 The Woodlands, Texas 77381 (Zip Code) (Address of principal executive offices) Registrant's telephone number, including area code: (281) 362-6800 Not Applicable (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)) Securities registered pursuant to Section 12(b) of the Act: Title of each class Trading Symbol(s) Name of each exchange on which registered Common Stock, \$0.01 par value NR New York Stock Exchange Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or

revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\square$ 

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Emerging growth company  $\square$ 

#### Item 2.02. Results of Operations and Financial Condition.

On August 3, 2021, Newpark Resources, Inc. (the "Company") issued a press release announcing financial information for the three and six months ended June 30, 2021. The press release is attached to this Current Report on Form 8-K as Exhibit 99.1 and is incorporated herein by reference.

The information in Item 2.02 of this Current Report on Form 8-K and the information in the exhibit attached hereto shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act except as expressly set forth by specific reference in such filing.

#### Use of Non-GAAP Financial Information

To help understand the Company's financial performance, the Company has supplemented its financial results that it provides in accordance with generally accepted accounting principles ("GAAP") with non-GAAP financial measures. Such financial measures include earnings before interest, taxes, depreciation and amortization ("EBITDA"), EBITDA Margin, Free Cash Flow, Net Debt, and the Ratio of Net Debt to Capital.

We believe these non-GAAP financial measures are frequently used by investors, securities analysts and other parties in the evaluation of our performance and liquidity with that of other companies in our industry. Management uses these measures to evaluate our operating performance, liquidity and capital structure. In addition, our incentive compensation plan measures performance based on our consolidated EBITDA, along with other factors. The methods we use to produce these non-GAAP financial measures may differ from methods used by other companies. These measures should be considered in addition to, not as a substitute for, financial measures prepared in accordance with GAAP. Applicable reconciliations to the nearest GAAP financial measure of each non-GAAP financial measure are included in the attached Exhibit 99.1.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.

99.1

Description

Press release issued by Newpark Resources, Inc. on August 3, 2021

104 Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101)

## **SIGNATURES**

By:\_\_\_\_

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. (Registrant)

Date: August 3, 2021

/s/ Gregg S. Piontek

Gregg S. Piontek

Senior Vice President and Chief Financial Officer

(Principal Financial Officer)



# **NEWS RELEASE**

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Senior Vice President and Chief
Financial Officer
Newpark Resources, Inc.
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# NEWPARK RESOURCES REPORTS SECOND QUARTER 2021 RESULTS

THE WOODLANDS, TX – August 3, 2021 – Newpark Resources, Inc. (NYSE: NR) ("Newpark" or the "Company") today announced results for its second quarter ended June 30, 2021. Total revenues for the second quarter of 2021 were \$142.2 million compared to \$141.2 million for the first quarter of 2021 and \$101.9 million for the second quarter of 2020. Net loss for the second quarter of 2021 was \$6.0 million, or (\$0.07) per share, compared to a net loss of \$5.4 million, or (\$0.06) per share, for the first quarter of 2021, and a net loss of \$26.2 million, or (\$0.29) per share, for the second quarter of 2020.

Second quarter 2021 results include a \$1.0 million pre-tax gain in the Industrial Solutions segment (\$0.01 per share after-tax) related to a legal settlement as well as \$0.6 million of pre-tax charges in the Fluids Systems segment (\$0.01 per share after-tax) related to severance costs.

Paul Howes, Newpark's President and Chief Executive Officer, stated, "Our second quarter results reflect another step forward in our strategy execution, as we continue to reshape and position the Company for sustainable and profitable growth. Consolidated revenues improved 1% sequentially to \$142 million, with a 28% increase in international Fluids Systems revenues and a 15% improvement in Industrial Solutions rental and service revenues offsetting the previously anticipated pullback in Industrial Solutions product sales.

"Our Industrial Solutions business continues to demonstrate the value of our diversification efforts, as we expand our presence in the power transmission and other industrial end-markets. As anticipated, coming off the exceptionally strong first quarter product sales, segment revenues declined 15% sequentially to \$45 million in the second quarter, as site access product sales pulled back to \$10 million for the quarter. Partially offsetting the product sales reduction, rental and service revenues improved 15% sequentially, contributing \$33 million of revenues in the second quarter, including a record \$25 million contribution from the power transmission and other industrial end-markets, reflecting strong performance both in the U.S. and the United Kingdom. With the lower revenue, our Industrial Solutions operating margin declined modestly to 22% in the second quarter."

