

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

SMITH INTERNATIONAL INC  
Form 10-Q  
November 14, 2001

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

Quarterly Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended September 30, 2001

OR

Transition Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

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

Commission file number  
1-8514

SMITH INTERNATIONAL, INC.  
(Exact name of Registrant as specified in its charter)

DELAWARE  
(State or other jurisdiction of  
incorporation or organization)

95-3822631  
(I.R.S. Employer  
Identification No.)

411 NORTH SAM HOUSTON PARKWAY, SUITE 600  
HOUSTON, TEXAS  
(Address of principal executive offices)

77060  
(Zip Code)

(281) 443-3370  
(Registrant's telephone number, including area code)

NOT APPLICABLE  
(Former name, former address and former fiscal year,  
if changed since last report)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

The number of shares outstanding of the Registrant's common stock as of November

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

8, 2001 was 49,399,451.

INDEX

PART I - FINANCIAL INFORMATION

Item 1. Financial Statements (Unaudited)

CONSOLIDATED STATEMENTS OF OPERATIONS

For the Three Months and Nine Months ended September 30, 2001 and 2000.....

CONSOLIDATED BALANCE SHEETS

As of September 30, 2001 and December 31, 2000.....

CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Nine Months ended September 30, 2001 and 2000.....

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.....

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Item 3. Qualitative and Quantitative Market Risk Disclosures.....

PART II - OTHER INFORMATION

Items 1-6.....

SIGNATURES.....

PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

SMITH INTERNATIONAL, INC.  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(Unaudited, in thousands except per share data)

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2001	2000	2001	2000
REVENUES .....	\$ 909,682	\$ 718,470	\$ 2,647,382	\$ 2,647,382
COSTS AND EXPENSES:				
Costs of Revenues .....	636,626	523,118	1,869,301	1,869,301
Selling Expenses .....	132,735	107,060	384,452	384,452
General and Administrative Expenses .....	36,574	31,269	105,176	105,176
Goodwill Amortization .....	3,966	2,804	11,738	11,738
Total Costs and Expenses .....	809,901	664,251	2,370,667	2,370,667
INCOME BEFORE INTEREST AND TAXES .....	99,781	54,219	276,715	276,715
INTEREST EXPENSE, NET .....	10,653	8,554	31,734	31,734
INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS .....	89,128	45,665	244,981	244,981
INCOME TAX PROVISION .....	28,941	15,131	79,833	79,833
INCOME BEFORE MINORITY INTERESTS .....	60,187	30,534	165,148	165,148
MINORITY INTERESTS .....	18,121	10,060	51,182	51,182
NET INCOME .....	\$ 42,066	\$ 20,474	\$ 113,966	\$ 113,966
EARNINGS PER SHARE:				
Basic .....	\$ 0.84	\$ 0.41	\$ 2.29	\$ 2.29
Diluted .....	\$ 0.84	\$ 0.41	\$ 2.26	\$ 2.26
WEIGHTED AVERAGE SHARES OUTSTANDING:				
Basic .....	49,831	49,750	49,862	49,862
Diluted .....	50,210	50,387	50,400	50,400

The accompanying notes are an integral part of these consolidated financial statements.

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

SMITH INTERNATIONAL, INC.  
CONSOLIDATED BALANCE SHEETS  
(In thousands except par value data)

	September 30, 2001
	----- (Unaudited)
ASSETS	
CURRENT ASSETS:	
Cash and cash equivalents .....	\$ 45,263
Receivables, net .....	774,326
Inventories .....	655,480
Deferred tax assets, net .....	25,488
Prepaid expenses and other .....	40,970
	-----
Total current assets .....	1,541,527
	-----
PROPERTY, PLANT AND EQUIPMENT, NET .....	448,776
GOODWILL, NET .....	479,935
OTHER ASSETS .....	137,288
	-----
TOTAL ASSETS .....	\$ 2,607,526
	=====
LIABILITIES AND SHAREHOLDERS' EQUITY	
CURRENT LIABILITIES:	
Short-term borrowings and current portion of long-term debt .....	\$ 83,634
Accounts payable .....	308,624
Accrued payroll costs .....	67,152
Income taxes payable .....	46,249
Other .....	126,458
	-----
Total current liabilities .....	632,117
	-----
LONG-TERM DEBT .....	532,532
DEFERRED TAX LIABILITIES .....	47,662
OTHER LONG-TERM LIABILITIES .....	42,567
MINORITY INTERESTS .....	437,704
COMMITMENTS AND CONTINGENCIES	
SHAREHOLDERS' EQUITY:	
Preferred stock, \$1 par value; 5,000 shares authorized; no shares issued or outstanding in 2001 or 2000 .....	--
Common stock, \$1 par value; 150,000 shares authorized; 50,592 shares issued in 2001 (50,419 in 2000) .....	50,592
Additional paid-in capital .....	390,228
Retained earnings .....	524,275

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

Accumulated comprehensive loss .....	(21,021)
Less - treasury securities, at cost; 1,192 shares in 2001 (656 in 2000) ...	(29,130)
	-----
Total shareholders' equity .....	914,944
	-----
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY .....	\$ 2,607,526
	=====

The accompanying notes are an integral part of these consolidated financial statements.

