



February 2020
Corporate Presentation



Forward-Looking / Cautionary Statements

This presentation, including any oral statements made regarding the contents of this presentation, contains forward-looking statements as defined under Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of historical facts, that address activities that Laredo Petroleum, Inc. (together with its subsidiaries, the “Company”, “Laredo” or “LPI”) assumes, plans, expects, believes, intends, projects, indicates, enables, transforms, estimates or anticipates (and other similar expressions) will, should or may occur in the future are forward-looking statements. The forward-looking statements are based on management’s current belief, based on currently available information, as to the outcome and timing of future events.

General risks relating to Laredo include, but are not limited to, the decline in prices of oil, natural gas liquids and natural gas and the related impact to financial statements as a result of asset impairments and revisions to reserve estimates, long-term performance of wells, drilling and operating risks, the increase in service and supply costs, tariffs on steel, pipeline transportation constraints in the Permian Basin, hedging activities, possible impacts of litigation and regulations, and other factors, including those and other risks described in its Annual Report on Form 10-K for the year ended December 31, 2019 and those set forth from time to time in other filings with the Securities and Exchange Commission (“SEC”). These documents are available through Laredo’s website at www.laredopetro.com under the tab “Investor Relations” or through the SEC’s Electronic Data Gathering and Analysis Retrieval System at www.sec.gov. Any of these factors could cause Laredo’s actual results and plans to differ materially from those in the forward-looking statements. Therefore, Laredo can give no assurance that its future results will be as estimated. Laredo does not intend to, and disclaims any obligation to, update or revise any forward-looking statement.

Any forward-looking statement speaks only as of the date on which such statement is made and the Company undertakes no obligation to correct or update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by applicable law.

The SEC generally permits oil and natural gas companies, in filings made with the SEC, to disclose proved reserves, which are reserve estimates that geological and engineering data demonstrate with reasonable certainty to be recoverable in future years from known reservoirs under existing economic and operating conditions and certain probable and possible reserves that meet the SEC’s definitions for such terms. In this presentation, the Company may use the terms “resource potential,” “estimated ultimate recovery” (“EURs”) or “type curve,” each of which the SEC guidelines restrict from being included in filings with the SEC without strict compliance with SEC definitions. These terms refer to the Company’s internal estimates of unbooked hydrocarbon quantities that may be potentially discovered through exploratory drilling or recovered with additional drilling or recovery techniques. “Resource potential” is used by the Company to refer to the estimated quantities of hydrocarbons that may be added to proved reserves, largely from a specified resource play potentially supporting numerous drilling locations. A “resource play” is a term used by the Company to describe an accumulation of hydrocarbons known to exist over a large areal expanse and/or thick vertical section potentially supporting numerous drilling locations, which, when compared to a conventional play, typically has a lower geological and/or commercial development risk. EURs are based on the Company’s previous operating experience in a given area and publicly available information relating to the operations of producers who are conducting operations in these areas. Unbooked resource potential or EURs do not constitute reserves within the meaning of the Society of Petroleum Engineer’s Petroleum Resource Management System or SEC rules and do not include any proved reserves. Actual quantities of reserves that may be ultimately recovered from the Company’s interests may differ substantially from those presented herein. Factors affecting ultimate recovery include the scope of the Company’s ongoing drilling program, which will be directly affected by the availability of capital, decreases in oil, natural gas liquids and natural gas prices, well spacing, drilling costs and production costs, availability and costs of drilling services and equipment, drilling results, lease expirations, transportation constraints, regulatory approvals, negative revisions to reserve estimates and other factors as well as actual drilling results, including geological and mechanical factors affecting recovery rates. Estimates of EURs may change significantly as development of the Company’s core assets provides additional data. In addition, our production forecasts and expectations for future periods are dependent upon many assumptions, including estimates of production decline rates from existing wells and the undertaking and outcome of future drilling activity, which may be affected by significant commodity price declines or drilling cost increases. “Type curve” refers to a production profile of a well, or a particular category of wells, for a specific play and/or area. In addition, the Company’s production forecasts and expectations for future periods are dependent upon many assumptions, including estimates of production decline rates from existing wells and the undertaking and outcome of future drilling activity, which may be affected by significant commodity price declines or drilling cost increases. The “standardized measure” of discounted future new cash flows is calculated in accordance with SEC regulations and a discount rate of 10%. The actual results may vary considerably and should not be considered to represent the fair market value of the Company’s proved reserves.

