

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): **October 30, 2013**

**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**

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(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.**

Newpark Resources, Inc. (“Newpark”) has prepared presentation materials (the “Presentation Materials”) that management intends to use in connection with a meeting with industry analysts being hosted by Newpark in Katy, Texas on October 30, 2013 and from time to time thereafter in presentations about Newpark’s operations and performance. Newpark may use the Presentation Materials, possibly with modifications, in presentations to current and potential investors, lenders, creditors, insurers, vendors, customers, employees and others with an interest in Newpark and its business.

The information contained in the Presentation Materials is summary information that should be considered in the context of Newpark’s filings with the Securities and Exchange Commission and other public announcements that Newpark may make by press release or otherwise from time to time. The Presentation Materials speak as of the date of this Current Report on Form 8-K. While Newpark may elect to update the Presentation Materials in the future or reflect events and circumstances occurring or existing after the date of this Current Report on Form 8-K, Newpark specifically disclaims any obligation to do so. The Presentation Materials are furnished as Exhibit 99.1 to this Current Report on Form 8-K and are incorporated herein 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.

The information referenced under Item 7.01 (including Exhibit 99.1 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 Exhibit 99.1 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.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits.

99.1 Presentation Materials.

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## 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.

Dated: October 30, 2013

By: /s/ Gregg S. Piontek

\_\_\_\_\_  
Gregg S. Piontek, Vice President and Chief Financial  
Officer  
(Principal Financial Officer)

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## EXHIBIT INDEX

<u>Exhibit No.</u>	<u>Description</u>
99.1	Presentation Materials.



# **NEWPARK RESOURCES PRESENTATION**

## **OCTOBER 2013**



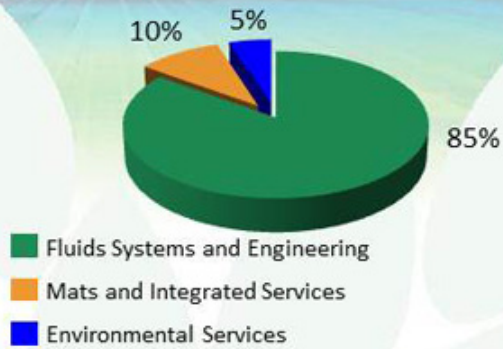
# Forward Looking Statements

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 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 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, 2012, as well as others, could cause results to differ materially from those stated. These risk factors include, but are not limited to, our ability to execute our business strategy and make successful business acquisitions and capital investments, our customers' activity levels in exploration and drilling, operating hazards inherent in the oil and natural gas industry, particularly offshore, our international operations, the availability of raw materials and skilled personnel, our customer concentration and cyclical nature of our industry, our market competition, the cost and continued availability of borrowed funds, legal and regulatory matters, including environmental regulations, inherent limitations in insurance coverage, potential impairments of long-lived intangible assets, technological developments in our industry, and the impact of severe weather, particularly in the U.S. Gulf Coast. Newpark's filings with the Securities and Exchange Commission can be obtained at no charge at [www.sec.gov](http://www.sec.gov), as well as as through our website.

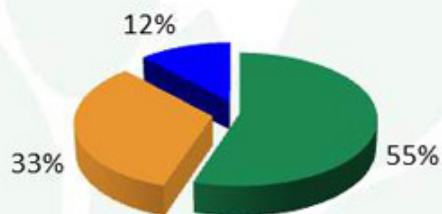


# Company Overview

**First Nine Months 2013 Revenue - \$845 million**



**First Nine Months 2013 Segment Operating Income - \$105 million\***



\*Excludes corporate overhead

- **Specialized provider of:**
  - Fluids Systems and Engineering
  - Mats and Integrated Services
  - Environmental Services\*\*

- **Customers:**
  - Oil and Gas Industry

- **Key geographic markets:**
  - North America
  - EMEA
  - Latin America
  - Asia Pacific

