SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 10-Q
|X| QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934 - For the quarter ended September 30, 1997

OR

I_| TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file number 1-640

NL INDUSTRIES, INC.
 (Exact name of registrant as specified in its charter)


```
1 6 8 2 5 \text { Northchase Drive, Suite 1200, Houston, Texas}
```

    (Address of principal executive offices)
    Registrant's telephone number, including area code:
(281) 423-3300
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, and (2) had been subject to such filing
requirements for the past 90 days. Yes $X \quad$ No
Number of shares of common stock outstanding on October 31, 1997: 51,149,614
NL INDUSTRIES, INC. AND SUBSIDIARIES
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                    NL INDUSTRIES, INC. AND SUBSIDIARIES
                        CONSOLIDATED BALANCE SHEETS
                    (In thousands)
    | ASSETS | $\begin{gathered} \text { December } 31, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Current assets: |  |  |
| Cash and cash equivalents, including restricted cash of $\$ 10,895$ and $\$ 9,524$ | \$ 114,115 | \$ 102,214 |
| Accounts and notes receivable | 138,538 | 160,625 |
| Refundable income taxes | 9,267 | 4,282 |
| Inventories | 232,510 | 172,308 |
| Prepaid expenses | 4,219 | 6,752 |
| Deferred income taxes | 1,597 | 1,498 |
| Total current assets | 500,246 | 447,679 |
| Other assets: |  |  |
| Marketable securities | 23,718 | 31,147 |
| Investment in joint ventures | 181,479 | 175,423 |
| Prepaid pension cost | 24,821 | 24,408 |
| Deferred income taxes | 223 | 222 |
| Other | 24,825 | 20,357 |
| Total other assets | 255,066 | 251,557 |
| Property and equipment: |  |  |
| Land | 21,963 | 19,878 |
| Buildings | 165,479 | 153,271 |
| Machinery and equipment | 660,333 | 622,667 |
| Mining properties | 95,891 | 90,277 |
| Construction in progress | 13,231 | 8,469 |
|  | 956,897 | 894,562 |


| Less accumulated depreciation and depletion $\ldots \ldots$ | 490,851 |
| :---: | ---: |

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NL INDUSTRIES, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS (CONTINUED)
(In thousands)

| LIABILITIES AND SHAREHOLDERS' DEFICIT | $\begin{gathered} \text { December } 31, \\ 1996 \end{gathered}$ | $\begin{array}{r} \text { September } 30, \\ 1997 \end{array}$ |
| :---: | :---: | :---: |
| Current liabilities: |  |  |
| Notes payable | \$ 25,732 | \$ 17,139 |
| Current maturities of long-term debt | 91,946 | 61,534 |
| Accounts payable and accrued liabilities | 153,904 | 165,773 |
| Payable to affiliates | 10,204 | 10,199 |
| Income taxes | 5,664 | 6,781 |
| Deferred income taxes | 2,895 | 2,660 |
| Total current liabilities | 290,345 | 264,086 |
| Noncurrent liabilities: |  |  |
| Long-term debt | 737,100 | 694,606 |
| Deferred income taxes | 151,221 | 139,484 |
| Accrued pension cost | 57,941 | 50,588 |
| Accrued postretirement benefits cost | 55,935 | 52,168 |
| Other | 132,048 | 150,650 |
| Total noncurrent liabilities | 1,134,245 | 1,087,496 |
| Minority interest | 249 | 253 |
| Shareholders' deficit: |  |  |
| Common stock | 8,355 | 8,355 |
| Additional paid-in capital | 759,281 | 759,281 |
| Adjustments: |  |  |
| Currency translation | $(118,629)$ | $(125,199)$ |
| Pension liabilities | $(1,822)$ | $(1,822)$ |
| Marketable securities | 1,278 | 6,107 |
| Accumulated deficit | $(485,948)$ | $(509,653)$ |
| Treasury stock | $(365,996)$ | $(365,742)$ |
| Total shareholders' deficit | $(203,481)$ | $(228,673)$ |

```
$ 1,221,358 $ 1,123,162
\(===================\)
```

Commitments and contingencies (Note 13)

```
See accompanying notes to consolidated financial statements.
                    - 4 -
```

NL INDUSTRIES, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS (In thousands, except per share data)

| 1996 | 1997 |
| :---: | :---: |



Revenues and other income:
Net sales ...............
Net sales ..................
Other, net ...............