3

### SMITH INTERNATIONAL, INC. CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited, in thousands)

	Nine Months September
	-----
	2001
	-----
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>	
Net income .....	\$ 113,966
Adjustments to reconcile net income to net cash provided by Operating activities, excluding the net effects of acquisitions:	
Depreciation and amortization .....	68,108
Minority interests .....	51,182
Provision for losses on receivables .....	2,064
Gain on disposal of property, plant and equipment .....	(5,463)
Foreign currency translation losses .....	516
Changes in operating assets and liabilities:	
Receivables .....	(81,993)
Inventories .....	(47,741)
Accounts payable .....	(634)
Other current assets and liabilities .....	32,878
Other non-current assets and liabilities .....	(9,997)
	-----
Net cash provided by operating activities .....	122,886
	-----
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>	
Acquisition of businesses, net of cash acquired .....	(97,119)
Purchases of property, plant and equipment .....	(88,313)
Proceeds from disposal of property, plant and equipment .....	14,856
Other .....	(2,084)
	-----
Net cash used in investing activities .....	(172,660)
	-----
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>	
Proceeds from issuance of long-term debt .....	290,742

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

Principal payments of long-term debt .....	(213,252)
Net change in short-term borrowings .....	(14,982)
Purchases of treasury stock .....	(21,428)
Proceeds from exercise of stock options .....	5,463
Contribution by minority interest partner .....	12,000
	-----
Net cash provided by financing activities .....	58,543
	-----
Effect of exchange rate changes on cash .....	(50)
	-----
Increase in cash and cash equivalents .....	8,719
Cash and cash equivalents at beginning of period .....	36,544
	-----
Cash and cash equivalents at end of period .....	\$ 45,263
	=====
 SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:	
Cash paid for interest .....	\$ 35,654
Cash paid for income taxes .....	\$ 45,126

The accompanying notes are an integral part of these consolidated financial statements.

4

### SMITH INTERNATIONAL, INC. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

#### 1. BASIS OF PRESENTATION OF INTERIM FINANCIAL STATEMENTS

The accompanying unaudited consolidated financial statements of Smith International, Inc. and subsidiaries (the "Company") have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission (the "Commission"). Accordingly, certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. These financial statements should be read in conjunction with the audited financial statements and accompanying notes included in the Company's 2000 Annual Report on Form 10-K and other current filings with the Commission.

The unaudited consolidated financial statements reflect all adjustments (consisting only of normal recurring adjustments) which the Company considers necessary for a fair presentation of the interim periods. All significant intercompany balances and transactions have been eliminated in the accompanying financial statements. Results for the interim periods are not necessarily indicative of results for the year. Certain prior year amounts have been reclassified to conform to current year presentation.

#### 2. RECENT ACCOUNTING PRONOUNCEMENTS

In August 2001, the Financial Accounting Standards Board ("FASB")

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

issued Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets," which is effective for the Company beginning January 1, 2002. SFAS No. 144 supersedes SFAS No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of," and the accounting and reporting provisions relating to the disposal of a segment of a business of Accounting Principles Board Opinion No. 30. The Company does not anticipate that the adoption of SFAS No. 144 will have a material impact on its financial position or results of operations.

In July 2001, the FASB released SFAS No. 143, "Accounting for Asset Retirement Obligations," which is required to be adopted by the Company no later than January 1, 2003. SFAS No. 143 addresses the financial accounting and reporting for retirement obligations and costs associated with tangible long-lived assets. The Company is currently reviewing the provisions of SFAS No. 143 to determine the standard's impact, if any, on its financial statements upon adoption.

The FASB issued SFAS No. 141, "Business Combinations," in July 2001, which is effective for business combinations initiated after June 30, 2001. SFAS No. 141 eliminates the pooling-of-interest method of accounting for business combinations and modifies the application of the purchase accounting method. The FASB also issued SFAS No. 142, "Goodwill and Other Intangible Assets," in July 2001 which addresses financial accounting and reporting for goodwill and other intangible assets. Under SFAS No. 142, goodwill and some intangibles will no longer be amortized to earnings but will be tested for impairment. While most provisions of SFAS No. 142 are effective for the Company beginning January 1, 2002, goodwill and intangible assets acquired subsequent to June 30, 2001 are subject immediately to the provisions of the statement. Although the Company continues to evaluate the impact of this recently issued standard, the adoption of SFAS No. 142 will result in the elimination of \$15.7 million of goodwill amortization recognized in fiscal 2001, or \$9.2 million net of taxes and minority interests.

The Company adopted SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," effective January 1, 2001. SFAS No. 133 requires that the Company record derivatives on the balance sheet at fair value and establishes criteria for designation and effectiveness of hedging relationships. The nature of the Company's business activities involves the management of various financial and market risks, including those related to changes in currency exchange rates and interest rates. The Company occasionally employs derivative financial instruments such as foreign exchange contracts, foreign exchange options and interest rate swap contracts to mitigate or eliminate certain of those risks. The Company does not enter into derivative instruments for speculative purposes.

The adoption of SFAS No. 133 on January 1, 2001 did not have a material impact on the Company's financial position or results of operations. During the three-month and nine-month periods ended September 30, 2001, the Company recorded the change in fair market value related to fair value hedges, which included foreign exchange contracts, to general and administrative expenses in the accompanying consolidated statement of operations. These amounts were not material. Additionally, the Company recorded the change in value related to cash flow hedges, which included foreign exchange contracts and interest rate swaps, to accumulated other

comprehensive income. During the first nine months of 2001, changes in foreign exchange rates and interest rates resulted in an adjustment of \$0.2 million to

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

accumulated other comprehensive income in the accompanying consolidated balance sheet. Of this amount, \$0.1 million is expected to be recognized in the statement of operations during the next 12 months, offset by the effect of changes in the underlying basis of the hedged transactions.