\*\*Sale process for Environmental Services initiated in May 2013



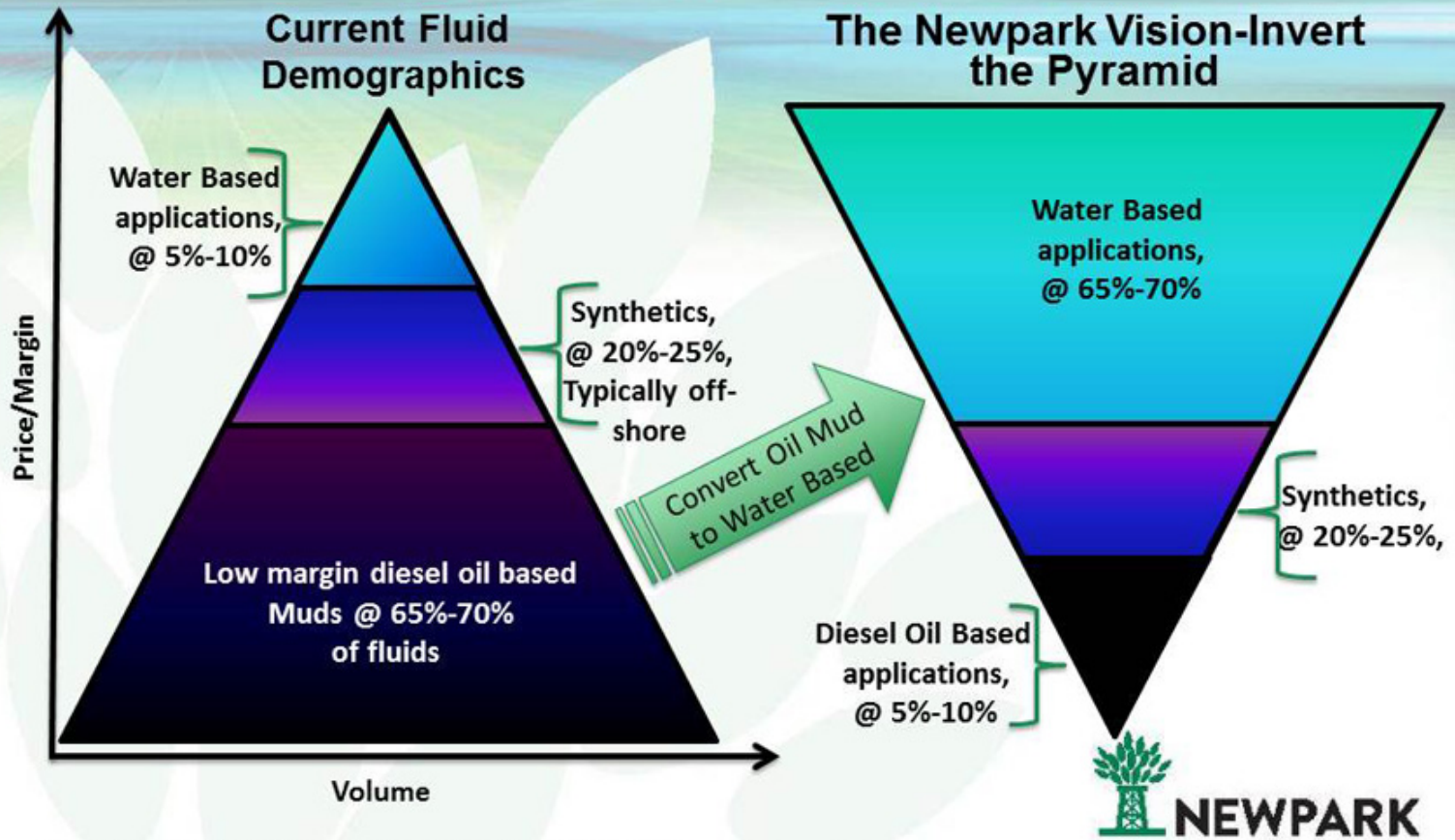
# Strategic Drivers – Technology

- **Driving to be the recognized technology leader in each of our business units**
- **Drilling Fluids**
  - New worldwide technology center opened in June 2013
  - Evolution<sup>®</sup> (patent pending) our family of high-performance water based systems introduced in 2010
- **Mats & Integrated Services**
  - Durabase<sup>®</sup> composite mat system provides superior well-site surface and environmental protection
  - Field testing continues of Linerless Spill Containment System (patent pending)