This presentation includes financial measures that are not in accordance with generally accepted accounting principles (“GAAP”), including Adjusted EBITDA, Cash Flow and Free Cash Flow. While management believes that such measures are useful for investors, they should not be used as a replacement for financial measures that are in accordance with GAAP. For a reconciliation of Adjusted EBITDA, Cash Flow and Free Cash Flow to the nearest comparable measure in accordance with GAAP, please see the Appendix.

Unless otherwise specified, references to “average sales price” refer to average sales price excluding the effects of our derivative transactions. All amounts, dollars and percentages presented in this presentation are rounded and therefore approximate.

Pivoted Strategy Transforming Laredo

Surpassed Expectations in 2019

- Generated \$60 MM in Free Cash Flow¹ vs initial expectation of Cash Flow¹ neutrality
- Grew oil production 2% YoY vs original expectation of a 5% decrease

Acquisitions Expected to Increase Returns

- Added 175 gross tier-one locations, driving expected corporate oil mix to 40% by YE-21
- Improved capital efficiency enables anticipated mid-single digit annual oil production growth in 2021 & 2022 with 15% to 20% less capital vs 2020

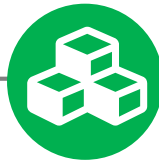
Low-Cost Operations Improve Margins

- LOE/BOE 39% below Permian peers²
- Operational efficiencies drive D&C costs among the lowest in the Midland Basin³

Actively Manage Financial Risk

- Extended high-yield debt maturities to 2025
- FY-20 derivatives position value of \$150+ MM at \$50/Bbl WTI

Delivering sustainable oil production growth and Free Cash Flow¹



¹See Appendix for reconciliations of non-GAAP measures

²Peer data as of most recent SEC filing (3Q-19 or 4Q-19) and includes: CDEV, CPE, MTDR, QEP, SM

³Source: RSEG 1-21-20 2019 average lateral cost per foot. Peers include: APA, CPE, CVX, CXO, ECA, ESTE, FANG, OXY, PE, PXD, QEP, SM and XOM

