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U.S. SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549
X
FORM 10-QSB
(Mark One)
QUARTERLY REPORT UNDER SECTION 13 OR 15 (d)
OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended June 30, 1998
or
TRANSITION REPORT UNDER SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934
For the Transition Period From .........to.......
Commission File No. 0-20310
SUPERIOR ENERGY SERVICES, INC.
(Exact name of small business issuer as specified in its charter)
Delaware
(State or other jurisdiction of incorporation or organization)
1105 Peters Road
Harvey, Louisiana
75-2379388
(I.R.S. Employer Identification No.)
70058
(Address of principal executive offices) (Zip Code)
Issuer's telephone number: (504) 362-4321
1503 Engineers Road Belle Chasse, Louisiana 70037
(Former name, former address and former fiscal year, if changed since last report)
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Check whether the issuer: (1) filed all reports required to be filed by Section 13 or 15 (d) of the Exchange Act during the past 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $X$ No $\qquad$ The number of shares of the Registrant's common stock outstanding on July 31, 1998 was 29, 267, 023.

## PART 1. FINANCIAL INFORMATION

Item 1. Financial Statements
SUPERIOR ENERGY SERVICES, INC. AND SUBSIDIARIES
Condensed Consolidated Balance Sheets June 30, 1998 and December 31, 1997 (in thousands)

| $6 / 30 / 98$ | $12 / 31 / 97$ |
| ---: | ---: |
| (Unaudited) | (Audited) |

## ASSETS

Current assets:

Cash and cash equivalents Accounts receivable - net Inventories Other

| $\$ 1,854$ | $\$$ | 1,902 |
| ---: | ---: | ---: |
| 24,623 |  | 24,054 |
| 4,243 |  | 1,778 |
| 2,217 |  | 1,513 |
| $-\ldots-\ldots$ |  |  |



SUPERIOR ENERGY SERVICES, INC. AND SUBSIDIARIES
Condensed Consolidated Statements of Operations Three and Six Months Ended June 30, 1998 and 1997 (in thousands, except per share data) (unaudited)

|  |  | $\begin{aligned} & \text { Three } \\ & 1998 \end{aligned}$ |  | $\begin{aligned} & \text { Chs } \\ & 1997 \end{aligned}$ |  | ${ }_{1998}^{\text {Six }}$ |  | $1997$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | \$ | 24,311 | \$ | 10,909 | \$ | 47,013 | \$ | 20,089 |
| Costs and expenses: |  |  |  |  |  |  |  |  |
| Costs of services |  | 11,494 |  | 4,995 |  | 21,056 |  | 9,293 |
| Depreciation and amortization |  | 1,856 |  | 672 |  | 3,517 |  | 1,163 |
| General and administrative |  | 5,084 |  | 2,459 |  | 10,281 |  | 4,493 |
| Total costs and expenses |  | 18,434 |  | 8,126 |  | 34,854 |  | 14,949 |
| Income from operations |  | 5,877 |  | 2,783 |  | 12,159 |  | 5,140 |
| Other income (expense): |  |  |  |  |  |  |  |  |
| Interest expense |  | (369) |  | (152) |  | (599) |  | (237) |
| Gain on sale of subsidiary |  | ( |  | (152) |  | 1,176 |  | ( |
| Income before <br> income taxes <br> $\begin{array}{llll}5,508 & 2,631 & 12,736 & 4,903\end{array}$ |  |  |  |  |  |  |  |  |
| Provision for income |  |  |  |  |  |  |  |  |
| Net income | \$ | 3,415 | \$ | 1,763 | \$ | 7,896 | \$ | 3,285 |
| Earnings per share: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.12 | \$ | 0.09 | \$ | 0.27 | \$ | 0.17 |
| Diluted | \$ | 0.12 | \$ | 0.08 | \$ | 0.27 | \$ | 0.16 |

$$
\begin{aligned}
& \text { Weighted average common } \\
& \text { shares used in } \\
& \text { computing earnings } \\
& \text { per share: } \\
& \text { Basic } \\
& \begin{array}{rr}
29,248 & \begin{array}{r}
19,403 \\
======== \\
29,567
\end{array} \\
======= \\
21,190
\end{array} \\
& \begin{array}{rr}
29,215 & \begin{array}{r}
19,075 \\
======== \\
29,529
\end{array} \\
\text { ======================} & 20,621
\end{array}
\end{aligned}
$$