Howes continued, "In the Fluids Systems segment, revenues improved 11% sequentially, benefitting from project start-ups and the early phases of recovery within certain international markets, following the COVID-related disruptions that significantly impacted the previous four quarters. Our international revenues improved 28% sequentially to \$35 million in the second quarter, benefitting primarily from improvements in Europe and North Africa. In North America, revenues improved modestly to \$62 million, with a 19% improvement in the U.S. largely offset by the seasonal pullback in Canada. Despite the revenue growth and positive earnings contribution from our international business, the Fluids segment remained below EBITDA break-even in the second quarter, impacted by elevated operating expenses, including employee severance and costs associated with our ongoing inventory rationalization efforts. In addition, the quarter was impacted by an unfavorable sales mix on U.S. land, which we expect to normalize going forward.

"For the first half of 2021, we generated \$26 million of cash from operations, while leveraging our capital-light business model to deliver \$25 million of Free Cash Flow, ending the second quarter with a total debt balance of \$78 million and a cash balance of \$35 million," added Howes. "With an improving economic outlook and a very modest debt burden, we are well positioned to fund our growth objectives and generate strong free cash flow over the long-term."

# Balance Sheet Classification of Convertible Notes due December 2021

Our U.S. asset-based loan facility ("ABL Facility") requires that we meet certain minimum financial requirements to include eligible rental mat assets in the ABL Facility borrowing availability as well as to utilize the ABL Facility to fund the repayment of our Convertible Notes. As measured on the trailing twelve-month period ended June 30, 2021, we have satisfied these ABL Facility requirements and intend to fund the repayment of the Convertible Notes due December 2021 utilizing borrowings under the ABL Facility, which matures in March 2024. Accordingly, the Convertible Notes were reclassified from current debt to long-term debt in the June 30, 2021 balance sheet. After giving effect to satisfying the ABL Facility requirements, total availability under the ABL Facility is \$108 million, inclusive of \$24 million in eligible rental mats, with \$21 million outstanding as of August 2, 2021.

# **Segment Results**

The Fluids Systems segment generated revenues of \$97.1 million for the second quarter of 2021 compared to \$87.8 million for the first quarter of 2021 and \$74.7 million for the second quarter of 2020. Segment operating loss was \$6.5 million for the second quarter of 2021 compared to an operating loss of \$6.8 million for the first quarter of 2021 and an operating loss of \$25.1 million for the second quarter of 2020. Operating loss for the second quarter of 2021 includes \$0.6 million of charges related to severance costs. Operating loss for the second quarter of 2020 included \$11.7 million of charges primarily related to inventory write-downs, severance costs, and facility exit costs.

The Industrial Solutions segment generated revenues of \$45.2 million for the second quarter of 2021 compared to \$53.3 million for the first quarter of 2021 and \$27.3 million for the second quarter of 2020. Segment operating income was \$10.1 million for the second quarter of 2021 compared to \$13.1 million for the first quarter of 2021 and \$1.0 million for the second quarter of 2020. Operating income for the second quarter of 2021 includes a \$1.0 million gain related to a legal settlement.

### **Conference Call**

Newpark has scheduled a conference call to discuss second quarter of 2021 results and its near-term operational outlook, which will be broadcast live over the Internet, on Wednesday, August 4, 2021 at 10:00 a.m. Eastern Time / 9:00 a.m. Central Time. To participate in the call, dial 412-902-0030 and ask for the Newpark Resources call at least 10 minutes prior to the start time, or access it live over the Internet at www.newpark.com. For those who cannot listen to the live call, a replay will be available through August 18, 2021 and may be accessed by dialing 201-612-7415 and using pass code 13720703#. Also, an archive of the webcast will be available shortly after the call at www.newpark.com for 90 days.

Newpark Resources, Inc. is a geographically diversified supplier providing products, as well as rentals and services to a variety of industries, including oil and gas exploration, electrical transmission & distribution, pipeline, renewable energy, petrochemical, construction, and other industries. For more information, visit our website at www.newpark.com.

This news release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. All statements other than statements of historical facts are forward-looking statements. Words such as "will," "may," "could," "would," "should," "anticipates," "believes," "estimates," "expects," "plans," "intends," and similar expressions are intended to identify these forward-looking statements but are not the exclusive means of identifying them. These statements are not guarantees that our expectations will prove to be correct and involve a number of risks, uncertainties, and assumptions. Many factors, including those discussed more fully elsewhere in this release 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, 2020, as well as others, could cause actual plans or results to differ materially from those expressed in, or implied by, these statements. These risk factors include, but are not limited to, risks related to the COVID-19 pandemic; the worldwide oil and natural gas industry; our customer concentration and reliance on the U.S. exploration and production market; our international operations; operating hazards present in the oil and natural gas industry and substantial liability claims, including catastrophic well incidents; our contracts that can be terminated or downsized by our customers without penalty; our product offering expansion; our ability to attract, retain and develop qualified leaders, key employees and skilled personnel; the availability of raw materials; business acquisitions and capital investments; our market competition; technological developments and intellectual property in our industry; severe weather, natural disasters, and seasonality; our cost and continued availability of borrowed funds, including noncompliance with debt covenants; environmental laws and regulations; our legal compliance; the inherent limitations of insurance coverage; income taxes; cybersecurity breaches or business system disruptions; our ability to maintain compliance with the New York Stock Exchange's continued listing requirements; and our amended and restated bylaws, which could limit our stockholders' ability to obtain what such stockholders believe to be a favorable judicial forum for disputes with us or our directors, officers or other employees. We assume no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by securities laws. 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.