| $\begin{array}{r} \$ 248,462 \\ 5,013 \end{array}$ | $\begin{array}{r} 248,153 \\ 3,023 \end{array}$ |
| :---: | :---: |
| 253,475 | 251,176 |

752, 064
25,890
--------
\$ 740,423
11,681
Other, net ..............
----------
---------
752,104

| Costs and expenses: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of sales |  | 193,271 |  | 180,784 |  | 557,881 |  | 557,442 |
| Selling, general and administrative ........ |  | 45,274 |  | 38,448 |  | 131,313 |  | 152,730 |
| Interest |  | 18,472 |  | 19,476 |  | 56,127 |  | 57,853 |
|  |  | 257,017 |  | 238,708 |  | 745,321 |  | 768,025 |
| Income (loss) before income taxes and minority interest ... |  | $(3,542)$ |  | 12,468 |  | 32,633 |  | $(15,921)$ |
| Income tax expense |  | 698 |  | 2,700 |  | 11,552 |  | 7,749 |
| Income (loss) before minority interest ... |  | $(4,240)$ |  | 9,768 |  | 21,081 |  | $(23,670)$ |
| Minority interest |  | 9 |  | 7 |  | (33) |  | 35 |
| Net income (loss) | \$ | $(4,249)$ | \$ | 9,761 | \$ | 21,114 | \$ | $(23,705)$ |
| Net income (loss) per share of common stock ......... | \$ | (.08) | \$ | . 19 | \$ | . 41 | \$ | (.46) |
| Weighted average common and common equivalent shares outstanding |  | 51,118 |  | 51,585 |  | 51,376 |  | 51,143 |

```
See accompanying notes to consolidated financial statements.
```

                    - 5 -
    ```
            NL INDUSTRIES, INC. AND SUBSIDIARIES
                CONSOLIDATED STATEMENT OF SHAREHOLDERS' DEFICIT
            Nine months ended September 30, 1997
                    (In thousands)
```

|  | Common stock |  | $\begin{aligned} & \text { Additional } \\ & \text { paid-in } \\ & \text { capital } \end{aligned}$ |  | Adjustments |  |  |  |  | $\begin{aligned} & \text { Accumulated } \\ & \text { deficit } \end{aligned}$ | $\begin{aligned} & \text { Treasury } \\ & \text { stock } \end{aligned}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Currency translation |  | nsion ilities |  | $\begin{aligned} & \text { etable } \\ & \text { rities } \end{aligned}$ |  |  |  |
| Balance at December 31, 1996 | \$ | 8,355 |  |  |  | 759,281 | \$ $(118,629)$ | \$ | $(1,822)$ | \$ | 1,278 | \$ $(485,948)$ | \$ 365,996 ) | \$ 203,481 ) |
| Net loss .................... |  | -- |  | -- | -- |  | -- |  | -- | $(23,705)$ | -- | $(23,705)$ |
| Adjustments ................. |  | -- |  | -- | $(6,570)$ |  | -- |  | 4,829 | -- | -- | $(1,741)$ |
| Treasury stock reissued ..... |  | -- |  | -- | -- |  | -- |  | -- | -- | 254 | 254 |
| Balance at September 30, 1997 | \$ | 8,355 |  | 759,281 | \$(125,199) |  | $(1,822)$ | \$ | 6,107 | \$ $(509,653)$ | \$ 365,742 ) | \$ 2228,673 ) |

$$
\begin{aligned}
& \text { NL INDUSTRIES, INC. AND SUBSIDIARIES } \\
& \text { CONSOLIDATED STATEMENTS OF CASH FLOWS } \\
& \text { Nine months ended September } 30,1996 \text { and } 1997
\end{aligned}
$$

                    (In thousands)
    
## 1996

--------

| $\$ 21,114$ | $\$(23,705)$ |
| :---: | :---: |
| 30,154 | 28,414 |
| 15,500 | 17,388 |
| $(4,864)$ | $(2,108)$ |
| -- | 30,000 |
| $(12,401)$ | $(10,729)$ |
| ------ |  |
| 49,503 | 39,260 |
| $(21,289)$ | $(32,834)$ |
| 26,424 | 44,595 |


| Prepaid expenses | $(3,863)$ | $(3,085)$ |
| :---: | :---: | :---: |
| Accounts payable and accrued liabilities | $(1,363)$ | 18,792 |
| Income taxes | (166) | 8,217 |
| Other, net | $(10,994)$ | $(4,132)$ |
| Net cash provided by operating activities | 38,252 | 70,813 |
| Cash flows from investing activities: |  |  |
| Capital expenditures | $(52,328)$ | $(23,349)$ |
| Purchase of minority interest | $(5,168)$ | -- |
| Investment in joint ventures, net | 4,123 | 5,836 |
| Proceeds from disposition of property and equipment | 478 | 2,922 |
| Net cash used by investing activities | $(52,895)$ | $(14,591)$ |