# Total Fluids Market – \$12B Drilling & Completion Fluids\*

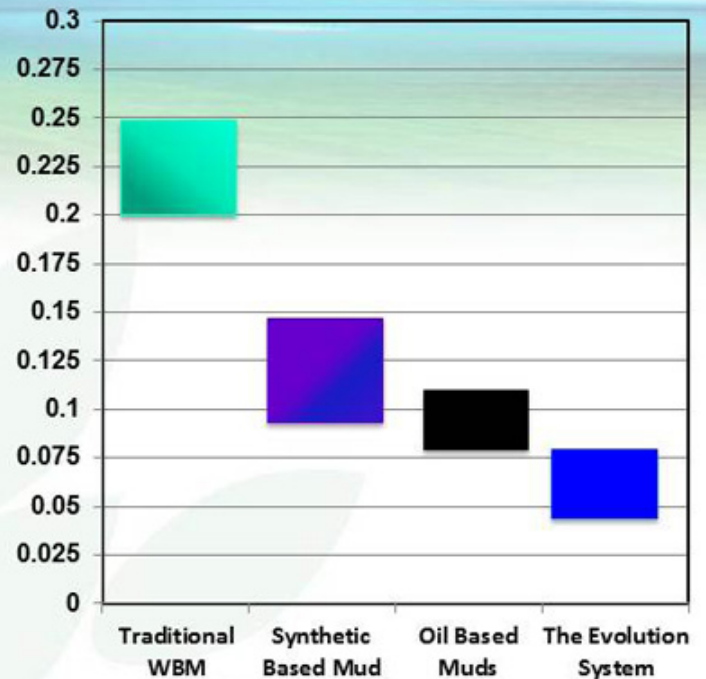


\*Resource: Spears & Associates, Inc. – Oilfield Market Report, October 2013 5

# Why Evolution is a Technology Driver

- Historically, water based fluids have had lubricity coefficients in the range of 0.20-0.25 (the higher the coefficient, the less lubricating efficiency)
- Synthetic fluids were better, registering coefficients in the 0.09-0.14 range
- Diesel oil based fluids' lubricity measurements typically range between 0.08-0.12
- The lubricity coefficients for our Evolution® fluids have been remarkably low, in the range of 0.035-0.08 (as measured in the field)
- So what does this data on lubricity mean? Evolution provides faster rates of penetration - lower torque and drag on the drill string

Drilling Fluids Lubricity Coefficients



# Why Dura-Base is a Technology Driver

- **One of the most durable large scale composite mats in the world**
  - Size: 8 ft X 14 ft, Weighs: approximately 1,000 lbs
- **US Patents: Manufacturing Process & Product Design**
- **FOUNDATION from which we will launch new products**
  - Spill Containment and others
- **Capable of being deployed in various markets**
- **Improves Operational Efficiency**
- **Established Brand Recognition**
- **Proven Track Record of Performance**



# Strategic Drivers – International Expansion

## ➤ International expansion is a key element of our strategy

- Stability of revenue
- Longer term contracts
- Mostly IOC's and NOC's
  - Fewer Competitors
- Recent Contract Awards
  - Total, multi-year deepwater Brazil contract
  - Kuwait National Oil Company, multi-year contract
  - Black Sea deepwater contract with a Super Major



# Strategic Drivers - Customer Support



➤ Focused on backing our leading technology with superior customer support

- Over 600 fluids technicians customize and deliver our technology worldwide
- Advanced training programs for fluid technicians continue to enhance product and service knowledge

➤ Newpark recognized with 15 category wins in 2012 by EnergyPoint Research, an independent customer service survey company



# FLUID SYSTEMS & ENGINEERING UPDATE



# Overview

- **3<sup>rd</sup> Largest drilling fluids company in North America, perhaps globally (based on company data)**
- **Differentiation through Service Quality and Technology**
- **Employs approximately 1800 people worldwide – half domestic, half international**
- **Operates on 5 continents**