# Newpark Resources, Inc. Condensed Consolidated Statements of Operations (Unaudited)

	7	Γhr	ree Months Ende	d		Six Mont	hs E	inded
(In thousands, except per share data)	June 30, 2021	N	March 31, 2021		June 30, 2020	June 30, 2021		June 30, 2020
Revenues	\$ 142,249	\$	141,172	\$	101,946	\$ 283,421	\$	266,496
Cost of revenues	124,106		119,991		112,290	244,097		258,374
Selling, general and administrative expenses	22,980		20,911		20,937	43,891		45,633
Other operating income, net	(1,590)		(274)		(742)	(1,864)		(1,086)
Operating income (loss)	(3,247)		544		(30,539)	(2,703)		(36,425)
Foreign currency exchange (gain) loss	224		(332)		781	(108)		2,763
Interest expense, net	2,164		2,408		2,912	4,572		6,113
(Gain) loss on extinguishment of debt			790		(1,334)	790		(419)
Loss before income taxes	 (5,635)		(2,322)		(32,898)	(7,957)		(44,882)
Provision (benefit) for income taxes	363		3,040		(6,654)	3,403		(6,490)
Net loss	\$ (5,998)	\$	(5,362)	\$	(26,244)	\$ (11,360)	\$	(38,392)
Calculation of EPS:								
Net loss - basic and diluted	\$ (5,998)	\$	(5,362)	\$	(26,244)	\$ (11,360)	\$	(38,392)
Weighted average common shares outstanding - basic	91,145		90,701		89,981	90,924		89,813
Dilutive effect of stock options and restricted stock awards			_		_	_		_
Dilutive effect of Convertible Notes			_		_	_		
Weighted average common shares outstanding - diluted	91,145	_	90,701		89,981	90,924		89,813
Net loss per common share - basic:	\$ (0.07)	\$	(0.06)	\$	(0.29)	\$ (0.12)	\$	(0.43)
Net loss per common share - diluted:	\$ (0.07)	\$	(0.06)	\$	(0.29)	\$ (0.12)	\$	(0.43)

## Newpark Resources, Inc. Operating Segment Results (Unaudited)

		Three	Six Months Ended					
(In thousands)	June 30, 2021	Ma	ırch 31, 2021	June 30, 2020	June 30, 2021			June 30, 2020
Revenues								
Fluids Systems	\$ 97,093	\$	87,849	\$ 74,662	\$	184,942	\$	207,467
Industrial Solutions	 45,156		53,323	 27,284		98,479		59,029
Total revenues	\$ 142,249	\$	141,172	\$ 101,946	\$	283,421	\$	266,496
Operating income (loss)								
Fluids Systems (1)	\$ (6,531)	\$	(6,767)	\$ (25,059)	\$	(13,298)	\$	(27,327)
Industrial Solutions (2)	10,143		13,130	1,005		23,273		4,067
Corporate office (3)	 (6,859)		(5,819)	 (6,485)		(12,678)		(13,165)
Total operating income (loss)	\$ (3,247)	\$	544	\$ (30,539)	\$	(2,703)	\$	(36,425)
Segment operating margin								
Fluids Systems	(6.7)%		(7.7)%	(33.6)%		(7.2)%	,	(13.2)%
Industrial Solutions	22.5 %		24.6 %	3.7 %		23.6 %	)	6.9 %

<sup>(1)</sup> Fluids Systems operating loss for both the three and six months ended June 30, 2021 includes \$0.6 million of charges related to severance costs. Fluids Systems operating loss for the three and six months ended June 30, 2020 included \$11.7 million and \$12.9 million, respectively, of charges related to inventory write-downs, severance costs, and facility exit costs.

<sup>(2)</sup> Industrial Solutions operating income for both the three and six months ended June 30, 2021 includes a \$1.0 million gain related to a legal settlement.

<sup>(3)</sup> Corporate office expenses for the three and six months ended June 30, 2020 included \$0.2 million and \$0.4 million, respectively, of charges related to severance costs.