```
Cash flows from financing activities:
    Indebtedness:
```



```
        Borrowings ....................................... $ 64,712
        |
```



```
        (43,359)
        --
        140,000
        Deferred financing costs ..........................
```



```
        (203,349)
        (3,958)
    Other, net
        (202)
        252
            Net cash provided (used) by financing
```



```
                (67,055)
Cash and cash equivalents:
    Net change from:
        Operating, investing and financing activities .... (10,833)
```



```
            (2,312)
        (1,068)
        114,115
    Balance at beginning of period
        141,333
        ---------
        ---------
```



```
                $ 130,196
        $ 102,214
                ========== ==========
Supplemental disclosures - cash paid for:
    Interest, net of amounts capitalized ...............
```



```
See accompanying notes to consolidated financial statements.
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```


## NL INDUSTRIES, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Note 1 - Organization and basis of presentation:

NL Industries, Inc. conducts its operations primarily through its whollyowned subsidiaries, Kronos, Inc. (titanium dioxide pigments, or "TiO2") and Rheox, Inc. (specialty chemicals). Valhi, Inc. and Tremont Corporation, each affiliates of Contran Corporation, hold approximately $56 \%$ and $18 \%$, respectively, of NL's outstanding common stock, and together may be deemed to control NL. Contran and its subsidiaries and other entities related to Harold C. Simmons hold approximately $92 \%$ of Valhi's and 47\% of Tremont's outstanding common stock.

The consolidated balance sheet of NL Industries, Inc. and Subsidiaries (collectively, the "Company") at December 31, 1996 has been condensed from the Company's audited consolidated financial statements at that date. The consolidated balance sheet at September 30,1997 and the consolidated statements of operations, shareholders' deficit and cash flows for the interim periods ended September 30, 1996 and 1997, have been prepared by the Company, without audit. In the opinion of management, all adjustments necessary to present fairly the consolidated financial position, results of operations and cash flows have been made. The results of operations for the interim periods are not necessarily indicative of the operating results for a full year or of future operations.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. Certain prior-year amounts have been reclassified to conform to the 1997 presentation. The accompanying consolidated financial statements should be read in conjunction with the consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 1996 (the "1996 Annual Report").

The Company adopted a new method of accounting as required by the AICPA's Statement of Position ("SOP") No. 96-1, "Environmental Remediation Liabilities," in the first quarter of 1997. The SOP, among other things, expands the types of costs which must be considered in determining environmental remediation accruals. As a result of adopting the SOP, the Company recognized a noncash cumulative charge of $\$ 30$ million in the first quarter of 1997 . The charge is not expected to materially impact the Company's 1997 income tax expense because the Company believes the resulting deferred income tax asset does not currently satisfy the more-likely-than-not realization criteria and, accordingly, the Company has established an offsetting valuation allowance. Such charge is comprised primarily of estimated future undiscounted expenditures associated with managing and monitoring existing environmental remediation sites. The expenditures consist principally of legal and professional fees, but do not include litigation defense costs with respect to situations in which the Company asserts that no liability exists. Previously, such expenditures were expensed as incurred.

Note 2 - Net income (loss) per share of common stock:
Net income (loss) per share of common stock is based on the weighted average number of common shares and equivalents outstanding. Common stock equivalents, consisting of nonqualified stock options, are excluded from the computation when their effect is antidilutive. The Company will retroactively adopt Statement of Financial Accounting Standards ("SFAS") No. 128, "Earnings

Per Share," effective December 31, 1997. Basic earnings per share pursuant to SFAS No. 128 will not be materially different from earnings per share presented herein and diluted earnings per share pursuant to SFAS No. 128 is not expected to be materially different from basic earnings per share.