# Strategic Drivers – Global Expansion

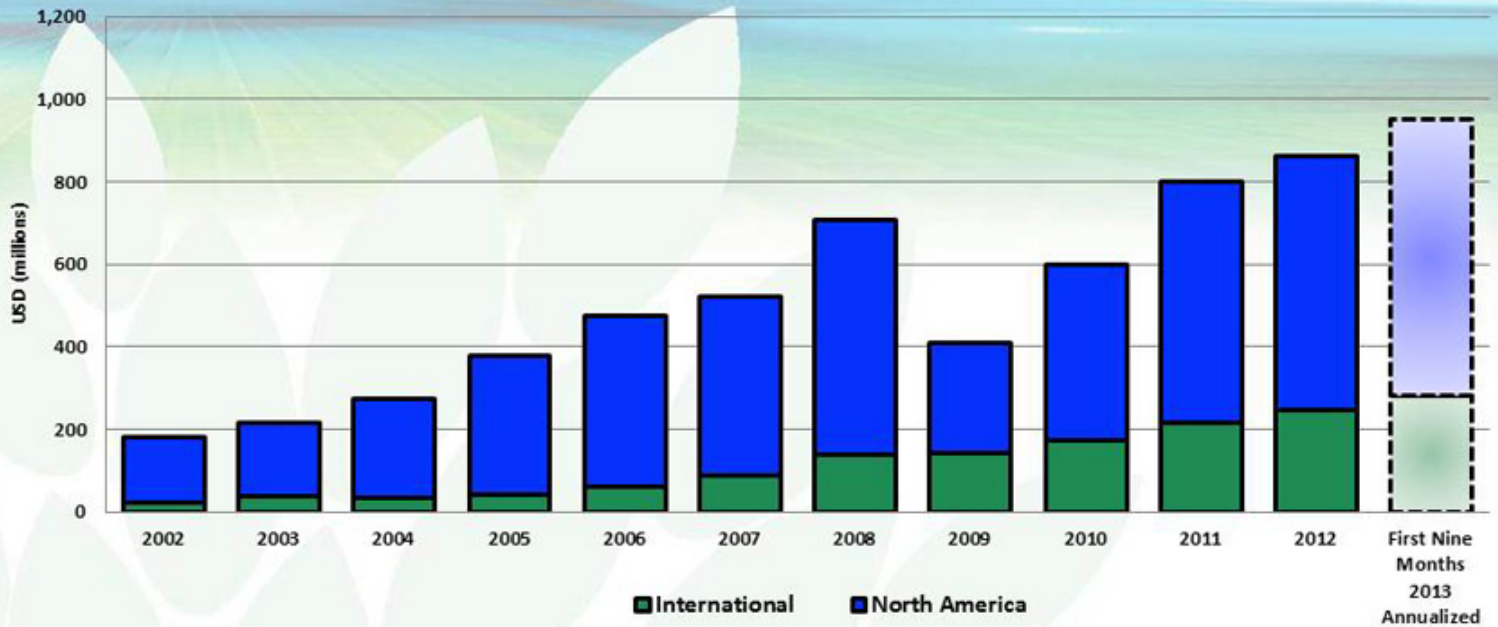
- 2002** ➤ Acquired AVA S.p.A, establishing presence in EMEA region
- Expanded the Algerian and Tunisian business
  - Expanded throughout Eastern Europe
  - Expanded into Libya
- ↓
- 2006** ➤ International expansion identified as key element of long-term strategy
- 2007** ➤ Organic entry into Brazil to establish presence in deepwater market
- 2011** ➤ Acquired Rheochem, establishing presence in Asia Pacific region
- 2013** ➤ Five year contract award by Kuwait Oil Company, marks our entry into the Middle East





# Strategic Drivers - Global Expansion

Revenue Trend ( North America vs. International)