# Newpark Resources, Inc. Condensed Consolidated Balance Sheets (Unaudited)

thousands, except share data)		June 30, 2021	December 31, 202		
ASSETS				· ·	
Cash and cash equivalents	\$	35,094	\$	24,197	
Receivables, net		142,789		141,045	
Inventories		147,191		147,857	
Prepaid expenses and other current assets		16,959		15,081	
Total current assets		342,033		328,180	
Property, plant and equipment, net		266,355		277,696	
Operating lease assets		29,067		30,969	
Goodwill		42,484		42,444	
Other intangible assets, net		23,605		25,428	
Deferred tax assets		3,566		1,706	
Other assets		2,437		2,769	
Total assets	\$	709,547	\$	709,192	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current debt	\$	11,255	\$	67,472	
Accounts payable		70,527		49,252	
Accrued liabilities		37,281		36,934	
Total current liabilities		119,063		153,658	
Long-term debt, less current portion		66,545		19,690	
Noncurrent operating lease liabilities		23,530		25,068	
Deferred tax liabilities		15,269		13,368	
Other noncurrent liabilities		8,896		9,376	
Total liabilities		233,303		221,160	
Common stock, \$0.01 par value (200,000,000 shares authorized and 109,003,762 and 107,587,786 shares					
issued, respectively)		1,090		1,076	
Paid-in capital		629,833		627,031	
Accumulated other comprehensive loss		(56,786)		(54,172)	
Retained earnings		38,510		50,937	
Treasury stock, at cost (16,956,256 and 16,781,150 shares, respectively)		(136,403)		(136,840)	
Total stockholders' equity	-	476,244		488,032	
Total liabilities and stockholders' equity	\$	709,547	\$	709,192	