Note 3 - Business segment information:

The Company's operations are conducted in two business segments - TiO2 conducted by Kronos and specialty chemicals conducted by Rheox.

| Three <br> Sep | $\begin{aligned} & \text { ended } \\ & 30, \end{aligned}$ | Nine months ended September 30, |  |
| :---: | :---: | :---: | :---: |
| 1996 | 1997 | 1996 | 1997 |

(In thousands)

| Net sales: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Kronos | \$ | 215,038 | \$ | 210,344 | \$ | 649,635 | \$ | 629,087 |
| Rheox | 33,424 |  | 37,809 |  | 102,429 |  | 111,336 |  |
|  | \$ | 248,462 | \$ | 248,153 | \$ | 752,064 | \$ | 740,423 |
| Operating income: |  |  |  |  |  |  |  |  |
| Kronos | \$ | 9,640 | \$ | 24,908 | \$ | 64,555 | \$ | 50,412 |
| Rheox |  | 9,831 |  | 12,254 |  | 32,952 |  | 34,597 |
|  |  | 19,471 |  | 37,162 |  | 97,507 |  | 85,009 |
| General corporate income (expense): |  |  |  |  |  |  |  |  |
| Securities earnings, net . |  | 1,190 |  | 590 |  | 3,631 |  | 1,817 |
| Expenses, net |  | $(5,731)$ |  | $(5,808)$ |  | $(12,378)$ |  | $(44,894)$ |
| Interest expense |  | $(18,472)$ |  | $(19,476)$ |  | $(56,127)$ |  | $(57,853)$ |
|  | \$ | $(3,542)$ | \$ | 12,468 | \$ | 32,633 | \$ | $(15,921)$ |

Note 4 - Inventories:

| December 31, <br> 1996 | September 30, |
| :---: | :---: |
| 1997 |  |
| (In thousands) |  |


| $\$ 43,284$ | $\$ 40,139$ |
| ---: | ---: |
| 10,356 | 5,767 |
| 142,091 | 94,216 |
| 36,779 | 32,186 |
| ------ |  |
|  |  |
| $\$ 232,510$ | \$172, |
| $========$ | $========$ |

Note 5 - Marketable securities:

```
December 31, September 30,
    1 9 9 6
    1 9 9 7
    ----------------------------
```

(In thousands)

| marketable equity sec |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Unrealized gains | \$ | 3,516 | \$ | 9,395 |
| Unrealized losses |  | $(1,550)$ |  | -- |
| Cost |  | 21,752 |  | 21,752 |
| Aggregate market | \$ | 23,718 | \$ | 31,147 |

Note 6 - Investment in joint ventures:


Note 7 - Other noncurrent assets:
Intangible assets, net .......................
Deferred financing costs, net ..............
Other .......................................
ote 8 - Accounts payable and accrued liabilities:

December 31, |  |
| ---: | :--- |
| 1996 |$\quad 1997$

(In thousands)

| Accrued liabilities: |
| :---: |
| Employee benefits |
| Environmental costs |
| Interest |
| Miscellaneous taxes |
| Other |


| $\$ 60,648$ | $\$ 58,385$ |
| ---: | ---: |
| --------- |  |
| 34,618 | 37,006 |
| 6,000 | 9,000 |
| 9,429 | 14,532 |
| 4,073 | 1,100 |
| 39,136 | 45,750 |

93,256 107,388

```
Note 9 - Other noncurrent liabilities:
```

| $\begin{gathered} \text { December 31, } \\ 1996 \end{gathered}$ | September 30, 1997 |
| :---: | :---: |

(In thousands)

| Environmental costs <br> Insurance claims and expenses Employee benefits Other |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
|  |  |  |


| $\$ 106,849$ | $\$ 127,291$ |
| ---: | ---: |
| 11,673 | 11,372 |
| 11,960 | 10,747 |
| 1,566 | 1,240 |
| ------ | ---- |
| $\$ 132,048$ | $\$ 150,650$ |
| $=======$ | $=======$ |

Note 10 - Notes payable and long-term debt:

December 31, September 30, 19961997
------------ ---------------
(In thousands)


| -------- | - ------- |
| :--- | :--- |
| $\$ 737,100$ | $\$ 694,606$ |
| $========$ | $=======$ |

Rheox has entered into interest rate collar agreements which effectively set minimum and maximum U.S. LIBOR interest rates of $5.25 \%$ and $8 \%$, respectively, on $\$ 50$ million principal amount of its variable-rate bank term loan through May 2001. The margin on such borrowings ranges from . $75 \%$ to $1.75 \%$, depending upon the level of a certain Rheox financial ratio. Rheox is exposed to interest rate risk in the event of nonperformance by the other parties to the agreements, although Rheox does not anticipate nonperformance by such parties. At September 30, 1997, the estimated fair value of such agreements was estimated to be a \$.1 million liability. Such fair value represents the amount Rheox would

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pay if it terminated the collar agreements at that date, and is based upon quotes obtained from the counter party financial institutions.