**2002**  
Int'l - 12%  
NA - 88%

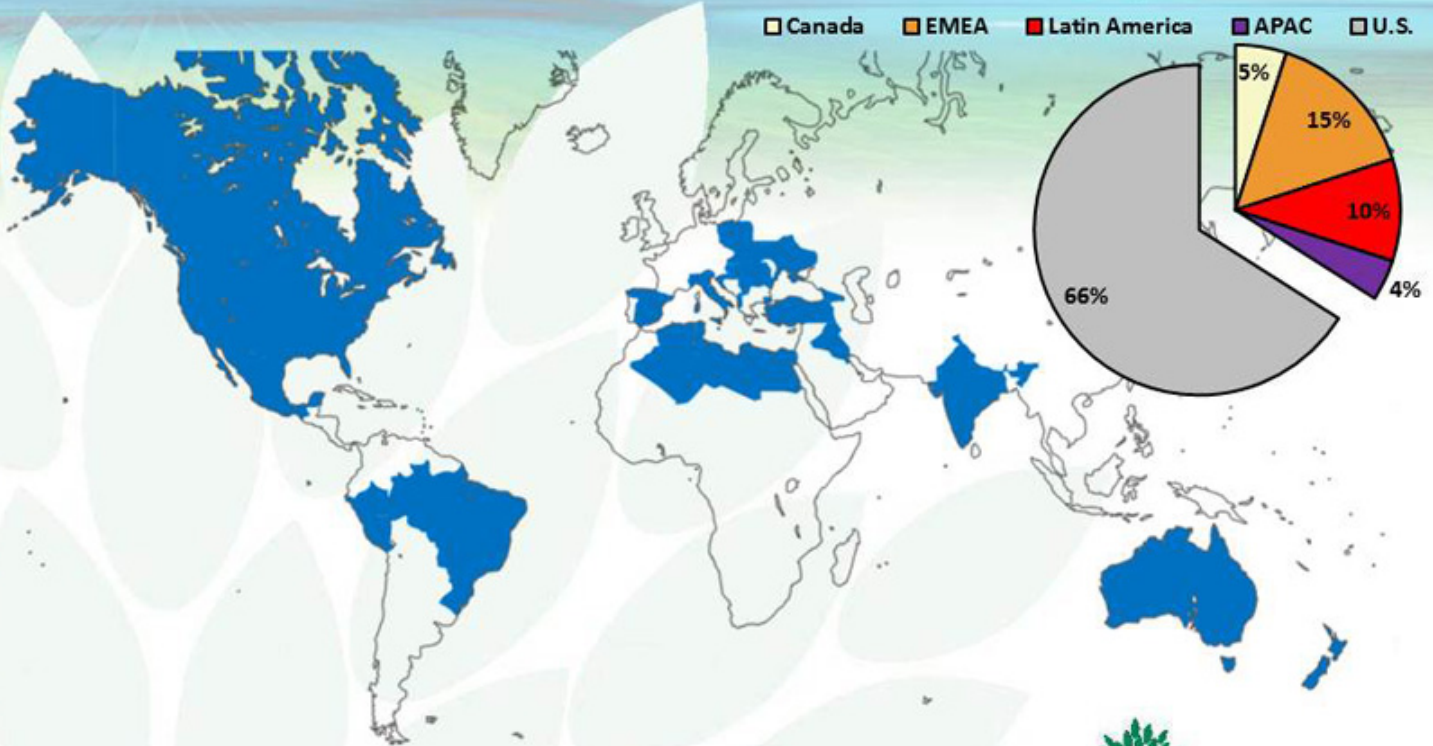
**2013**  
Int'l - 30%  
NA - 70%



# Global Presence - Current

First Nine Months 2013 Segment Revenues - \$714 million

Canada EMEA Latin America APAC U.S.



# Strategic Drivers – Deepwater Market Penetration

**2007**

- Start-up of operations in Brazil
- Awarded “Lot B” contract (30%) by Petrobras
- Awarded Deepwater contract with ExxonMobil in Brazil
- Anadarko
- Total
- Starfish
- Repsol

**2013**

- Awarded contract by super major in Black Sea; work to begin in Q1 2014
- Extension of Lot B contract with Petrobras, pending



# Strategic Drivers – Deepwater Market Opportunity



Source: Rigzone

# Strategic Drivers – Evolution

➤ **Evolution system continues to demonstrate superior drilling performance**

- Higher lubricity
- Environmentally friendly
- Reduced circulating temperatures
- Increased ROP

➤ **Published SPE paper co-authored with Occidental**

➤ **System roll-out expanding into international markets**



**Evolution Revenues**



# Strategic Drivers – Water Based Technology

- **Near term opportunities for growth:**
  - **Continued penetration of U.S. market**
  - **EMEA**
  - **Asia Pacific**
    - China
    - Australia
    - New Zealand
  - **Latin America**
    - Peru
    - Chile



# Newpark Technology Center



- Major investment in our future
- Promotes Newpark as a technology leader
- Attracts top technical expertise in our segment
- Enhances deepwater capabilities
- Reinforces that Drilling Fluids is our core business