SUPERIOR ENERGY SERVICES, INC. AND SUBSIDIARIES
Condensed Consolidated Statements of Cash Flows Six Months Ended June 30, 1998 and 1997 (in thousands)
(unaudited)

|  | 1998 |  | 1997 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Depreciation and amortization | 3,517 |  | 1,163 |
| Unearned income |  |  | (46) |
| Gain on sale of subsidiary | $(1,176)$ |  | - |
| Changes in operating assets and |  |  |  |
| liabilities, net of acquisitions: Accounts receivable | 510 |  | $(2,721)$ |
| Inventories | (720) |  | (104) |
| Other - net | (69) |  | 24 |
| Accounts payable | (533) |  | 332 |
| Due to shareholders | - |  | (862) |
| Accrued expenses | (30) |  | 11 |
| Income taxes payable | 56 |  | (610) |
| Net cash provided by operating activities | 9,451 |  | 472 |
| Cash flows from investing activities: |  |  |  |
| Payments for purchases of property and equipment | $(17,132)$ |  | $(2,324)$ |
| Acquisitions of businesses, net of cash acquired | $(2,610)$ |  | $(9,241)$ |
| Additional payment for business acquired | (750) |  | - |
| Proceeds from sale of subsidiary | 4,247 |  | - |
| Net cash used in investing activities | $(16,245)$ |  | $(11,565)$ |
| Cash flows from financing activities: |  |  |  |
| Notes payable - bank | 7,180 |  | 11,558 |
| Proceeds from exercise of stock options | 178 |  | - |
| Purchase of common stock for treasury | (612) |  | - |
| Net cash provided by financing activities$6,746$11,558 |  |  |  |
| Net increase (decrease) in cash and cash equivalents | (48) |  | 465 |
| Cash and cash equivalents at beginning of period$1,902$ |  |  |  |
| Cash and cash equivalents at end of period | \$ 1,854 | \$ | 898 |

# Notes to Condensed Consolidated Financial Statements 

Six Months Ended June 30, 1998 and 1997
(1) Basis of Presentation

Certain information and footnote disclosures normally in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to rules and regulations of the Securities and Exchange Commission; however, management believes the disclosures which are made are adequate to make the information presented not misleading. These financial statements and footnotes should be read in conjunction with the financial statements and notes thereto included in the Company's Annual Report on Form 10-KSB for the year ended December 31, 1997 and the accompanying notes and Management's Discussion and Analysis or Plan of Operation.

The financial information for the six months ended June 30, 1998 and 1997, has not been audited. However, in the opinion of management, all adjustments (which include only normal recurring adjustments) necessary to present fairly the results of operations for the periods presented have been included therein. The results of operations for the first six months of the year are not necessarily indicative of the results of operations which might be expected for the entire year.
(2) Business Combinations

The Company, pursuant to a stock purchase agreement dated June 5, 1998, acquired all of the outstanding common stock of Lamb Services, Inc. and Tong Specialty, Inc. for \$2,857,000 cash. Additional consideration, if any, will be based upon a multiple of four times the combined companies' average earnings before interest, taxes, depreciation and amortization (EBITDA) less certain adjustments. The additional consideration will be paid on the second and third anniversary of the stock purchase agreement, and in no event, will the total additional payments exceed \$28,143,000. Lamb Services, Inc. is engaged in the business of providing new and reconditioned casing, tubing and drill pipe handling equipment. Tong Specialty, Inc. rents power tongs, power units and related equipment. The companies' principal operating facility is in Lafayette, Louisiana, and a sales office is maintained in Houston, Texas.

