CORE LABORATORIES NysE.cib


| ANNUAL RATES | Past | Past | Est'd '12-'14 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'18-'20 |
| Revenues | $12.5 \%$ | $8.5 \%$ | $6.0 \%$ |
| "Cash Flow" | $24.0 \%$ | $13.0 \%$ | $7.0 \%$ |
| Earnings | $33.0 \%$ | $14.5 \%$ | $7.5 \%$ |
| Dividends | $-1-2$ | $30.0 \%$ | $12.5 \%$ |
| Book Value | $-2.0 \%$ | $-2.5 \%$ | $21.0 \%$ |


| Cal- <br> endar | QUARTERLY REVENUES (\$ mill.) <br> Mar.31 |  |  |  | Fun. 30 <br> Full <br> Year. 30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2012 | 234.2 | 247.0 | 245.4 | 254.5 | 981.1 |
| 2013 | 260.9 | 263.1 | 273.2 | 276.3 | 1073.5 |
| 2014 | 262.9 | 267.6 | 276.1 | 278.6 | 1085.2 |
| 2015 | 213.6 | 197 | 200 | 214.4 | 825 |
| 2016 | 210 | 220 | 230 | 240 | 900 |
| Cal- <br> endar | EARNINGS PER SHARE A |  |  |  | Full |
| 2012 | 1.13 | 1.11 | 1.14 | 1.17 | 4.54 |
| 2013 | 1.22 | 1.29 | 1.35 | 1.42 | 5.28 |
| 2014 | 1.35 | 1.42 | 1.50 | 1.51 | 5.77 |
| 2015 | .72 | .77 | .83 | .93 | 3.25 |
| 2016 | .90 | 1.00 | 1.05 | 1.05 | 4.00 |
| Cal- | QUARTERLY DIVIDENDS PAID B | Full |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2011 | .25 | .25 | .25 | .25 | 1.00 |
| 2012 | .28 | .28 | .28 | .28 | 1.12 |
| 2013 | .32 | .32 | .32 | .32 | 1.28 |
| 2014 | .50 | .50 | .50 | .50 | 2.00 |
| 2015 | 55 |  |  |  |  |

[^0](A) Diluted earnings. Excludes per-share non- (B) Includes special dividends. Dividends Dutch withholding tax. A) due late July. Earnings may not sum due to due late July. Earnings may n.
changes in shares outstanding.
(B) Includes special dividends. Dividends Dutch withholding tax. normally paid late Feb., late May, Aug., and (C) Intangibles of $\$ 175$ mill. at $12 / 31 / 14$, or Nov. Per-share special dividends '08, 50c; '09, \$4.02 a share


[^0]:    BUSINESS: Core Laboratories, N.V. is a leading oilfield services provider with 70 offices in over 50 countries. Operates in three segments: Reservoir Description ( $41 \%$ of 2014 revenue, $44 \%$ of operating income), Production Enhancement (48\%, 47\%), and Reservoir Management $(11 \%, 9 \%)$. Revenue $72 \%$ from services, $28 \%$ from product sales. Sales outside the U.S.: $52 \%$ in '14.. Employs about
    Core Laboratories is optimistic that the oil market will come into balance by yearend, driving earnings higher in 2016. There is a case to be made in that regard. The oversupply situation arising from domestic shale drilling is on course to right itself. The exact timing of a bottoming out in the industry is imprecise, of course. But a substantial amount of drilling has been suspended more quickly than had been thought possible, and far fewer new wells are being brought on line. Assuming these corrective measures continue, and a projected one million barrels of additional global oil demand materializes, we look for improved results next year.
    The services provider still needs to get through the currently weak period of business activity. A workforce reduction of around $12 \%$, or 600 employees, will help put a floor under margins. That move cost the company $\$ 0.14$ a share in the first quarter (included in our presentation). All told, we look for a steep profit decline in 2015, in conjunction with a $20 \%$ $25 \%$ drop in revenues. For its part, Wall Street seems to be starting to look past the business slump, as oil prices have bounced

    5,000. Clearbridge Inv. owns $11 \%$ of stock; Vanguard, $7.0 \%$; three other institutions own a combined 17\%; Officers \& Directors, 1.0\% (3/15 Proxy). President, CEO, and Chairman of the Supervisory Board: David Demshur. Inc.: The Netherlands. Addr.: Strawinskylaan 913, Tower A, Level 9, 1077 XX Amsterdam, The Netherlands. U.S. Tel.: 713-328-2101. www.corelab.com.
    off of their lows. Nevertheless, it will be important to see if sales and profits do, in fact, bottom out in the coming months.

    ## Capital productivity remains ex-

    tremely high. In fact, ongoing share buybacks create an interesting situation wherein equity is likely to be eliminated or even go negative as stock is purchased well above book value. Core has indicated that negative net worth does not affect any contracts or debt covenants. It does look a little odd, since most investors associate negative equity with a company that is posting large losses or taking big writedowns. That is most certainly not the case here, though, as Core Laboratories continues to generate excess cash. Note the recent dividend hike, as well.There is a good case to be made for a long-term position in the stock. Core operates in a specialized niche in the industry that emphasizes analysis and know-how above capital-intensive products. We figure the company will do very well as business recovers in the coming years. But the stock is poorly ranked (4) for Timeliness, currently.
    Robert Mitkowski, J r.
    May 8, 2015