# **NEWPARK MATS & INTEGRATED SERVICES UPDATE**





# NMIS History

- Pre-2005** ➤ Historically provided wood mats and related services in U.S. Gulf region and Western Canada
- 2005** ➤ Completed acquisition which included Durabase composite mat technology and manufacturing facility
- ↓
- 2007** ➤ Established long-term strategy focusing on differentiated technology and geographic diversification
  - Exited wood mat production; began transition to 100% composite mat fleet
  - Established presence in Rockies region
- ↓
- 2009** ➤ Significantly reduced Gulf Coast operations, investment and personnel
- 2010** ➤ Began providing mats for environmental protection in Northeast U.S.
- ↓
- 2013** ➤ Announced \$40M facility expansion



# NMIS Financial Performance



# NMIS Strategy

- **Build upon our leadership position and develop a sustainable global business**
  - Expanding rental business is primary focus
  - Global expansion
  - New market segments
  - Focus on technology (new products)
  - Investments to increase capacity



# Facility Expansion

- Investment required to support growth objectives
- Investment of \$40 underway; facility expansion to be completed Q1 2015
- Production capacity will double from current level
- Expansion includes a building dedicated to new product development



# Facility Expansion



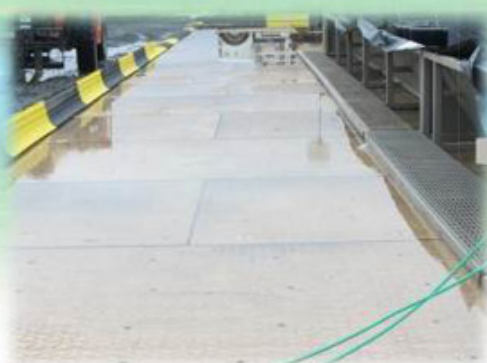
# Research & Development Center



# Dura-Base Defender



# Successful Containment





# Improving Operational Efficiency - Systems Approach



# Improving Operational Efficiency – Mat Delivery System



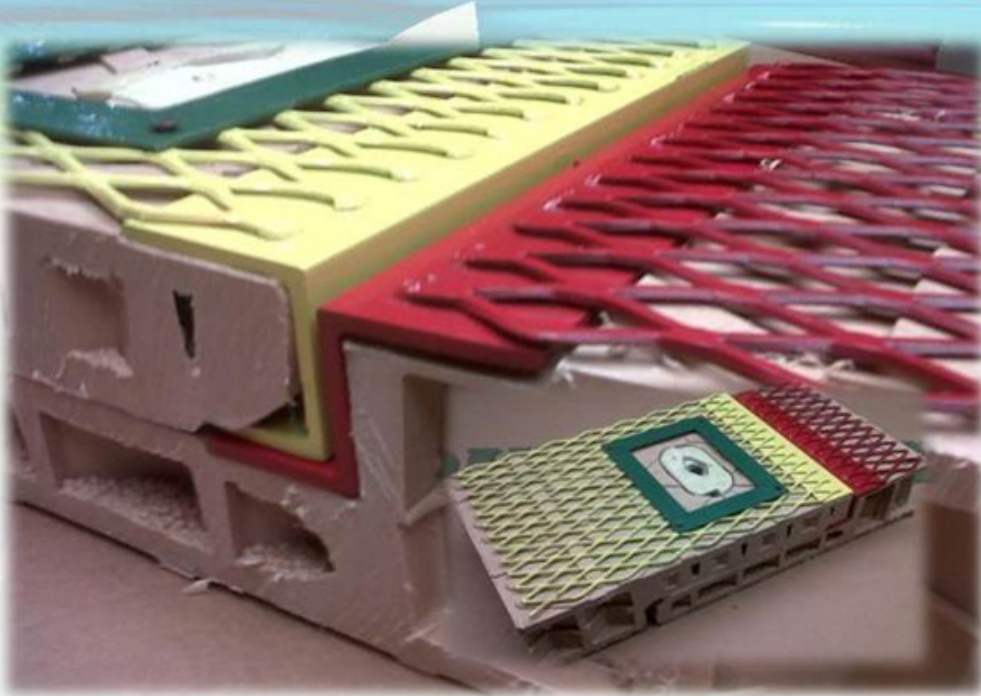
# Improving Operational Efficiency - Mat Delivery System