Pivoted Strategy to Increase Stakeholder Value

**Target consistent Free Cash Flow¹ generation
and oil growth per net debt-adjusted share**

Continuous

**Optimize existing
acreage**

**High-grade development
to maximize oil
productivity**



**Maintain capital and
operational cost
advantages**



**Improves capital efficiency
on existing acreage**

In Process

**Improve corporate
returns through
accretive
acquisitions**

**Opportunistically target
high-margin inventory**



**Utilize Free Cash Flow¹ to
maintain a competitive
leverage profile**



**Accelerates Cash Flow¹ &
oil growth**

Opportunistic

**Increase scale
through
consolidation**

**Combine operations to
eliminate redundancies**



**Leverage basin-leading
low cost structure to
achieve synergies**



**Delivers increased return
of cash to stakeholders**

Delivering on Returns-Focused Strategy



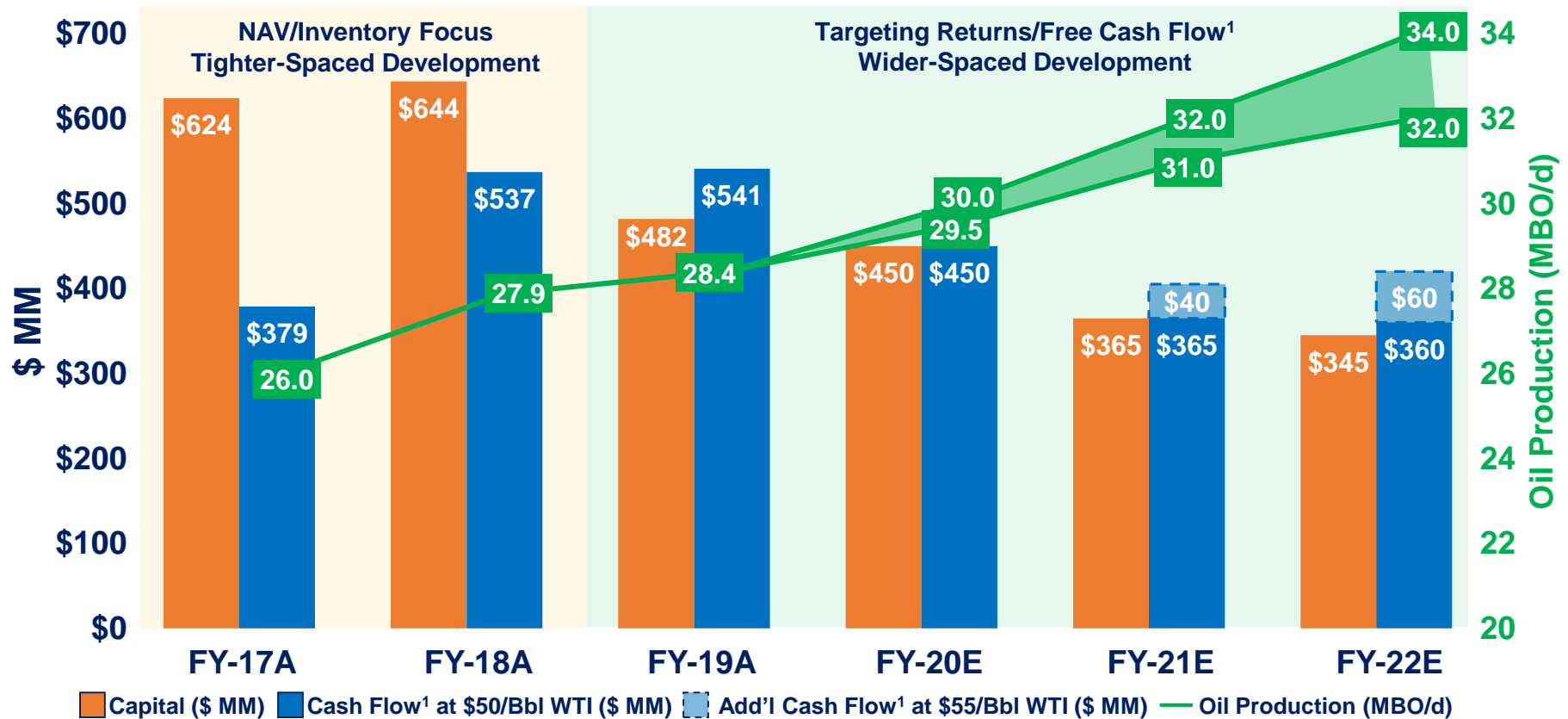
Mid-single digit annual oil growth expected for FY-20E - FY-22E



40% oil mix anticipated by YE-21



Free Cash Flow¹ earmarked for debt repayment



Tier-one inventory acquisitions position Company for oil growth & Free Cash Flow¹ generation

2020 Capital Budget Expectations

Capital Budget
(\$ MM)