In 1997, the Company acquired all of the outstanding common stock of six companies for a combined $\$ 50,210,000$ cash, 1,520,000 shares of the Company's common stock and promissory notes providing for payments of up to $\$ 20,655,000$. The amounts payable under the promissory notes are subject to certain contingencies and are not reflected in the respective company's purchase price. Each of the acquisitions were accounted for as a purchase and the results of operations of the acquired companies have been included from their respective acquisition dates.

The following unaudited pro forma information for the three and six months ended June 30, 1997, presents a summary of consolidated results of operations as if the acquisitions had occurred on January 1, 1997 with pro forma adjustments to give effect to amortization of goodwill, depreciation and certain other adjustments together with related income tax effects (in thousands, except per share amounts):
(2) Business Combinations (continued)


The above pro forma information is not necessarily indicative of the results of operations as they would have been had the acquisitions been effected on January 1, 1997.

## (3) Earnings Per Share

In 1997 the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, Earnings Per Share ("FAS No. 128"). FAS No. 128 requires the replacement of previously reported primary and fully diluted earnings per share required by Accounting Principles Board Opinion No. 15 with basic earnings per share and diluted earnings per share. The calculation of basic earnings per share excludes any dilutive effect of stock options, while diluted earnings per share includes the dilutive effect of stock options. Per share amounts for the three and six month period ended June 30, 1997 have been restated to conform to the requirements of FAS No. 128. The number of dilutive stock options and warrants used in computing the three and six month earnings per share were 320,000 and 314,000, respectively, in 1998 and 1,786,000 and 1,546,000, respectively, in 1997.

Item 2. Management's Discussion and Analysis or Plan of Operation
Comparison of the Results of Operations for the Quarters Ended June 30, 1998 and 1997

The Company experienced significant growth in revenue and net income in the second quarter of 1998 as compared to the same period in 1997. The Company has continued to focus its acquisition efforts on the rental tool business and as a result, $61 \%$ of revenues in the second quarter of 1998 were generated from the Company's rental tool operations as compared with $23 \%$ in 1997.

The Company's revenue increased $123 \%$ to $\$ 24.3$ million for the three months ended June 30, 1998, as compared to $\$ 10.9$ million for the same period in 1997. The majority of the increase is attributable to the acquisitions that the Company completed in 1997, which primarily were in the rental tool area.

The Company's gross margin decreased to $52.7 \%$ for the three months ended June 30, 1998, from 54.2\% for the three months ended June 30, 1997. This decrease was primarily due to level demand for the Company's plug and abandonment and wireline services and the increased costs of services resulting from our expansion of plug and abandonment and wireline services into Texas.

Depreciation and amortization increased 176\%, to \$1.9 million for the three months ended June 30, 1998, from $\$ 672,000$ for three months ended June 30, 1997. Most of the increase resulted from the larger asset base that has resulted from the Company's acquisitions. General and administrative expenses as a percentage of revenue decreased to $20.9 \%$ of revenue for the three months ended June 30, 1998, as compared to $22.5 \%$ of revenue for the three months ended June 30, 1997.

Net income for the three months ended June 30, 1998 increased $94 \%$ to $\$ 3.4$ million from $\$ 1.8$ million for the comparable period last year. Earnings per diluted share increased $50 \%$ to $\$ 0.12$ from $\$ 0.08$ despite the diluted weighted average of common stock increasing by $40 \%$ and an effective income tax rate increase of $15 \%$. The strong increase in net income was primarily the result of increased revenue generated by the Company's rental tool operations.

Comparison of the Results of Operations for the Six Months Ended June 30, 1998 and June 30, 1997

The Company's revenues increased $134 \%$ to $\$ 47$ million for the six months ended June 30, 1998 as compared to $\$ 20$ million for the six months ended June 30, 1997. The increase in revenues is the result of the continuing expansion of the Company's oilfield rental tool businesses and the result of the acquisitions the Company made during 1997.

Gross margins increased to $55.2 \%$ for the six months ended June 30, 1998 from $53.7 \%$ for the six months ended June 30, 1997. The increase in gross margin is the result of an increase in the gross margin attributable to the rental tool businesses, which tend to have higher gross margins than the plug and abandonment business.