# Improving Operational Efficiency - Mat Delivery System



# Product Line Extensions/Safety Enhancements - EPZ Mock-up



# Product Line Extensions/Safety Enhancements – Lighting Project

**CONCEPT:** A PIN HOLE PLUG THAT PROVIDES CUSTOMIZABLE AND CONTROLLABLE LIGHTING THROUGH A SECURE NETWORK.

**SYSTEM FEATURES:**

- WIRELESS CONNECTION
- SMART DEVICE INTERFACE
- MESH NETWORK
- INTERNET CAPABILITY

## TECHNOLOGY



CUSTOMIZABLE CONTROL INTERFACE

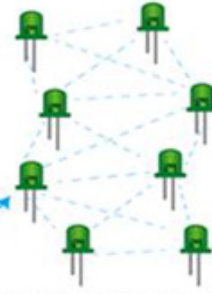


SMART DEVICE COMPATIBILITY

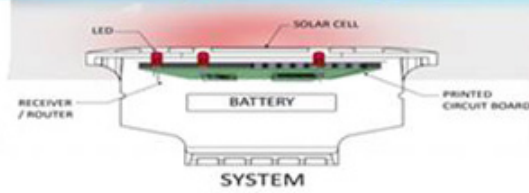
FOB CONTROLLER



LINK TO A WIRELESS NETWORK TRANSMITTER

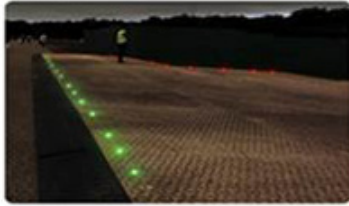


WIRELESS MESH NETWORK MEANS THAT EACH UNIT MUST CAPTURE AND DISSEMINATE DATA AND ALSO RELAY DATA TO OTHER NODES. IF A CONNECTION IS BROKEN THE SYSTEM WILL AUTOMATICALLY ROUTE INFORMATION TO THE NEXT AVAILABLE UNIT, THUS KEEPING THE NETWORK INTACT.