### 3. BUSINESS COMBINATIONS

During the six months ended June 30, 2001, the Company completed two acquisitions for aggregate cash consideration of \$46.4 million. The January 2001 acquisition of substantially all of the U.S. net assets of Van Leeuwen Pipe and Tube Corporation ("Van Leeuwen"), a leading provider of pipe, valves and fittings to the refining, petrochemical and power generation industries, accounted for the majority of the acquisition consideration for the six-month period. This transaction was financed with amounts borrowed under a short-term loan facility which was subsequently repaid with proceeds from the Company's public debt offering (see Note 8).

During the three months ended September 30, 2001, the Company completed eight acquisitions for aggregate cash consideration of \$50.7 million. On July 2, 2001, the Company acquired Star Tool Company ("Star Tool"), which provides fishing and rental tool services for customers in the U.S. Permian Basin market. Star Tool, which generated revenues of approximately \$18.0 million during the twelve-month period ended September 30, 2001, has been integrated into the Smith Services operations. On August 22, 2001, M-I acquired BW Group plc ("BW Group"), an Aberdeen, Scotland-based provider of drilling and completion fluids to the North Sea market. BW Group reported revenues of approximately \$22.0 million during the twelve-month period ended September 30, 2001. These two transactions accounted for the majority of the acquisition consideration for the three-month period and were financed with borrowings under credit facilities.

These acquisitions have been recorded using the purchase method of accounting and, accordingly, the acquired operations have been included in the results of operations since the dates of acquisition. The purchase price was allocated to the net assets acquired based upon their estimated fair market values at the dates of acquisition. The excess of the purchase price over the estimated fair value of the net tangible assets and identifiable intangible assets acquired has been recorded as goodwill. For acquisitions completed during the first six months of 2001, goodwill is being amortized on a straight-line basis over 20 years. Goodwill recorded from acquisitions completed subsequent to June 30, 2001, in the amount of approximately \$31.5 million, is not subject to amortization, in accordance with the provisions of SFAS No. 142.

The balances included in the consolidated balance sheet as of September 30, 2001 related to these acquisitions are based upon preliminary information and are subject to change when additional information concerning final asset and liability valuations is obtained. Material changes in the preliminary allocations are not anticipated by management.

The following unaudited pro forma supplemental information presents consolidated results of operations as if the Company's significant current and prior year acquisitions had occurred on January 1, 2000. The unaudited pro forma data is based on historical information and does not include estimated cost savings; therefore, it does not purport to be indicative of the results of operations had the combinations been in effect at the dates indicated or of future results for the combined entities (in thousands, except per share amounts):

Nine Months Ended



Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

	September 30,	
	2001	2000
Revenues .....	\$ 2,688,294	\$ 2,227,914
Net income .....	114,235	44,973
Earnings per share:		
Basic .....	\$ 2.29	\$ 0.91
Diluted .....	2.27	0.90

6

The following schedule summarizes investing activities related to the current year acquisitions included in the consolidated statements of cash flows (in thousands):

Fair value of tangible assets, net of cash acquired .....	\$ 113,410
Goodwill and other intangible assets recorded .....	36,746
Total liabilities assumed .....	(53,037)
	-----
Cash paid for acquisition of businesses, net of cash acquired .....	\$ 97,119
	=====

On a segment basis, \$35.4 million of goodwill and other intangible assets relates to the Oilfield Products and Services group, and \$1.3 million of goodwill and other intangible assets is associated with the Distribution segment.

4. EARNINGS PER SHARE

Basic earnings per share ("EPS") is computed using the weighted average number of common shares outstanding during the period. Diluted EPS gives effect to the potential dilution of earnings which could have occurred if additional shares were issued for stock option exercises under the treasury stock method. Certain outstanding employee stock options were not included in the computation of diluted earnings per common share as the exercise price was greater than the average market price for the Company's stock during the corresponding period. The following schedule reconciles the income and shares used in the basic and diluted EPS computations (in thousands, except per share data):

Three Months Ended September 30,		Nine Mon Septem
2001	2000	2001
-----	-----	-----

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

Basic EPS:

Net income .....	\$ 42,066	\$ 20,474	\$ 113,966
	=====	=====	=====
Weighted average number of common shares outstanding .....	49,831	49,750	49,862
	=====	=====	=====
Basic EPS .....	\$ 0.84	\$ 0.41	\$ 2.29
	=====	=====	=====

Diluted EPS:

Net income .....	\$ 42,066	\$ 20,474	\$ 113,966
	=====	=====	=====
Weighted average number of common shares outstanding .....	49,831	49,750	49,862
Dilutive effect of stock options .....	379	637	538
	-----	-----	-----
	50,210	50,387	50,400
	=====	=====	=====
Diluted EPS .....	\$ 0.84	\$ 0.41	\$ 2.26
	=====	=====	=====

7

5. COMPREHENSIVE INCOME

Comprehensive income encompasses net income and changes in the components of accumulated other comprehensive income during the periods presented. Accumulated other comprehensive income consists of currency translation adjustments and changes in the unrealized fair value of certain derivative financial instruments. The Company's comprehensive income is as follows (in thousands):

	Three Months Ended September 30,		Nine Months Ended September
	2001	2000	2001
	-----	-----	-----
Net income .....	\$ 42,066	\$ 20,474	\$ 113,966
Changes in unrealized fair value of derivatives, net .....	2,497	--	181
Currency translation adjustments .....	2,154	(3,778)	(3,409)
	-----	-----	-----
Comprehensive income .....	\$ 46,717	\$ 16,696	\$ 110,738
	=====	=====	=====

As of September 30, 2001, accumulated comprehensive loss in the accompanying consolidated balance sheet includes \$21.2 million of cumulative currency translation losses, offset by \$0.2 million of cumulative changes in unrealized fair value of derivatives.