Note 11 - Income taxes:
The difference between the provision for income tax expense attributable to income before income taxes and minority interest and the amount that would be expected using the U.S. federal statutory income tax rate of $35 \%$ is presented below.

| Nine months ended |  |
| :---: | :---: |
| September | 30, |
| 1996 | 1997 |

(In thousands)

| Expected tax expense (benefit) | \$ | 11,422 | \$ | $(5,573)$ |
| :---: | :---: | :---: | :---: | :---: |
| Non-U.S. tax rates |  | (273) |  | (462) |
| Incremental tax on income of companies not included in NL's consolidated U.S. federal income tax return |  | 2,559 |  | 2,171 |
| Valuation allowance |  | $(1,150)$ |  | 10,459 |
| U.S. state income taxes |  | 1,350 |  | 1,432 |
| Other, net |  | $(2,356)$ |  | (278) |
| Income tax expense | \$ | 11,552 | \$ | 7,749 |

Note 12 - Other income, net:


| Interest and dividends | \$ | 1,190 | \$ | 590 | \$ | 3,631 | \$ | 1,817 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Currency transaction gains |  | 4,491 |  |  |  |  |  |  |
| (losses), net |  | 624 |  | (57) |  | 2,670 |  |  |
| Disposition of property and |  | (304 |  | 2,452 |  |  |  |  |
| equipment |  | (758) |  |  |  | ) |  | $(1,677)$ |



Note 13 - Commitments and contingencies:

For descriptions of certain legal proceedings, income tax and other commitments and contingencies related to the company, reference is made to (i) Management's Discussion and Analysis of Financial Condition and Results of Operations, (ii) Part II, Item 1 -"Legal Proceedings," (iii) the Company's Quarterly Report on Form 10-Q for the quarters ended March 31, 1997 and June 30, 1997, and (iv) the 1996 Annual Report.

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## RESULTS OF OPERATIONS

The Company's chemical operations are conducted in two business segments TiO2 conducted by Kronos and specialty chemicals conducted by Rheox.

| Three months ended | $\%$ | Nine months ended | $\%$ |
| :---: | :---: | :---: | :---: |
| September 30, | Change | September 30, | Change |
| 1996 1997 |  | 1996 1997 |  |
| (In millions) |  | (In millions) |  |


| Net sales: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Kronos | \$215.1 | \$210.4 | -2\% | \$649.7 | \$629.2 | -3\% |
| Rheox | 33.4 | 37.8 | +13\% | 102.4 | 111.3 | +9\% |
|  | \$248.5 | \$248.2 | NC | \$752.1 | \$740.5 | -2\% |
| Operating income: |  |  |  |  |  |  |
| Kronos | \$ 9.7 | \$ 24.9 | +157\% | \$ 64.6 | \$ 50.4 | -22\% |
| Rheox | 9.8 | 12.3 | +26\% | 32.9 | 34.6 | +5\% |
|  | \$ 19.5 | \$ 37.2 | +91\% | \$ 97.5 | \$ 85.0 | -13\% |
| Percent changes in TiO2: |  |  |  |  |  |  |
| Sales volume |  |  | +7\% |  |  | +12\% |
| Average selling prices (in billing currencies)...... |  |  | +1\% |  |  | -8\% |

Kronos' TiO2 operating income in the third quarter of 1997 increased from the comparable period in 1996 due to higher production and sales volumes, $1 \%$ higher average TiO2 selling prices and $\$ 9.7$ million of income resulting from refunds of German trade capital taxes. Kronos' operating income in the nine months ended September 30, 1997 declined from the 1996 period due to 8\% lower average selling prices, partially offset by higher sales and production volumes. Kronos' average TiO2 selling prices for the third quarter of 1997 were $3 \%$ higher than the second quarter of 1997 and $6 \%$ higher than the first quarter of 1997. Selling prices at the end of the third quarter of 1997 were $2 \%$ higher than the average for the quarter. Kronos achieved record third quarter sales volumes
reflecting continued strong TiO2 demand, particularly in Europe. Kronos' third quarter and nine months sales volumes increased $7 \%$ and $12 \%$, respectively, from the year-earlier periods.

Kronos' operating income for the third quarter included income of $\$ 9.7$ million resulting from German trade capital tax refunds related to prior years, including interest. The German tax authorities were required to remit refunds based on (i) recent court decisions which resulted in reducing the trade capital tax base and (ii) prior agreements between the Company and the German tax authorities regarding payment of disputed taxes.