Depreciation and amortization increased $202 \%$ for the six months ended June 30, 1998 over the six months ended June 30, 1997. Most of the increase is the result of the larger asset base that has resulted from the Company's acquisitions. General and administrative expenses as a percentage of revenue decreased to $21.9 \%$ of revenue for the six months ended June 30, 1998 as compared to $22.4 \%$ of revenues for the six months ended June 30, 1997. In the first quarter of 1998, the Company sold Baytron, Inc. for a gain of approximately $\$ 1.2$ million.

Net income for the six months ended June 30, 1998 increased 140\% to $\$ 7.9$ million from $\$ 3.3$ million for the six month period ended June 30, 1997. Earnings per diluted share increased 69\% to \$. 27 per share from $\$ .16$ despite the diluted weighted average of common stock increasing by $43 \%$ and an effective income tax rate increase of $15 \%$.

Recently, oil and natural gas prices have decreased. Continued depressed prices for oil, natural gas, or both could adversely affect the demand for the Company's services and the Company's results of operations.

## Capital Resources and Liquidity

For the six months ended June 30, 1998, the Company had net income of $\$ 7.9$ million and net cash provided by operating activities of $\$ 9.5$ million, compared to $\$ 3.3$ million and $\$ 472,000$, respectively, for the same period in 1997. The Company's EBITDA increased to $\$ 15.7$ million, exclusive of the gain on sale of a subsidiary, as compared to $\$ 6.3$ million for the same period in 1997. The increase in net income, cash flow and EBITDA was primarily the result of the acquisitions completed in within the last year.

In June 1998, the Company acquired all of the outstanding common stock of Lamb Services, Inc. and Tong Specialty, Inc. for $\$ 2,857,000$ cash. Additional consideration, if any, will be based upon a multiple of four times the combined companies' average EBITDA less certain adjustments. The additional consideration will be paid on the second and third anniversary of the stock purchase agreement, and in no event, will the total additional payments exceed $\$ 28,143,000$.

In the first six months of 1998, the Company made capital expenditures of $\$ 17.1$ million primarily for rental equipment inventory. Other capital expenditures included P\&A equipment spreads and renovation of the Company's new operating facility. The Company, as of the end of the first quarter, consolidated all of its New Orleans area sales and administrative functions in this facility. During the second quarter, the Board of Directors approved the purchase of up to 500,000 shares of the Company's outstanding common stock. On June 30, 1998 the Company purchased 110,000 shares of treasury stock for approximately $\$ 612,000$. Subsequent to June 30, 1998, the Company purchased an additional 289,500 shares of treasury stock for approximately $\$ 1.4$ million dollars. As of August 14, 1998, the Company has purchased a total of 399,500 shares of treasury stock at an average cost of $\$ 5.08$ per share.

The Company, in the first quarter of 1998, made a final payment of $\$ 750,000$ in connection with the acquisition of Dimensional Oil Field Services, Inc. In the first quarter of 1998, the Company received cash proceeds of $\$ 4.2$ million for the sale of Baytron, Inc.

The Company maintains a Bank Credit Facility which provides for a revolving line of credit up to $\$ 45.0$ million, matures on April 30, 2000, and bears interest at an annual rate of LIBOR plus a margin that depends on the Company's debt coverage ratio. As of August 3, 1998, there was $\$ 22.6$ million outstanding under the Bank Credit Facility (currently 7.25\% per annum). Borrowings under the Bank Credit Facility are available for acquisitions, working capital, letters of credit and general corporate purposes. Indebtedness under the Bank Credit Facility is guaranteed by the Company's subsidiaries, collateralized by substantially all of the assets of the Company and its subsidiaries, and a pledge of all the common stock of the Company's subsidiaries. Pursuant to the Bank Credit Facility, the Company has also agreed to maintain certain financial ratios. The Bank Credit Facility also imposes certain limitations on the ability of the Company to make capital expenditures, pay dividends or other distributions to shareholders, make acquisitions or incur indebtedness outside of the Bank Credit Facility.