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

### 6. INVENTORIES

Inventories are stated at the lower of cost or market. Cost is determined by the first-in, first-out ("FIFO") method for the majority of the Company's inventories. The remaining inventories are costed under the last-in, first-out ("LIFO") or average cost methods. Inventory costs, consisting of materials, labor and factory overhead, are as follows (in thousands):

	September 30, 2001	December 31, 2000
	-----	-----
Raw materials .....	\$ 47,808	\$ 46,923
Work-in-process .....	65,332	57,167
Products purchased for resale .....	173,356	139,591
Finished goods .....	393,025	341,117
	-----	-----
	679,521	584,798
Reserves to state certain domestic inventories (\$323,576 in 2001 and \$273,811 in 2000) on a LIFO basis .....	(24,041)	(24,771)
	-----	-----
	\$ 655,480	\$ 560,027
	=====	=====

### 7. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment consists of the following (in thousands):

	September 30, 2001	December 31, 2000
	-----	-----
Land .....	\$ 27,515	\$ 24,683
Buildings .....	94,315	91,432
Machinery and equipment .....	446,389	401,624
Rental tools .....	239,242	225,962
	-----	-----
	807,461	743,701
Less-accumulated depreciation .....	(358,685)	(334,653)
	-----	-----
	\$ 448,776	\$ 409,048
	=====	=====

### 8. DEBT

The following summarizes the Company's outstanding debt (in thousands):

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

	September 30, 2001	December 31, 2000
	-----	-----
Current:		
Short-term borrowings .....	\$ 60,915	\$ 75,394
Current portion of long-term debt .....	22,719	90,557
	-----	-----
	\$ 83,634	\$ 165,951
	=====	=====
Long-Term:		
Notes, net of unamortized discounts .....	\$ 462,906	\$ 259,529
Bank revolvers payable .....	76,000	190,386
Term loans and other .....	16,345	15,358
	-----	-----
	555,251	465,273
Less current portion of long-term debt .....	(22,719)	(90,557)
	-----	-----
	\$ 532,532	\$ 374,716
	=====	=====

During the first quarter of 2001, the Company completed a public offering of \$250.0 million of 6.75 percent senior notes which mature in February 2011. The Company received net proceeds of \$246.7 million from the offering, which was used to repay short-term borrowings and indebtedness under revolving credit agreements.

Principal payments of long-term debt for the twelve-month periods ending subsequent to September 30, 2002 are as follows (in thousands):

2003 .....	\$ 95,690
2004 .....	10,476
2005 .....	10,476
2006 .....	10,476
Thereafter .....	405,414
	-----
	\$ 532,532
	=====

9. SHAREHOLDERS' EQUITY

During the current fiscal year, the Company's Board of Directors authorized a share buyback program which allows for the repurchase of up to five million shares of common stock, subject to regulatory issues, market considerations and other factors. During the third quarter of 2001, the Company repurchased 536,200 shares of common stock at an aggregate cost of \$21.4 million. The acquired shares have been added to the Company's treasury stock holdings, which equaled 1,192,054 shares at September 30, 2001, and may be used for acquisitions or other corporate purposes. Future repurchases under the program may be executed from time to time in the open market or in privately negotiated transactions.

10. INDUSTRY SEGMENTS

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

The Company manufactures and markets premium products and services to the oil and gas exploration and production industry, the petrochemical industry and other industrial markets. The Company has two reportable segments: Oilfield Products and Services and Distribution.

The following table presents financial information for each reportable segment (in thousands):

	Three Months Ended September 30,		Nine M Sept
	2001	2000	2001
<b>Revenues:</b>			
Oilfield Products and Services .....	\$ 622,203	\$ 485,760	\$ 1,789,179
Distribution .....	287,479	232,710	858,203
	\$ 909,682	\$ 718,470	\$ 2,647,382
	=====	=====	=====
<b>Income before interest and taxes:</b>			
Oilfield Products and Services .....	\$ 93,975	\$ 51,343	\$ 260,217
Distribution .....	7,344	4,231	21,028
General corporate .....	(1,538)	(1,355)	(4,530)
	\$ 99,781	\$ 54,219	\$ 276,715
	=====	=====	=====

### 11. SUBSEQUENT EVENTS

Subsequent to September 30, 2001, the Company has acquired three business operations for total cash consideration of \$144.7 million.

M-I, the operations owned jointly by the Company and Schlumberger Limited, acquired the SulfaTreat Company ("SulfaTreat") and the oilfield and industrial screen operations of Madison Filter Belgium S.A. ("Madison") for cash consideration of \$128.5 million. SulfaTreat, a natural-gas production services company headquartered in the United States, generated revenues of approximately \$12.0 million during the twelve-month period ended September 30, 2001. Madison, which includes United Wire Ltd. based in Scotland and Southwestern Wire Cloth, Inc. based in the United States, manufactures and markets screens for oilfield shakers and provides screening products for use in a broad range of industrial markets. Madison reported revenues of approximately \$61.0 million during the twelve-month period ended September 30, 2001.

On October 10, 2001, the Company acquired a majority interest in United Engineering Services LLC ("UES"), an engineering and manufacturing services company incorporated in Oman. UES generated revenues of approximately \$55.0 million during the twelve-month period ended September 30, 2001 and has been integrated into the Smith Services operations.