# Newpark Resources, Inc. Condensed Consolidated Statements of Cash Flows (Unaudited)

Cash flows from operating activities		Six Months E	Ended June 30,
Net loss         \$ (11,360)         \$ (38,392)           Adjustments to reconcile net loss to net cash provided by operations:         ————————————————————————————————————	(In thousands)	2021	2020
Net loss         \$ (11,360)         \$ (38,392)           Adjustments to reconcile net loss to net cash provided by operations:         ————————————————————————————————————	Cash flows from operating activities:		
Inventory impairments         —         8,996           Depreciation and amortization         21,493         22,915           Stock-based compensation expense         3,273         3,077           Provision for deferred income taxes         402         (11,418)           Credit loss expense         230         726           Gain on sale of assets         (5,558)         (2,163)           (Gain) loss on extinguishment of debt         2,068         2,801           Amortization of original issue discount and debt issuance costs         2,068         2,801           Change in assets and liabilities:         (2,058         (5,594)         66,510           (Increase) decrease in receivables         (209         7,512           (Increase) decrease in receivables         (209         7,512           Increase (decrease) in accounts payable         21,344         (26,579)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accounts payable         3,203         2,503           Net cash provided by operating activities         25,837         25,013           Capital expenditures         (10,477)         (10,655)           Proceeds from sine of property, plant and equipment         9,208         7,962      <		\$ (11,360)	\$ (38,392)
Inventory impairments         —         8,996           Depreciation and amortization         21,493         22,915           Stock-based compensation expense         3,273         3,077           Provision for deferred income taxes         402         (11,418)           Credit loss expense         230         726           Gain on sale of assets         (5,558)         (2,163)           (Gain) loss on extinguishment of debt         2,068         2,801           Amortization of original issue discount and debt issuance costs         2,068         2,801           Change in assets and liabilities:         (2,058         (5,594)         66,510           (Increase) decrease in receivables         (209         7,512           (Increase) decrease in receivables         (209         7,512           Increase (decrease) in accounts payable         21,344         (26,579)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accounts payable         3,203         2,503           Net cash provided by operating activities         25,837         25,013           Capital expenditures         (10,477)         (10,655)           Proceeds from sine of property, plant and equipment         9,208         7,962      <	Adjustments to reconcile net loss to net cash provided by operations:		
Depreciation and amortization         21,433         22,915           Stock-based compensation expense         3,273         3,077           Provision for deferred income taxes         402         (11,418)           Credit loss expense         230         726           Gain on sale of asserts         (5,558)         (2,163)           (Gain) loss on extinguishment of debt         790         (449)           Amortization of original issue discount and debt issuance costs         2,068         2,801           Change in assers and liabilities:         (2,559)         66,510           (Increase) decrease in receivables         (2,236)         (5,294)           (Increase) decrease in inventories         (2,236)         (5,294)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         (10,477)         (10,655)           Capital expenditures         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,02         (5,924)           Net cash used in investing activities         (10,477)         (10,655)           Poss from financing activities         99,746         117,68 <td></td> <td>_</td> <td>8,996</td>		_	8,996
Stock-based compensation expense         3,273         3,077           Provision for deferred income taxes         402         (11,418)           Credit loss expense         230         726           Gain on sale of assets         (5,358)         (2,163)           Gain on sale of assets         790         (419)           Amortization of original issue discount and debt issuance costs         2,068         2,001           Change in assets and liabilities:         (5,594)         66,510           (Increase) decrease in reventories         (209)         7,512           (Increase) decrease in inventories         (209)         7,512           Increase (decrease) in accounts payable         21,344         (26,577)           Recash provising accivities         (10,477)         (10,655)		21,493	22,915
Provision for deferred income taxes         402         (11,418)           Credit lose seyenes         230         726           Gain on sale of assets         (5,358)         (2,163)           (Gain olos on extinguishment of debt         790         (419)           Amortization of original issue discount and debt issuance costs         2,068         2,801           Change in assets and flabilities:         (1000)         7,512           (Increase) decrease in receivables         (5,594)         66,510           (Increase) decrease in inventories         (209)         7,512           Increase (decrease) in accounts payable         21,344         26,577           Increase (decrease) in accounts payable         21,344         26,577           Increase (decrease) in accounts payable         21,343         25,013           Vec cash provided by operating activities         25,837         25,013           Cash flows from investing activities         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         (10,477)         (10,555)           Proceeds from sale of property, plant and equipment         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         (10,477)         (10,655)           Payments on lines of credit		3,273	3,077
Gain on sale of assets         (5,358)         (2,163)           (Gain) loss on extinguishment of debt         790         (419)           Amortization of original issue discount and debt issuance costs         2,081           Change in assets and liabilities:         (5,594)         66,510           (Increase) decrease in receivables         (209)         7,512           (Increase) decrease in inventories         (209)         7,512           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities         (10,477)         10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (10,477)         10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (10,477)         (1,655)           Purchase of credit         97,746         117,068           Payments on lines of credit         97,746         117,068           Payments on lines of credit         (1,8107)         (2,	<u> </u>	402	(11,418)
Gain on sale of assets         (5,358)         (2,163)           (Gain) loss on extinguishment of debt         790         (419)           Amortization of original issue discount and debt issuance costs         2,081           Change in assets and liabilities:         (5,594)         66,510           (Increase) decrease in receivables         (209)         7,512           (Increase) decrease in inventories         (209)         7,512           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities         (10,477)         10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (10,477)         10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (10,477)         (1,655)           Purchase of credit         97,746         117,068           Payments on lines of credit         97,746         117,068           Payments on lines of credit         (1,8107)         (2,	Credit loss expense	230	726
(Gain) loss on extinguishment of debt         790         (419)           Amortization of original issue discount and debt issuance costs         2,06         2,801           Change in assets and liabilities:         (10,000         66,510           (Increase) decrease in receivables         (209)         7,512           (Increase) decrease in inventories         (209)         7,512           (Increase) decrease in inventories         (2,236)         (5,294)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cashifows from investing activities         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities         97,746         117,068           Payment son lines of credit         (10,049)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (1,950)		(5,358)	(2,163)
Amortization of original issue discount and debt issuance costs         2,068         2,801           Change in assets and liabilities:         (5,594)         66,510           (Increase) decrease in receivables         (209)         7,512           (Increase) decrease in inventories         (2,236)         (5,294)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities         (1,269)         (2,692)           Cash used in investing activities         97,746         117,068           Porrowings on lines of property, plant and equipment         97,746         117,068           Payments in investing activities         (10,049)         (116,0207)           Purchases from financing activities         (18,107)         (29,124)           Porceeds from term loan         8,258         —           Debt issuance costs </td <td>(Gain) loss on extinguishment of debt</td> <td></td> <td></td>	(Gain) loss on extinguishment of debt		
Change in assets and liabilities:         (Increase) decrease in receivables         65.594         66.510           (Increase) decrease in inventories         (209)         7.512           Increase in other assets         (2,236)         (5.294)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in account guitabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities         97,746         117,068           Borrowings on lines of credit         97,746         116,207           Purchase of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchase of treasury stock         (1,350)         (326)           Other financing activities         (13,30)         (36,10)           Effect of exchange rate changes on cash         (591)		2,068	