- Infrastructure, Land & Other
- Drilling & Completions

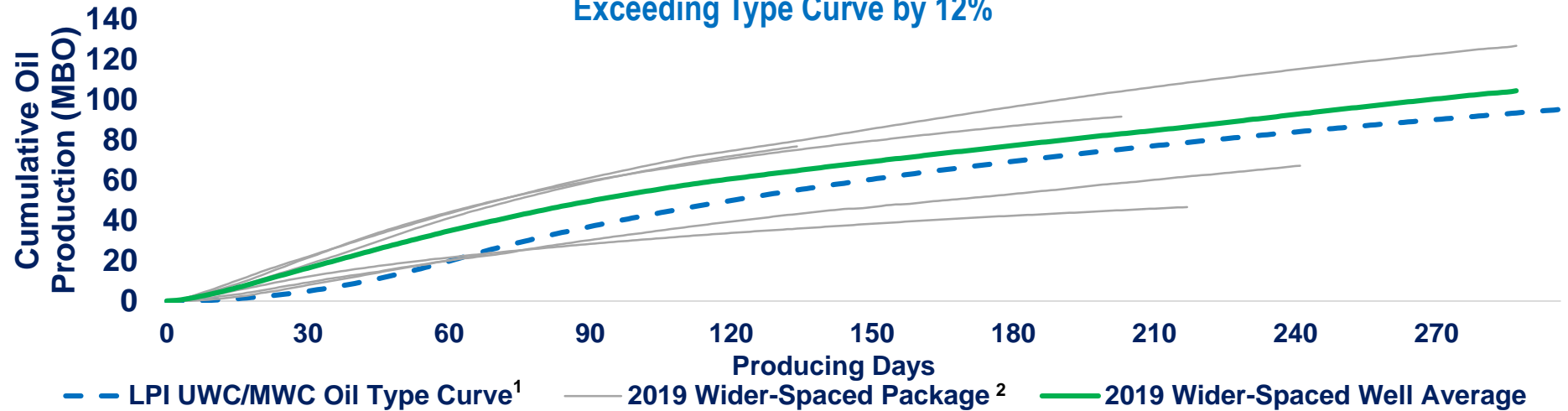
	1Q-20E	2Q-20E	3Q-20E	4Q-20E	FY-20E
Drilling Rigs	3.9	3.2	2.0	2.0	2.8
Spuds	26	21	14	13	74
% Howard County	50%	100%	100%	100%	82%
Completion Crews	1.8	1.0	1.0	0.6	1.1
Completions	28	11	10	15	64
% Howard County	0%	55%	100%	100%	48%
Total Capital	\$175	\$120	\$90	\$65	\$450
Working Interest					99%
Lateral Length					9,000'

Plan to adjust activity to balance
Cash Flow¹ and capital expenditures

Wider-Spaced Packages Support Consistent Oil Outperformance

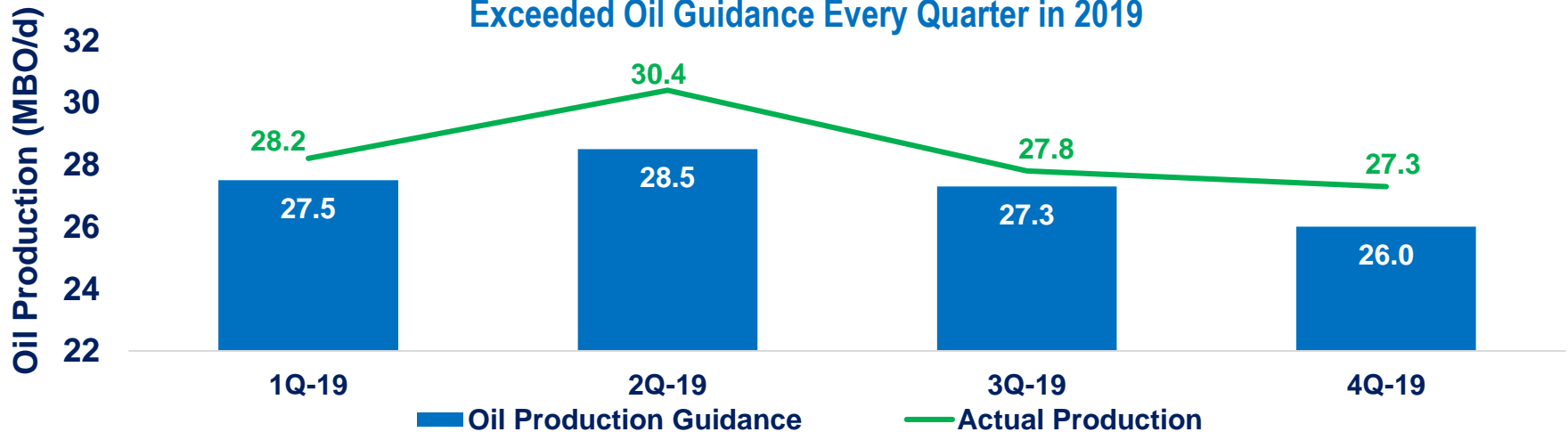
2019 Cumulative Oil Performance by Package