The acquisitions will be accounted for by the purchase method and, accordingly, included in the results of operations as of the respective dates of acquisition. The above acquisitions were financed with a combination of borrowings under revolving credit agreements, proceeds from a \$75.0 million floating rate note offering and minority partner contributions. The notes accrue interest based on a floating rate, subject to quarterly adjustments, equal to LIBOR plus 112.5 basis points. Interest on the notes is payable quarterly

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

beginning January 15, 2002.

Additionally, the Company completed the formation of a joint venture with Sandvik AB to design, manufacture and market roller-cone and specialty drill bits used in the mining and construction industry. The Company will account for its interest in the joint venture under the equity method of accounting. The assets contributed by the Company to the joint venture generated revenues of approximately \$5.8 million and \$16.3 million in the three-month and nine-month periods ended September 30, 2001, respectively.

10

### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### GENERAL

The following "Management's Discussion and Analysis of Financial Condition and Results of Operations" is provided to assist readers in understanding the Company's financial performance during the periods presented and significant trends which may impact the future performance of the Company. The following discussion should be read in conjunction with the Consolidated Financial Statements of the Company and the related notes thereto included elsewhere in this Form 10-Q and the Consolidated Financial Statements of the Company and the related notes thereto and the related "Management's Discussion and Analysis of Financial Condition and Results of Operations" included in the Company's Annual Report on Form 10-K.

The Company manufactures and markets premium products and services to the oil and gas exploration and production industry, the petrochemical industry and other industrial markets. The Company provides a comprehensive line of technologically-advanced products and engineering services, including drilling and completion fluid systems, solids-control and separation equipment, waste-management services, three-cone and diamond drill bits, fishing services, drilling tools, underreamers, casing exit and multilateral systems, packers and liner hangers. The Company also offers supply-chain management solutions through an extensive branch network providing pipe, valves, fittings, mill, safety and other maintenance products.

The Company's worldwide operations are largely driven by the level of exploration and production activity in major energy producing areas and the depth and drilling conditions of these projects. Drilling activity levels are primarily influenced by energy prices but may also be affected by expectations related to the worldwide supply of and demand for oil and natural gas, finding and development costs, decline and depletion rates, political actions and uncertainties, environmental concerns, capital expenditure plans of exploration and production companies and the overall level of global economic growth and activity.

The Company's oilfield segment is primarily driven by the level of exploration and production activity in international markets, which has remained relatively stable during the current year. North American drilling activity, however, peaked during July 2001 and has subsequently declined approximately 22 percent from those levels due to the impact of lower natural gas prices. Significant exposure to the U.S. deepwater market, which is more revenue-intensive and less susceptible to short-term variations in energy prices, has limited the impact of the activity decline on sales volumes to date. However, a continued deterioration in the U.S. or other major world economies

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

could further impact North American activity levels or activity in international markets. A substantial decline in activity levels could result in lower demand for the Company's products and services, and adversely impact future financial results.

11

### RESULTS OF OPERATIONS

#### Segment Discussion

The Company markets its products and services throughout the world through four business units which are aggregated into two reportable segments. The Oilfield Products and Services segment consists of three business units: M-I, Smith Bits and Smith Services. The Distribution segment includes the Wilson business unit. The revenue information below has been summarized by business unit in order to provide additional information in analyzing the Company's operations (dollars in thousands).

	Three Months Ended September 30,				Nine
	2001		2000		
	Amount	%	Amount	%	Amount
<b>Revenues:</b>					
M-I .....	\$ 412,364	45	\$ 326,446	45	\$ 1,197,
Smith Bits .....	105,135	12	84,018	12	309,
Smith Services .....	104,704	11	75,296	10	282,
	622,203	68	485,760	67	1,789,
Oilfield Products and Services .....					
Wilson .....	287,479	32	232,710	33	858,
	909,682	100	718,470	100	2,647,
Total .....	\$ 909,682	100	\$ 718,470	100	\$ 2,647,
	=====	=====	=====	=====	=====
<b>Revenues by Area:</b>					
United States .....	\$ 480,125	53	\$ 358,935	50	\$ 1,373,
Export .....	30,009	3	28,240	4	98,
Non-United States .....	399,548	44	331,295	46	1,175,
	909,682	100	718,470	100	2,647,
Total .....	\$ 909,682	100	\$ 718,470	100	\$ 2,647,
	=====	=====	=====	=====	=====
<b>Income Before Interest and Taxes:</b>					
Oilfield Products and Services .....	\$ 93,975	15	\$ 51,343	11	\$ 260,
Distribution .....	7,344	3	4,231	2	21,
General corporate .....	(1,538)	*	(1,355)	*	(4,
	99,781	11	54,219	8	276,
Total .....	\$ 99,781	11	\$ 54,219	8	\$ 276,
	=====	=====	=====	=====	=====

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

\*not meaningful

Oilfield Products and Services Segment

Revenues

M-I provides drilling and completion fluid systems, engineering and technical services to the oil and gas industry through its M-I Fluids division. M-I's SWACO division manufactures and markets equipment and services for solids control, separation, pressure control, rig instrumentation and waste management. M-I's revenues rose \$85.9 million, or 26 percent, from the third quarter of 2000 and \$308.4 million, or 35 percent, from the first nine months of 2000. The majority of the revenue improvement over the prior year periods reflects increased demand for base-fluid products and fluid processing and waste management services as a result of higher worldwide exploration and development activity. The favorable revenue variances also reflects the impact of the acquisitions of Sweco and other operations completed over the past 12 months, and improved pricing for product and services. After excluding the impact of acquired operations, M-I's revenues in the third quarter and first nine months of 2001 were 19 percent and 26 percent above the prior year periods, respectively, compared to corresponding increases in the M-I worldwide rig count of 15 percent and 24 percent. On a geographic basis, the majority of the growth in base business revenues was reported in the United States, Europe/Africa and Latin America.