Kronos expects further increases in its TiO2 selling prices during the fourth quarter of 1997 and expects its fullyear 1997 operating income will exceed that of 1996. Kronos' cost of sales as a percentage of net sales compared to 1996 decreased in the third quarter of 1997 and increased in the first nine months of 1997 due to higher average prices in the third quarter of 1997 and lower average prices in the first nine months of 1997. Kronos' selling, general and administrative expenses in the third quarter and the first nine months of

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1997 were lower than the 1996 periods due to favorable effects of foreign currency translation and German trade capital tax refunds, partially offset by higher distribution expenses associated with higher 1997 sales volumes.

Rheox's operating income for the third quarter of 1997 increased $\$ 2.5$ million compared to the third quarter of 1996 on higher sales and production volumes. Rheox's operating income in the first nine months of 1997 was $\$ 4.4$ million higher than the 1996 period, excluding a first-quarter $1996 \$ 2.7$ million gain related to the curtailment of certain U.S. employee pension benefits. Rheox's cost of sales as a percentage of net sales decreased in the third quarter and first nine months of 1997 due to higher production volumes in both periods of 1997 compared to 1996. Selling, general and administrative expenses increased in the third quarter and first nine months of 1997 compared to the 1996 periods primarily due to higher selling and distribution expenses associated with higher 1997 sales volumes.

A significant amount of the Company's sales generated from its non-U.S. operations are denominated in currencies other than the U.S. dollar, and fluctuations in the value of the U.S. dollar relative to other currencies decreased the dollar value of sales for the third quarter and first nine months of 1997 by $\$ 23$ million and $\$ 46$ million, respectively, compared to the respective 1996 periods. Although exchange rate fluctuations resulted in an unfavorable impact on operating income for the third quarter of 1997, the impact was nominal for the first nine months of 1997 compared with the same periods in 1996.

The following table sets forth certain information regarding general corporate income (expense).


Securities earnings declined due to lower average cash equivalent balances available for investment. Corporate expenses, net in the first nine months of 1997 were higher than the comparable period in 1996 due to the $\$ 30$ million
noncash charge related to the Company's adoption of SOP No. 96-1, "Environmental Remediation Liabilities." See Note 1 to the Consolidated Financial Statements. This charge is included in selling, general and administrative expense in the Company's Consolidated Statements of Operations. Interest expense was higher in the third quarter and first nine months of 1997 primarily due to higher variable interest rates and higher average principal balances.

## LIQUIDITY AND CAPITAL RESOURCES

The Company's consolidated cash flows from operating, investing and financing activities for the nine months ended September 30, 1996 and 1997 are presented below.

| Nine m Sept | ended 30, |
| :---: | :---: |
| 1996 | 1997 |
| (In millions) |  |
| \$ 38.3 | \$ 70.8 |
| (52.9) | (14.6) |
| 5.8 | (67.0) |
| \$ (8.8) | \$(10.8) |

The TiO2 industry is cyclical and changes in economic conditions within the industry significantly impact the earnings and operating cash flows of the Company. Cash flows from operations before change in assets and liabilities in the first nine months of 1997 declined from the comparable period in 1996 primarily due to lower operating income. In the aggregate, changes in the Company's inventories, receivables and payables (excluding the effect of currency translation) provided cash in both the first nine months of 1996 and 1997; however, the cash provided in the first nine months of 1997 was significantly higher than the first nine months of 1996 primarily due to greater reductions in inventory levels in the 1997 period.

Certain of the Company's income tax returns in various U.S. and non-U.S. jurisdictions are being examined and tax authorities have proposed or may propose tax deficiencies. The Company has previously reached an agreement with the German tax authorities, and paid certain tax deficiencies of approximately DM 44 million ( $\$ 28$ million when paid), including interest, which resolved significant tax contingencies for years through 1990. Certain other significant German tax contingencies remain outstanding and will continue to be litigated. The Company has received certain tax assessments aggregating DM 130 million (\$74 million), including interest, for years through 1996 and may receive tax assessments for an additional DM 20 million ( $\$ 11$ million) related to these remaining tax contingencies. No payments of tax or interest deficiencies related to these assessments will be required until the litigation is resolved. A recent German tax court proceeding involving a tax issue substantially the same as that involved in the Company's primary remaining income tax contingency was decided in favor of the taxpayer. The German tax authorities have appealed the decision to the German Supreme Court and the Company believes that the decision by the German Supreme Court will be rendered within two years and will become a legal precedent which will likely determine the outcome of the Company's primary dispute with the German tax authorities. Although the Company believes that it will ultimately prevail, the Company has granted a DM 100 million ( $\$ 57$ million at September 30, 1997) lien on its Nordenham, Germany TiO2 plant in favor of the German tax authorities. No assurance can be given that this litigation will be
resolved in the Company's favor in view of the inherent uncertainties involved in court proceedings. The Company believes that it has adequately provided
$-16-$
accruals for additional income taxes and related interest expense which may ultimately result from all such examinations and believes that the ultimate disposition of such examinations should not have a material adverse effect on the Company's consolidated financial position, results of operations or liquidity.