Exceeding Type Curve by 12%



2019 Oil Guidance vs Actual Production

Exceeded Oil Guidance Every Quarter in 2019



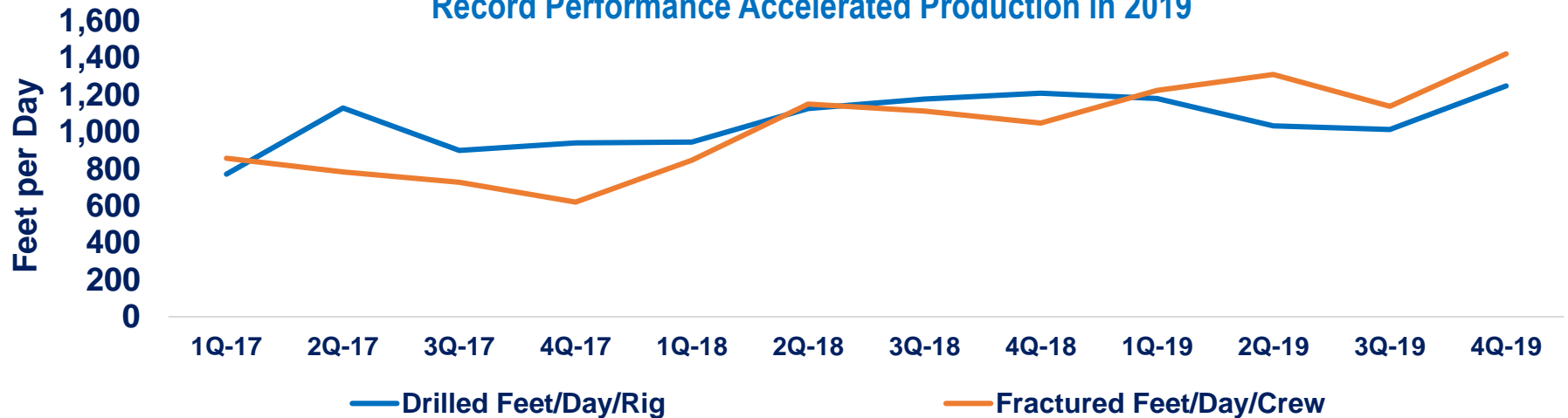
¹UWC/MWC 1.3 MMBOE type curve (400 MBO) representative of a 10,000' well, utilizing a 1.2 b-factor

²Includes an average of the Yellow Rose package (8 wells), Hoelscher package (4 wells), Frysak/Halfmann package (4 wells), Sugg-B package (7 wells), Von Gonten package (9 wells) & Driver-Agnell package (6 wells); All wells show cumulative oil production, normalized to a 10,000' lateral, as of 2-6-20