12

Smith Bits manufactures and sells three-cone and diamond drill bits primarily for use in the oil and gas industry. Smith Bits' revenues increased \$21.1 million, or 25 percent, from the third quarter 2000 and \$74.2 million, or 32 percent, from the first nine months of 2000. On a combined basis, petroleum three-cone and diamond bit revenues rose 28 percent over the level reported for the three months ended September 30, 2001. When compared to the prior year periods, the revenue increases on a percentage basis exceeded the average rig count increases in all geographic areas due to recent product introductions, increased market penetration and improved pricing. The majority of the growth from year-to-year is attributable to the improved drilling activity levels in the United States and Europe/Africa. Smith Bits' mining bit operations, which were contributed to a newly-formed joint venture with Sandvik AB in October 2001 and will no longer be consolidated, generated approximately \$5.8 million and \$16.3 million of revenues in the current year quarter and nine-month period, respectively.

Smith Services manufactures and markets products and services used in the oil and gas industry for drilling, workover, well completion and well re-entry. Smith Services' revenues increased \$29.4 million, or 39 percent, from the third quarter of 2000 and \$73.4 million, or 35 percent, from the first nine months of 2000. After excluding the effect of the acquisition of Star Tool Company and the divestiture of the directional operations, revenues for the current year periods were 39 percent over levels reported in the previous year periods. The significant increase in base business revenues is attributable to higher worldwide exploration and production activity levels, new contract awards and favorable product and service pricing. Smith Services' revenues increased over prior year levels in all geographic areas, with the majority of the improvement reported in the United States. While revenues rose in all product and service groups, increased demand for tubular products and inspection services as well as higher reported drill pipe revenues related to an alliance with a specialty drill pipe manufacturer, contributed the majority of the year-over-year base growth.



## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

### Income Before Interest and Taxes

Income before interest and taxes for the Oilfield Products and Services segment increased \$42.6 million, or 83 percent, from the third quarter of 2000 and \$134.4 million, or 107 percent, from the first nine months of 2000. The significant improvement in income before interest and taxes resulted from the increase in reported revenues, and to a lesser extent, higher operating margins. Operating margins for the current year periods rose by four percentage points and six percentage points, respectively, over the three-month and nine-month periods ended September 30, 2000, attributable primarily to improved gross profit margins. Gross profit margins in the current year periods reflect the favorable effect of higher sales and production volumes and improved pricing. The balance of the operating margin improvement is attributable to the impact of higher revenue levels on fixed cost coverage related to sales and administrative support expenses.

### Distribution Segment

#### Revenues

Wilson markets pipe, valves, fittings, mill, safety and other maintenance products to energy and industrial markets, primarily through an extensive network of supply branches in the United States and Canada. Wilson's revenues increased \$54.8 million, or 24 percent, from the third quarter of 2000 and \$190.3 million, or 28 percent, from the first nine months of 2000. Excluding the impact of the Van Leeuwen operations, acquired in early 2001, revenues were 7 percent and 11 percent, respectively, above the same periods last year. The majority of the base revenue increase was reported in the energy branch operations in the United States, reflecting the improvement in activity levels.

### Income Before Interest and Taxes

Wilson's income before interest and taxes increased \$3.1 million, or 74 percent, from the third quarter of 2000 and \$9.2 million, or 78 percent, from the first nine months of 2000. The increases over the prior year period reflect the impact of the higher revenue levels and, to a lesser extent, the approximate one percentage point improvement in operating margins. The effect of improved gross margins in the U.S. energy branches in the current year periods was impacted by the higher proportion of industrial and downstream revenues, which traditionally generate lower gross profit margins.

13

### Consolidated Results

For the periods indicated, the following table summarizes the results of the Company and presents these results as a percentage of total revenues (dollars in thousands):

Three Months Ended September 30,				Nine Mo
2001		2000		2001
Amount	%	Amount	%	Amount

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

Revenues .....	\$ 909,682	100	\$ 718,470	100	\$2,647,382
Gross profit .....	273,056	30	195,352	27	778,081
Operating expenses .....	173,275	19	141,133	20	501,366
Income before interest and taxes .....	99,781	11	54,219	7	276,715
Interest expense, net .....	10,653	1	8,554	1	31,734
Income before income taxes and minority interests .....	89,128	10	45,665	6	244,981
Income tax provision .....	28,941	3	15,131	2	79,833
Income before minority interests .....	60,187	7	30,534	4	165,148
Minority interests .....	18,121	2	10,060	1	51,182
Net income .....	\$ 42,066	5	\$ 20,474	3	\$ 113,966

Consolidated revenues rose \$191.2 million, or 27 percent, from the third quarter of 2000 and \$646.3 million, or 32 percent, from the first nine months of 2000. The majority of the revenue growth over prior year levels is attributable to the Company's base business operations. Excluding the impact of acquired and divested operations, revenues increased 18 percent and 23 percent, respectively, over the prior year quarter and year-to-date levels, and compares to corresponding increases in the M-I worldwide rig count of 15 percent and 24 percent. Higher exploration and production activity levels in the current year periods favorably impacted each of the Company's operations, with improved pricing in the oilfield operations also contributing to the growth. The majority of the revenue increase from year-to-year was reported in the United States and the North Sea area.