In order to improve its near-term liquidity, the Company refinanced its Rheox subsidiary during January 1997, obtaining a net $\$ 125$ million of new long-term financing. The net proceeds, along with other available funds, were used to prepay DM 207 million ( $\$ 127$ million when paid) of the Company's DM term loan and to repay DM 43 million ( $\$ 26$ million when paid) of the Company's DM revolving credit facility. As a result of the refinancing and prepayment, the Company's aggregate scheduled debt payments for 1997 and 1998 decreased by $\$ 103$ million ( $\$ 64$ million in 1997 and $\$ 39$ million in 1998). Additionally, total debt was reduced by $\$ 28$ million as part of the refinancing. In connection with the prepayment, the Company and its lenders modified certain financial covenants of the DM credit agreement and NL guaranteed the facility. At September 30, 1997, the Company was in compliance with all financial covenants governing its debt agreements.

In the first nine months of 1997, in addition to the above refinancing and prepayment, the Company repaid $\$ 12$ million of the joint venture term loan, $\$ 11$ million of Rheox's revolving credit facility, $\$ 4$ million of Rheox's term loan and DM 10 million ( $\$ 6$ million when paid) of short-term notes payable.

At September 30, 1997, the Company had cash and cash equivalents aggregating $\$ 102$ million (54\% held by non-U.S. subsidiaries) including restricted cash and cash equivalents of $\$ 10 \mathrm{million}$. The Company's subsidiaries had $\$ 21$ million and $\$ 88$ million available for borrowing at September 30, 1997 under existing U.S. and non-U.S. credit facilities, respectively.

The Company has been named as a defendant, potentially responsible party ("PRP"), or both, in a number of legal proceedings associated with environmental matters, including waste disposal sites, mining locations and facilities currently or previously owned, operated or used by the Company, certain of which are on the U.S. Environmental Protection Agency's (the "U.S. EPA") Superfund National Priorities List or similar state lists. On a quarterly basis, the Company evaluates the potential range of its liability at sites where it has been named as a PRP or defendant. The Company believes it has adequate accruals (\$136 million at September 30, 1997) for reasonably estimable costs of such matters, but the Company's ultimate liability may be affected by a number of factors, including changes in remedial alternatives and costs and the allocations of such costs among PRPs. It is not possible to estimate the range of costs for certain sites. The upper end of the range of reasonably possible costs to the Company for sites for which it is possible to estimate costs is approximately $\$ 180$ million. The Company's estimates of such liabilities have not been discounted to present value, and the Company has not recognized any potential insurance recoveries. No assurance can be given that actual costs will not exceed accrued amounts or the upper end of the range for sites for which estimates have been made, and no assurance can be given that costs will not be incurred with respect to sites as to which no estimate presently can be made. Further, there can be no assurance that additional environmental matters will not arise in the future.

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The Company is also a defendant in a number of legal proceedings seeking damages for personal injury and property damage arising from the sale of lead pigments and lead-based paints. There is no assurance that the Company will not incur future liability in respect of this pending litigation in view of the inherent uncertainties involved in court and jury rulings in pending and
possible future cases. However, based on, among other things, the results of such litigation to date, the Company believes that the pending lead pigment and paint litigation is without merit. The Company has not accrued any amounts for such pending litigation. Liability that may result, if any, cannot be reasonably estimated. In addition, various legislation and administrative regulations have, from time to time, been enacted or proposed that seek to impose various obligations on present and former manufacturers of lead pigment and lead-based paint with respect to asserted health concerns associated with the use of such products and to effectively overturn court decisions in which the Company and other pigment manufacturers have been successful. The Company currently believes the disposition of all claims and disputes, individually and in the aggregate, should not have a material adverse effect on the Company's consolidated financial position, results of operations or liquidity. There can be no assurance that additional matters of these types will not arise in the future.