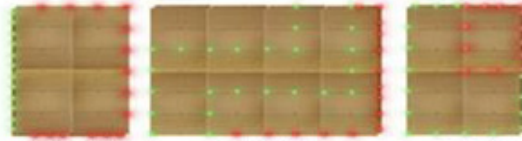


SYSTEM

## IN USE



## POSSIBILITY FOR MULTIPLE CONFIGURATIONS



PERIMETER

PATH MARKER

SECTION



**NEWPARK**

# Product Line Extensions/Safety Enhancements – Barrier System





# FINANCIALS





# Company Revenue & EBITDA

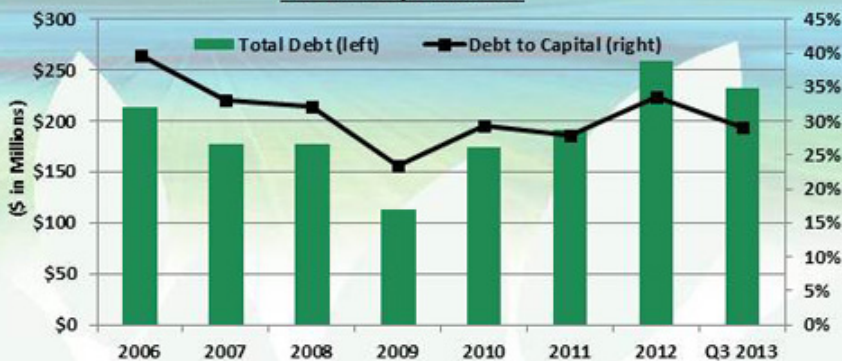


\*Reflects reported operating income plus depreciation and amortization expense

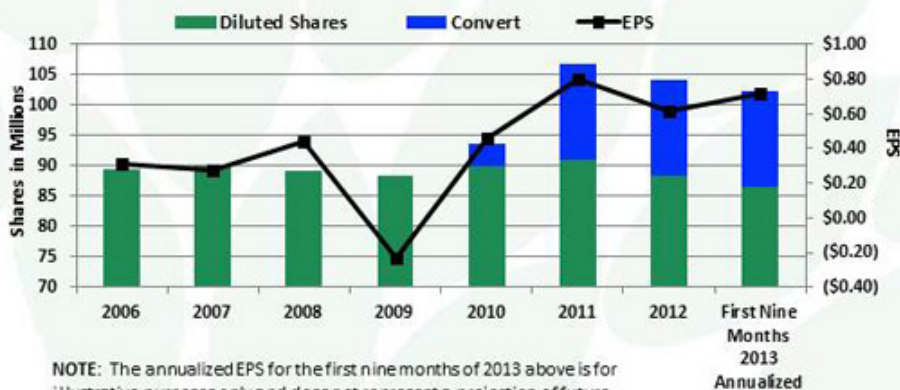


# Capital Structure

**Debt to Capitalization**



**Diluted Share Count & EPS from Continuing Operations**

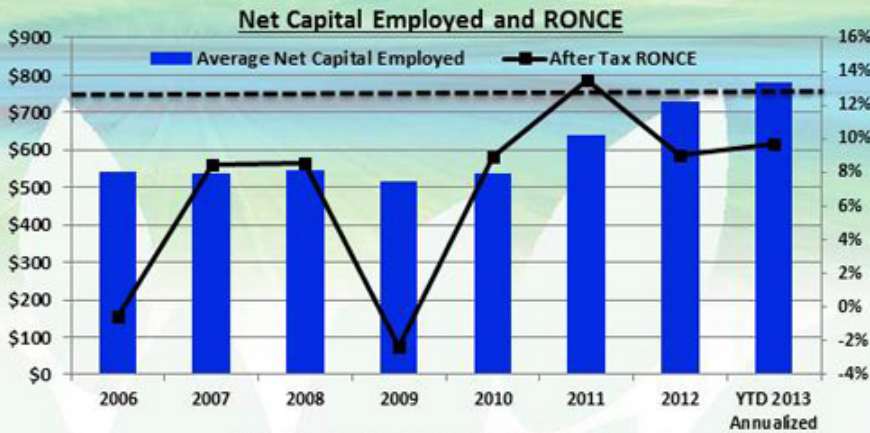


NOTE: The annualized EPS for the first nine months of 2013 above is for illustrative purposes only and does not represent a projection of future performance provided by the Company.

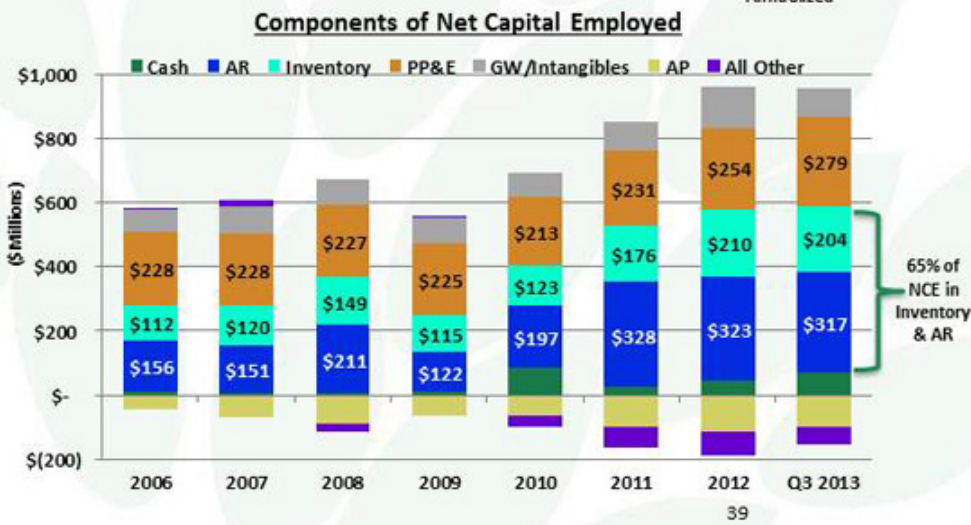
- Continue to maintain a strong balance sheet as we grow
- Maintenance share repurchase program in place, using low-cost debt to reduce share count
- Environmental Services proceeds to be re-invested in continued growth of core segments



# Focus on Return on Net Capital Employed



- Remain focused on improving RONCE
- Near-term balance sheet actions
  - Sale of Completion Services business
  - Continue reductions in receivable DSO's
  - Optimize inventory/logistics to improve inventory turns
  - International restructuring to reduce foreign cash balances



# 5 Year Shareholder Return