Gross profit increased \$77.7 million, or 40 percent, from the third quarter of 2000 and \$246.9 million, or 47 percent, from the first nine months of 2000. While the majority of the gross profit increase is attributable to the higher revenue levels, improved gross margins attributable to higher volumes and improved pricing in the oilfield operations also contributed to the favorable variance. Consolidated gross profit margins equaled 30 percent in the third quarter of 2001 and 29 percent on a current year-to-date basis, an increase of approximately three percentage points over both prior year periods.

Operating expenses, consisting of selling, general and administrative expenses, increased \$32.1 million from the third quarter of 2000 and \$103.7 million from the first nine months of 2000. The majority of the overall operating expense increase is due to the higher base business volumes, which contributed to a 12 percent increase in personnel levels from the prior year quarter. Incremental operating expenses associated with operations acquired collectively accounted for more than 35 percent of the increase over the prior year periods. Operating expenses as a percentage of revenues declined one percentage point from the comparable periods in 2000 reflecting higher fixed cost coverage related to the overall sales and administrative functions.

Net interest expense, which represents interest expense less interest income, was \$2.1 million above the third quarter of 2000 and \$5.7 million over the first nine months of 2000 due to an increase in outstanding debt. On a

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

year-to-date basis, average debt levels increased approximately \$134.0 million from the prior year period in connection with the financing of acquisitions.

14

The effective tax rate approximated 33 percent for the first nine months of 2001, which is below the prior year rate and the U.S. statutory rate. The effective tax rate in 2001 is lower than the U.S. statutory rate due to the impact of M-I's U.S. partnership earnings for which the minority partner is directly responsible for their related income taxes. The Company properly consolidates the pre-tax income related to the minority partner's share of U.S. partnership earnings but excludes the related tax provision. The effective rate for the three months ended September 30, 2001 was 32.5 percent which is below the prior period rate primarily due to a favorable shift in the geographic mix of pre-tax income towards lower rate jurisdictions.

Minority interests reflect the portion of the results of majority-owned operations which are applicable to the minority interest partners. Minority interests increased \$8.1 million from the third quarter of 2000 and \$26.8 million from the first nine months of 2000 due to the higher profitability of the M-I joint venture.

### LIQUIDITY AND CAPITAL RESOURCES

#### General

Cash and cash equivalents equaled \$45.3 million at September 30, 2001, which is \$8.7 million above the level reported at December 31, 2000. Cash flows provided by operations were \$122.9 million in the first nine months of 2001, an increase of \$94.2 million from the amount reported in the same period of 2000. The improvement in cash generated from operations primarily reflects the higher profitability levels of the overall business, with the activity-driven growth in working capital accounts remaining relatively consistent between periods.

Cash flows utilized in investing activities in the first nine months of 2001 included \$73.5 million of investments in net property, plant and equipment which consists of routine additions of capital equipment as well as \$6.0 million related to the construction of a new office facility. During the nine month period ended September 30, 2001, the Company acquired treasury stock aggregating \$21.4 million, reflected in financing activities, and purchased publicly-traded securities of a majority owned subsidiary which is included in investing activities. Although cash flows from operations were sufficient to finance the above during the first nine months of 2001, the Company completed ten acquisitions for aggregate cash consideration of \$97.1 million which required borrowings under new and existing credit agreements.

The Company's primary internal source of liquidity is cash flow generated from operations. External sources of liquidity include debt and, if needed, equity financing. In February 2001, the Company completed a public offering of \$250.0 million of 6.75 percent senior notes which was used to repay short-term borrowings and the majority of the Company's indebtedness under revolving credit agreements. The Company's revolving lines of credit facilities, which are available for operating and financing needs, had additional borrowing capacity of \$156.0 million at September 30, 2001. The Company believes funds generated from operations, amounts available under existing credit facilities and external sources of liquidity will be sufficient to finance capital expenditures and working capital needs of the existing operations for the foreseeable future.

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

Subsequent to September 30, 2001, the Company has acquired three businesses for total cash consideration of \$144.7 million, financed with a combination of borrowings under revolving credit agreements, proceeds from a \$75.0 million floating rate note offering and minority partner contributions. M-I, the operations owned jointly by the Company and Schlumberger Limited, acquired the SulfaTreat Company ("SulfaTreat") and the oilfield and industrial screen operations of Madison Filter Belgium S.A. ("Madison") for cash consideration of \$128.5 million. SulfaTreat, a natural-gas production services company headquartered in the United States, generated revenues of approximately \$12.0 million during the twelve-month period ended September 30, 2001. Madison, which includes United Wire Ltd. based in Scotland and Southwestern Wire Cloth, Inc. based in the United States, manufactures and markets screens for oilfield shakers and provides screening products for use in a broad range of industrial markets. Madison reported revenues of approximately \$61.0 million during the twelve-month period ended September 30, 2001. Additionally, on October 10, 2001, the Company acquired a majority interest in United Engineering Services LLC ("UES"), an engineering and manufacturing services company incorporated in Oman. UES generated revenues of approximately \$55.0 million during the twelve-month period ended September 30, 2001 and has been integrated into the Smith Services operations.

15

Management continues to evaluate opportunities to acquire products or businesses complementary to the Company's operations. These acquisitions, if they arise, may involve the use of cash or, depending upon the size and terms of the acquisition may require debt or equity financing.