(Increase) decrease in inventories         (5,594)         66,510           (Increase) decrease in inventories         (209)         7,512           Increase in other assets         (2,236)         (5,294)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (12,69)         (2,692)           Cash flows from financing activities         (12,69)         (2,692)           Borrowings on lines of credit         (10,469)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (13,30)         (326)           Other financing activities         (13,310)         (26,109)           Effect of exchange rate changes on cash         (591)         (2,713)		ŕ	•
(Increase) decrease in inventories         (209)         7,512           Increase in other assets         (2,236)         (5,294)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities         (1,269)         (2,692)           Cash flows from financing activities         97,746         117,068           Payments on lines of credit         (100,469)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (13,30)         326           Other financing activities         (38)         2,480           Net cash used in financing activities         (39)         (2,713)           Ket		(5,594)	66,510
Increase in other assets         (2,236)         (5,294)           Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities:			7,512
Increase (decrease) in accounts payable         21,344         (26,577)           Increase (decrease) in accounts labilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities:	Increase in other assets	* *	
Increase (decrease) in accrued liabilities and other         994         (3,261)           Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities:	Increase (decrease) in accounts payable		
Net cash provided by operating activities         25,837         25,013           Cash flows from investing activities:           Capital expenditures         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities         97,746         117,068           Borrowings on lines of credit         (100,469)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (1,350)         (366)           Other financing activities         808         2,480           Net cash used in financing activities         (13,310)         (26,109)           Effect of exchange rate changes on cash         (591)         (2,713)           Net increase (decrease) in cash, cash equivalents, and restricted cash         10,667         (6,501)           Cash, cash equivalents, and restricted cash at beginning of period         30,348         56,863	• •		*
Capital expenditures         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities:           Borrowings on lines of credit         97,746         117,068           Payments on lines of credit         (100,469)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (1,350)         (326)           Other financing activities         808         2,480           Net cash used in financing activities         (591)         (2,713)           Effect of exchange rate changes on cash         (591)         (2,713)           Net increase (decrease) in cash, cash equivalents, and restricted cash         10,667         (6,501)           Cash, cash equivalents, and restricted cash at beginning of period         30,348         56,863	· · · · · · · · · · · · · · · · · · ·	25,837	
Capital expenditures         (10,477)         (10,655)           Proceeds from sale of property, plant and equipment         9,208         7,963           Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities:           Borrowings on lines of credit         97,746         117,068           Payments on lines of credit         (100,469)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (1,350)         (326)           Other financing activities         808         2,480           Net cash used in financing activities         (591)         (2,713)           Effect of exchange rate changes on cash         (591)         (2,713)           Net increase (decrease) in cash, cash equivalents, and restricted cash         10,667         (6,501)           Cash, cash equivalents, and restricted cash at beginning of period         30,348         56,863	Cash flows from investing activities:		
Net cash used in investing activities         (1,269)         (2,692)           Cash flows from financing activities:         Section of credit         97,746         117,068         117,069         117,068         117,069         117,069         117,069         117,069         117,069         117,069         117,069         117,069         117,069         117,069 <td></td> <td>(10,477)</td> <td>(10,655)</td>		(10,477)	(10,655)
Cash flows from financing activities:         Borrowings on lines of credit       97,746       117,068         Payments on lines of credit       (100,469)       (116,207)         Purchases of Convertible Notes       (18,107)       (29,124)         Proceeds from term loan       8,258       —         Debt issuance costs       (196)       —         Purchases of treasury stock       (1,350)       (326)         Other financing activities       808       2,480         Net cash used in financing activities       (13,310)       (26,109)         Effect of exchange rate changes on cash       (591)       (2,713)         Net increase (decrease) in cash, cash equivalents, and restricted cash       10,667       (6,501)         Cash, cash equivalents, and restricted cash at beginning of period       30,348       56,863	Proceeds from sale of property, plant and equipment	9,208	7,963
Borrowings on lines of credit         97,746         117,068           Payments on lines of credit         (100,469)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (1,350)         (326)           Other financing activities         808         2,480           Net cash used in financing activities         (13,310)         (26,109)           Effect of exchange rate changes on cash         (591)         (2,713)           Net increase (decrease) in cash, cash equivalents, and restricted cash         10,667         (6,501)           Cash, cash equivalents, and restricted cash at beginning of period         30,348         56,863	Net cash used in investing activities	(1,269)	(2,692)
Payments on lines of credit         (100,469)         (116,207)           Purchases of Convertible Notes         (18,107)         (29,124)           Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (1,350)         (326)           Other financing activities         808         2,480           Net cash used in financing activities         (13,310)         (26,109)           Effect of exchange rate changes on cash         (591)         (2,713)           Net increase (decrease) in cash, cash equivalents, and restricted cash         10,667         (6,501)           Cash, cash equivalents, and restricted cash at beginning of period         30,348         56,863	Cash flows from financing activities:		
Purchases of Convertible Notes       (18,107)       (29,124)         Proceeds from term loan       8,258       —         Debt issuance costs       (196)       —         Purchases of treasury stock       (1,350)       (326)         Other financing activities       808       2,480         Net cash used in financing activities       (13,310)       (26,109)         Effect of exchange rate changes on cash       (591)       (2,713)         Net increase (decrease) in cash, cash equivalents, and restricted cash       10,667       (6,501)         Cash, cash equivalents, and restricted cash at beginning of period       30,348       56,863	Borrowings on lines of credit	97,746	117,068
Proceeds from term loan         8,258         —           Debt issuance costs         (196)         —           Purchases of treasury stock         (1,350)         (326)           Other financing activities         808         2,480           Net cash used in financing activities         (13,310)         (26,109)           Effect of exchange rate changes on cash         (591)         (2,713)           Net increase (decrease) in cash, cash equivalents, and restricted cash         10,667         (6,501)           Cash, cash equivalents, and restricted cash at beginning of period         30,348         56,863	Payments on lines of credit	(100,469)	(116,207)
Debt issuance costs         (196)         —           Purchases of treasury stock         (1,350)         (326)           Other financing activities         808         2,480           Net cash used in financing activities         (13,310)         (26,109)           Effect of exchange rate changes on cash         (591)         (2,713)           Net increase (decrease) in cash, cash equivalents, and restricted cash         10,667         (6,501)           Cash, cash equivalents, and restricted cash at beginning of period         30,348         56,863	Purchases of Convertible Notes	(18,107)	(29,124)
Purchases of treasury stock (1,350) (326) Other financing activities 808 2,480 Net cash used in financing activities (13,310) (26,109)  Effect of exchange rate changes on cash  Net increase (decrease) in cash, cash equivalents, and restricted cash (6,501) Cash, cash equivalents, and restricted cash at beginning of period 30,348 56,863	Proceeds from term loan	8,258	
Other financing activities8082,480Net cash used in financing activities(13,310)(26,109)Effect of exchange rate changes on cash(591)(2,713)Net increase (decrease) in cash, cash equivalents, and restricted cash10,667(6,501)Cash, cash equivalents, and restricted cash at beginning of period30,34856,863	Debt issuance costs	(196)	_
Net cash used in financing activities(13,310)(26,109)Effect of exchange rate changes on cash(591)(2,713)Net increase (decrease) in cash, cash equivalents, and restricted cash10,667(6,501)Cash, cash equivalents, and restricted cash at beginning of period30,34856,863	Purchases of treasury stock	(1,350)	(326)
Effect of exchange rate changes on cash(591)(2,713)Net increase (decrease) in cash, cash equivalents, and restricted cash10,667(6,501)Cash, cash equivalents, and restricted cash at beginning of period30,34856,863			
Net increase (decrease) in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash at beginning of period 10,667 30,348 56,863	Net cash used in financing activities	(13,310)	(26,109)
Cash, cash equivalents, and restricted cash at beginning of period 30,348 56,863	Effect of exchange rate changes on cash	(591)	(2,713)
	Net increase (decrease) in cash, cash equivalents, and restricted cash	10,667	(6,501)
Cash cash equivalents, and restricted cash at end of period \$\\41.015\\\$50.362	Cash, cash equivalents, and restricted cash at beginning of period	30,348	56,863
	Cash, cash equivalents, and restricted cash at end of period	\$ 41,015	\$ 50,362