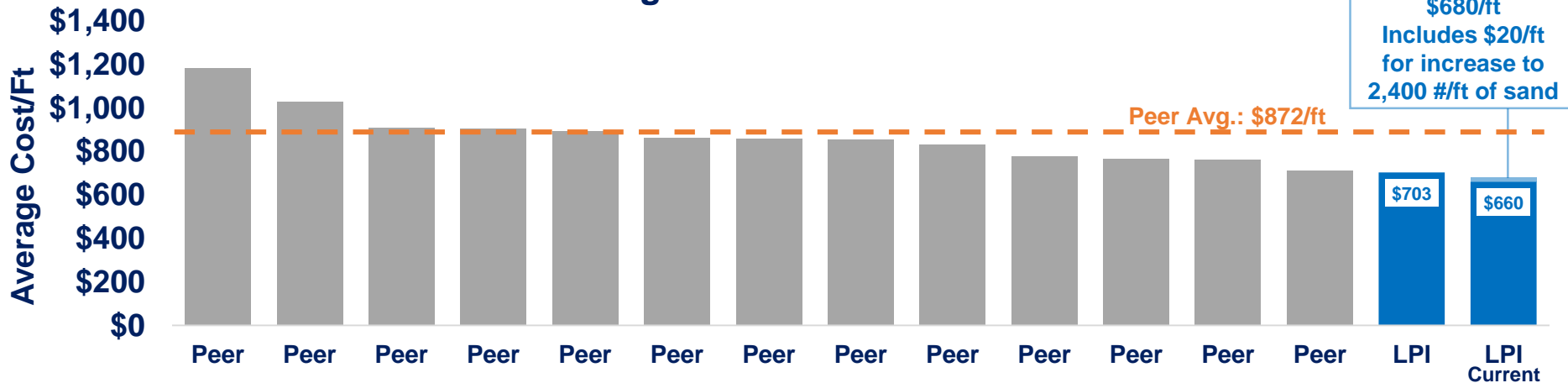
Operational Efficiencies Drive Peer-Leading Capital Costs

Drilling & Completions Efficiencies

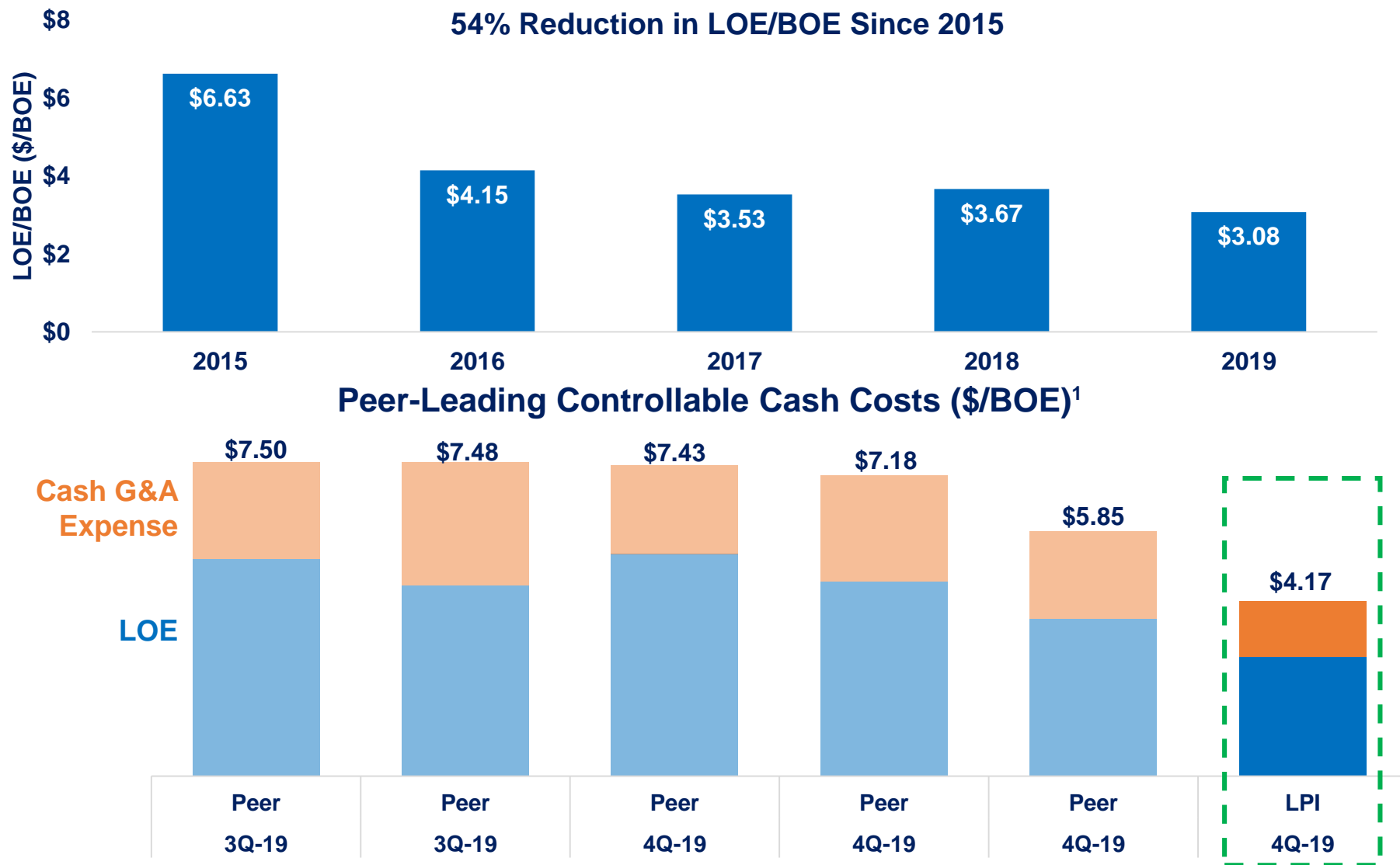
Record Performance Accelerated Production in 2019