### NEW ACCOUNTING AND REGULATORY PRONOUNCEMENTS

In August 2001, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets," which is effective for the Company beginning January 1, 2002. SFAS No. 144 supersedes SFAS No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of," and the accounting and reporting provisions relating to the disposal of a segment of a business of Accounting Principles Board Opinion No. 30. The Company does not anticipate that the adoption of SFAS No. 144 will have a material impact on its financial position or results of operations.

In July 2001, the FASB released SFAS No. 143, "Accounting for Asset Retirement Obligations," which is required to be adopted by the Company no later than January 1, 2003. SFAS No. 143 addresses the financial accounting and reporting for retirement obligations and costs associated with tangible long-lived assets. The Company is currently reviewing the provisions of SFAS No. 143 to determine the standard's impact, if any, on its financial statements upon adoption.

The FASB issued SFAS No. 141, "Business Combinations," in July 2001, which is effective for business combinations initiated after June 30, 2001. SFAS No. 141 eliminates the pooling-of-interest method of accounting for business combinations and modifies the application of the purchase accounting method. The FASB also issued SFAS No. 142, "Goodwill and Other Intangible Assets," in July 2001 which addresses financial accounting and reporting for goodwill and other intangible assets. Under SFAS No. 142, goodwill and some intangibles will no longer be amortized to earnings but will be tested for impairment. While most provisions of SFAS No. 142 are effective for the Company beginning January 1, 2002, goodwill and intangible assets acquired subsequent to June 30, 2001 are subject immediately to the provisions of the statement. Although the Company

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

continues to evaluate the impact of this recently issued standard, the adoption of SFAS No. 142 will result in the elimination of \$15.7 million of goodwill amortization recognized in fiscal 2001, or \$9.2 million net of taxes and minority interests.

The Company adopted SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," effective January 1, 2001. SFAS No. 133 requires that the Company record derivatives on the balance sheet at fair value and establishes criteria for designation and effectiveness of hedging relationships. The nature of the Company's business activities involves the management of various financial and market risks, including those related to changes in currency exchange rates and interest rates. The Company occasionally employs derivative financial instruments such as foreign exchange contracts, foreign exchange options and interest rate swap contracts to mitigate or eliminate certain of those risks. The Company does not enter into derivative instruments for speculative purposes.

The adoption of SFAS No. 133 on January 1, 2001 did not have a material impact on the Company's financial position or results of operations. During the three-month and nine-month periods ended September 30, 2001, the Company recorded the change in fair market value related to fair value hedges, which included foreign exchange contracts, to general and administrative expenses in the accompanying consolidated statement of operations. These amounts were not material. Additionally, the Company recorded the change in value related to cash flow hedges, which included foreign exchange contracts and interest rate swaps, to accumulated other comprehensive income. During the first nine months of 2001, changes in foreign exchange rates and interest rates resulted in an adjustment of \$0.2 million to accumulated other comprehensive income in the accompanying consolidated balance sheet. Of this amount, \$0.1 million is expected to be recognized in the statement of operations during the next 12 months, offset by the effect of changes in the underlying basis of the hedged transactions.

16

### ITEM 3. QUALITATIVE AND QUANTITATIVE MARKET RISK DISCLOSURES

The Company is exposed to certain market risks arising from transactions that are entered into in the normal course of business. These risks, which are primarily related to interest rate changes and fluctuations in foreign exchange rates, are not considered to be material to the Company. During the reporting period, no events or transactions have occurred which would materially change the information disclosed in the Company's Annual Report on Form 10-K.

17

## PART II - OTHER INFORMATION

### ITEM 1. LEGAL PROCEEDINGS

None.

### ITEM 2. CHANGES IN SECURITIES

None.

## Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

### ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None.

### ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

None.

### ITEM 5. OTHER INFORMATION

None.

### ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

#### (a) Exhibits

4.1 Amendment to Rights Agreement dated June 8, 2000, by and among the Company and First Chicago Trust Company of New York (the "Rights Agent") and effective as of October 1, 2001.

10.1 Supplemental Executive Retirement Plan as amended and restated effective January 2, 2001.

#### (b) Reports on Form 8-K

The Registrant filed reports on Form 8-K during the quarterly period ended September 30, 2001. All filings were reported under "Item 5. Other Events" and disclosed the following:

1. Form 8-K dated July 2, 2001 relating to a press release announcing the acquisition of Star Tool Company and a press release announcing the earnings release and conference call information for the second quarter of 2001.
2. Form 8-K dated July 18, 2001 relating to a press release announcing the Company's results for the second quarter of 2001.
3. Form 8-K dated July 26, 2001 relating to a press release announcing the Company's stock repurchase program.

18

### 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 thereunto duly authorized.

SMITH INTERNATIONAL, INC.

Registrant

Edgar Filing: SMITH INTERNATIONAL INC - Form 10-Q

Date: November 14, 2001  
-----

By: /s/ Douglas L. Rock  
-----

Douglas L. Rock  
Chairman of the Board, Chief Executive  
Officer, President and Chief Operating  
Officer

Date: November 14, 2001  
-----

By: /s/ Margaret K. Dorman  
-----

Margaret K. Dorman  
Senior Vice President and  
Chief Financial Officer  
(Principal Accounting Officer)

19

EXHIBIT INDEX

EXHIBIT  
NUMBER  
-----

DESCRIPTION  
-----

4.1	Amendment to Rights Agreement
10.1	Supplemental Executive Retirement Plan

21