### Newpark Resources, Inc. Non-GAAP Reconciliations (Unaudited)

To help understand the Company's financial performance, the Company has supplemented its financial results that it provides in accordance with generally accepted accounting principles ("GAAP") with non-GAAP financial measures. Such financial measures include earnings before interest, taxes, depreciation and amortization ("EBITDA"), EBITDA Margin, Free Cash Flow, Net Debt, and the Ratio of Net Debt to Capital.

We believe these non-GAAP financial measures are frequently used by investors, securities analysts and other parties in the evaluation of our performance and liquidity with that of other companies in our industry. Management uses these measures to evaluate our operating performance, liquidity and capital structure. In addition, our incentive compensation plan measures performance based on our consolidated EBITDA, along with other factors. The methods we use to produce these non-GAAP financial measures may differ from methods used by other companies. These measures should be considered in addition to, not as a substitute for, financial measures prepared in accordance with GAAP.

#### **EBITDA and EBITDA Margin**

The following tables reconcile the Company's net income (loss) or segment operating income (loss) calculated in accordance with GAAP to the non-GAAP financial measure of EBITDA:

Consolidated Three Months Ended						Six Months Ended				
(In thousands)		June 30, 2021	Mar	ch 31, 2021		June 30, 2020		June 30, 2021		June 30, 2020
Net loss (GAAP) (1)	\$	(5,998)	\$	(5,362)	\$	(26,244)	\$	(11,360)	\$	(38,392)
Interest expense, net		2,164		2,408		2,912		4,572		6,113
Provision (benefit) for income taxes		363		3,040		(6,654)		3,403		(6,490)
Depreciation and amortization		10,663		10,830		11,462		21,493		22,915
EBITDA (non-GAAP) (1)	\$	7,192	\$	10,916	\$	(18,524)	\$	18,108	\$	(15,854)

(1) Net loss and EBITDA for the three and six months ended June 30, 2021 includes a \$1.0 million gain related to a legal settlement as well as \$0.6 million of charges related to severance costs. Net loss and EBITDA for the three months ended March 31, 2021 and six months ended June 30, 2021 include a \$0.8 million loss associated with the purchase of a portion of our convertible notes on the open market. Net loss and EBITDA for the three months ended June 30, 2020 included \$10.6 million of charges, consisting of a \$1.3 million gain associated with the purchase of a portion of our convertible notes on the open market and a total of \$11.9 million of charges related to inventory write-downs, severance costs, and facility exit costs. Net loss and EBITDA for the six months ended June 30, 2020 included \$12.9 million of charges, consisting of a \$0.4 million gain associated with the purchase of a portion of our convertible notes on the open market and a total of \$13.3 million of charges related to inventory write-downs, severance costs, and facility exit costs.