The Company periodically evaluates its liquidity requirements, alternative uses of capital, capital needs and availability of resources in view of, among other things, its debt service and capital expenditure requirements and estimated future operating cash flows. As a result of this process, the Company in the past has sought, and in the future may seek, to reduce, refinance, repurchase or restructure indebtedness, raise additional capital, issue additional securities, modify its dividend policy, restructure ownership interests, sell interests in subsidiaries or other assets, or take a combination of such steps or other steps to manage its liquidity and capital resources. In the normal course of its business, the Company may review opportunities for the acquisition, divestiture, joint venture or other business combinations in the chemicals industry. In the event of any such transactions, the company may consider using available cash, issuing equity securities or refinancing or increasing its indebtedness to the extent permitted by the agreements governing the Company's existing debt.

The statements contained in this Report on Form 10-Q ("Quarterly Report") which are not historical facts, including, but not limited to, statements found under the captions "Results of Operations" and "Liquidity and Capital Resources" above, are forward-looking statements that involve a number of risks and uncertainties. The actual results of the future events described in such forward-looking statements in this Quarterly Report could differ materially from those stated in such forward-looking statements. Among the factors that could cause actual results to differ materially are the risks and uncertainties discussed in this Quarterly Report and in the 1996 Annual Report, including, without limitation, the portions of such reports under the captions referenced above, and the uncertainties set forth from time to time in the Company's other public reports and filings and public statements.

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

Reference is made to the 1996 Annual Report and the Company's Quarterly Report on Form 10-Q for the quarters ended March 31, 1997 and June 30, 1997 for descriptions of certain previously-reported legal proceedings.

Wright v. Lead Industries, et al., (Nos. 94363042 and 363043). In October 1997 the Maryland court of appeals affirmed the previously-reported summary judgment in defendants' favor. The time in which plaintiffs' may seek to review the court of appeals decision has not yet expired.

Gates v. American Cyanamid Co., et al., (No. I1996-2114). In October 1997 plaintiffs indicated that they intend to dismiss this case with prejudice as to all defendants.

Ritchie v. NL Industries, et al., (No. 5:96-CV-166). In August 1997 plaintiffs dismissed the complaint with prejudice against all defendants.

Gould v. NL Industries, Inc., (No. 91-1091) ("Gould Superfund Site," Portland, Oregon). The U.S. EPA, the Company and other PRPs are negotiating the terms of a consent decree to perform the remedial action selected in the amended
record of decision. Trial in the action for contribution among the PRPs, previously set for September 1997 , has been rescheduled for January 1998 .

Granite City Superfund Site. In September 1997 the U.S. EPA informed the Company that past and future cleanup costs are estimated to total approximately $\$ 63.5$ million.

Cherokee County Sites. In August 1997 the U.S. EPA issued the record of decision for the Baxter Springs and Treece subsites. The U.S. EPA has estimated that the selected remedy will cost approximately $\$ 7.1$ million.

State of Illinois vs. NL Industries. Inc. et al., (No. 88-CH-11618). In August 1997 the trial court dismissed the case. The State has filed a notice of appeal.

Flacke v. NL Industries, Inc., (No. 1842-80). The case has been settled within previously accrued amounts.

Rhodes, et al. v. ACF Industries, Inc., et al., (No. 95-C-261). An agreement in principle has been reached settling this matter, with the Company being indemnified by another party.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits
27.1 - Financial Data Schedule for the nine-month period ended September 30, 1997.
(b) Reports on Form 8-K

Reports on Form 8-K for the quarter ended September 30, 1997 and through the date of this report:

July 22, 1997 - reported Items 5 and 7. October 17, 1997 - reported Items 5 and 7.

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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 thereunto duly authorized.

$$
\begin{gathered}
\text { NL INDUSTRIES, INC. } \\
\text {---------------------- } \\
\text { (Registrant) }
\end{gathered}
$$

## Date: October 31, 1997

By /s/ Joseph S. Compofelice
$\qquad$

By /s/ Dennis G. Newkirk

- ----------------------------
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Dennis G. Newkirk
Vice President and Controller
(Principal Accounting Officer)
<ARTICLE> 5
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This schedule contains summary financial information extracted from NL Industries Inc.'s consolidated financial statements for the nine months ended September 30, 1997, and is qualified in its entirety by reference to such consolidated financial statements.
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