Management currently believes that the Company will have additional capital expenditures, excluding acquisitions, of approximately $\$ 6$ million in 1998 primarily to further expand its rental tool inventory. The Company believes that cash generated from operations and availability under the Bank Credit Facility will provide sufficient funds for the Company's identified capital projects and working capital requirements. However, part of the Company's strategy involves the acquisition of companies, which have products and services complementary to the Company's existing base of operations. Depending on the size of any future acquisitions, the Company may require additional debt financing possibly in excess of the limits of the current Bank Credit Facility or additional equity financing.

The Company has considered the impact of the year 2000 issues on its computer systems and has determined that it is year 2000 compliant. In addition while the Company is addressing the year 2000 issues with various third parties such as vendors and customers, no assurances can be made that such external sources will be year 2000 compliant.

In June 1997, the FASB issued Statement of Financial Accounting Standards No. 131, Disclosures about Segments of an Enterprise and Related Information ("FAS No. 131"). FAS No. 131 establishes standards for the way public enterprises are to report information about operating segments in annual financial statements and requires the reporting of selected information about operating segments in interim financial reports issued to shareholders. It also establishes standards for related disclosures about products and services, geographic areas, and major customers. The Company plans to adopt FAS No. 131 for the year ended December 31, 1998.

PART II. OTHER INFORMATION

Item 4. Submission of Matters to a Vote of Security Holders
The annual meeting of stockholders of the Company was held on April 30, 1998. (the "Annual Meeting").

At the Annual Meeting, Terence E. Hall, Ernest J. Yancey, Jr., James E. Ravannack, Richard
Lazes, Justin L. Sullivan and Bradford Small were re-elected to serve as directors until the next annual meeting of stockholders.
(c) At the Annual Meeting, holders of shares of the Company's Common Stock (i) elected six directors with the number of votes cast for and withheld for such nominees as follows:

| Director | For | Withheld Approval |
| :---: | :---: | :---: |
| Terence E. Hall | 26, 037,166 | 29,050 |
| Ernest J. Yancey, Jr. | 26, 037,166 | 29,050 |
| James E. Ravannack | 26, 037,166 | 29,050 |
| Richard Lazes | 26, 037,166 | 29,050 |
| Justin L. Sullivan | 25,731,666 | 334, 550 |
| Bradford Small | 26, 011, 166 | 55,050 |
| (ii) approved an amendment to the Company's 1995 Stock Incentive Plan which increased the total number of incentive shares that may be granted from 1,400,000 to $1,900,000$. The number of votes cast for and against the proposal were as follows: |  |  |
|  |  |  |
|  |  |  |
|  |  |  |


| For | Against |
| :--- | :--- |
| $24,410,090$ | $1,573,899$ |

With respect to this proposal, there were also 82,227 abstentions.

Item 6. Exhibits and Reports on Form 8-K
The following exhibit is filed with this Form 10-QSB
27.1 Financial Data Schedule
b) The Company did not file any reports on Form 8-K during the quarter ended June 30, 1998.

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 thereunto duly authorized.

SUPERIOR ENERGY SERVICES, INC.

Date: August 14, 1998
By: /s/ Terence E. Hall
Terence E. Hall
Chairman of the Board,
Chief Executive Officer and President (Principal Executive Officer)

Date: August 14, 1998 By: /s/ Robert S. Taylor
Robert S. Taylor
Chief Financial Officer
(Principal Financial and Accounting Officer)

6-MOS
DEC-31-1998
JUN-30-1998
1, 854, 000 0
25,250,000
(627,000) 4,243,000
32,937,000
73,587,000
$(5,958,000)$
$137,438,000$
11,368, 000
0290

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96,285,000
$137,438,000$

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\begin{gathered}
47,013,000 \\
47,013,000 \\
34,854,000 \\
0 \\
0
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599, 000
12,736,000 4,840, 000
7,896,000
$0^{0}$
0
0
7,896,000
0.27
0.27