# Newpark Resources, Inc.

Non-GAAP Reconciliations (Continued)

(Unaudited)

Fluids Systems	1	Three I	Six Months Ended					
(In thousands)	June 30, 2021	Mar	ch 31, 2021	June 30, 2020		June 30, 2021		June 30, 2020
Operating loss (GAAP) (1)	\$ (6,531)	\$	(6,767)	\$ (25,059)	\$	(13,298)	\$	(27,327)
Depreciation and amortization	4,537		4,627	5,225		9,164		10,459
EBITDA (non-GAAP) (1)	 (1,994)		(2,140)	(19,834)		(4,134)		(16,868)
Revenues	97,093		87,849	74,662		184,942		207,467
Operating Margin (GAAP)	 (6.7)%		(7.7)%	(33.6)%		(7.2)%	)	(13.2)%
EBITDA Margin (non-GAAP)	 (2.1)%		(2.4)%	(26.6)%		(2.2)%		(8.1)%

<sup>(1)</sup> Operating loss and EBITDA for the three and six months ended June 30, 2021 includes \$0.6 million of charges related to severance costs. Operating loss and EBITDA for the three and six months ended June 30, 2020 included \$11.7 million and \$12.9 million, respectively, of charges related to inventory write-downs, severance costs, and facility exit costs.

Industrial Solutions	•	Three N	Months Ende		Six Months Ended				
(In thousands)	June 30, 2021		March 31, 2021		June 30, 2020	June 30, 2021			June 30, 2020
Operating income (GAAP) (1)	\$ 10,143	\$	13,130	\$	1,005	\$	23,273	\$	4,067
Depreciation and amortization	5,040		5,136		5,157		10,176		10,325
EBITDA (non-GAAP) (1)	 15,183		18,266		6,162		33,449		14,392
Revenues	 45,156		53,323		27,284		98,479		59,029
Operating Margin (GAAP)	22.5 %		24.6 %		3.7 %		23.6 %		6.9 %
EBITDA Margin (non-GAAP)	33.6 %		34.3 %		22.6 %		34.0 %		24.4 %

<sup>(1)</sup> Operating income and EBITDA for the three and six months ended June 30, 2021 includes a \$1.0 million gain related to a legal settlement.

## Newpark Resources, Inc. Non-GAAP Reconciliations (Continued) (Unaudited)

# Free Cash Flow

The following table reconciles the Company's net cash provided by (used in) operating activities calculated in accordance with GAAP to the non-GAAP financial measure of the Company's free cash flow:

Consolidated	Three Months Ended						Six Months Ended			
(In thousands)		June 30, 2021	М	Iarch 31, 2021		June 30, 2020		June 30, 2021		June 30, 2020
Net cash provided by (used in) operating activities (GAAP)	\$	(1,936)	\$	27,773	\$	20,625	\$	25,837	\$	25,013
Capital expenditures		(1,828)		(8,649)		(4,006)		(10,477)		(10,655)
Proceeds from sale of property, plant and equipment		1,181		8,027		4,290		9,208		7,963
Free Cash Flow (non-GAAP)	\$	(2,583)	\$	27,151	\$	20,909	\$	24,568	\$	22,321

## **Ratio of Net Debt to Capital**

The following table reconciles the Company's ratio of total debt to capital calculated in accordance with GAAP to the non-GAAP financial measure of the Company's ratio of net debt to capital:

(In thousands)		June 30, 2021	December 31, 2020		
Current debt	\$	11,255	\$	67,472	
Long-term debt, less current portion		66,545		19,690	
Total Debt		77,800		87,162	
Total stockholders' equity		476,244		488,032	
Total Capital	\$	554,044	\$	575,194	
Ratio of Total Debt to Capital	<u>—</u>	14.0 %		15.2 %	
Total Debt	\$	77,800	\$	87,162	
Less: cash and cash equivalents		(35,094)		(24,197)	
Net Debt		42,706		62,965	
Total stockholders' equity		476,244		488,032	
Total Capital, Net of Cash	\$	518,950	\$	550,997	
Ratio of Net Debt to Capital		8.2 %		11.4 %	

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