Peer-Leading Midland Basin D&C Costs¹



Demonstrated Management of Controllable Cash Costs

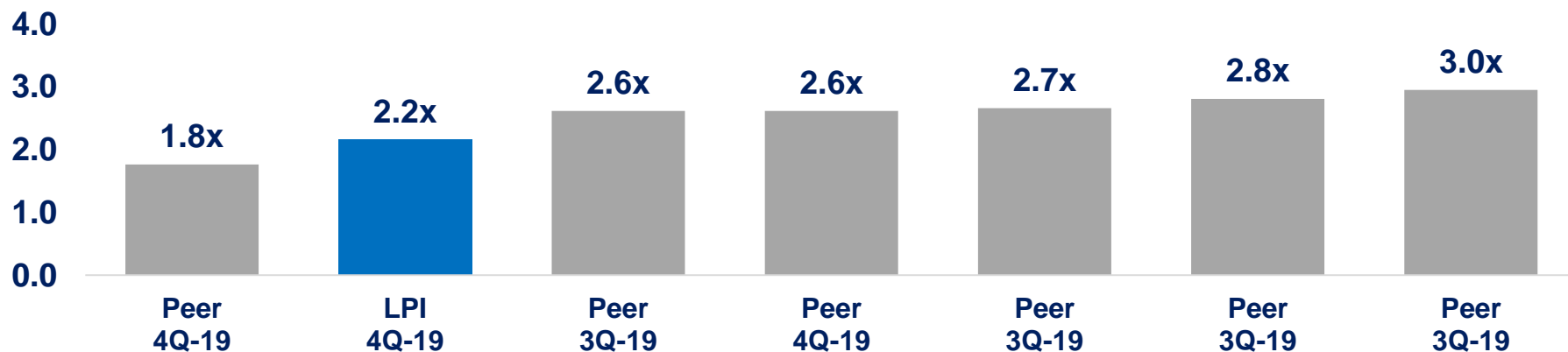


Disciplined Acquisition Strategy, Committed to a Strong Balance Sheet

**Target consistent Free Cash Flow¹ generation
and oil growth per net debt-adjusted share**

- ✓ **High-margin, higher-return (50+% oil) inventory**
- ✓ **Contiguous Midland Basin acreage positioned to benefit from LPI's peer-leading operational costs and efficiencies**
- ✓ **Utilize Free Cash Flow¹ to drive long-term target leverage ratio to a level at or below pre-acquisitions level**

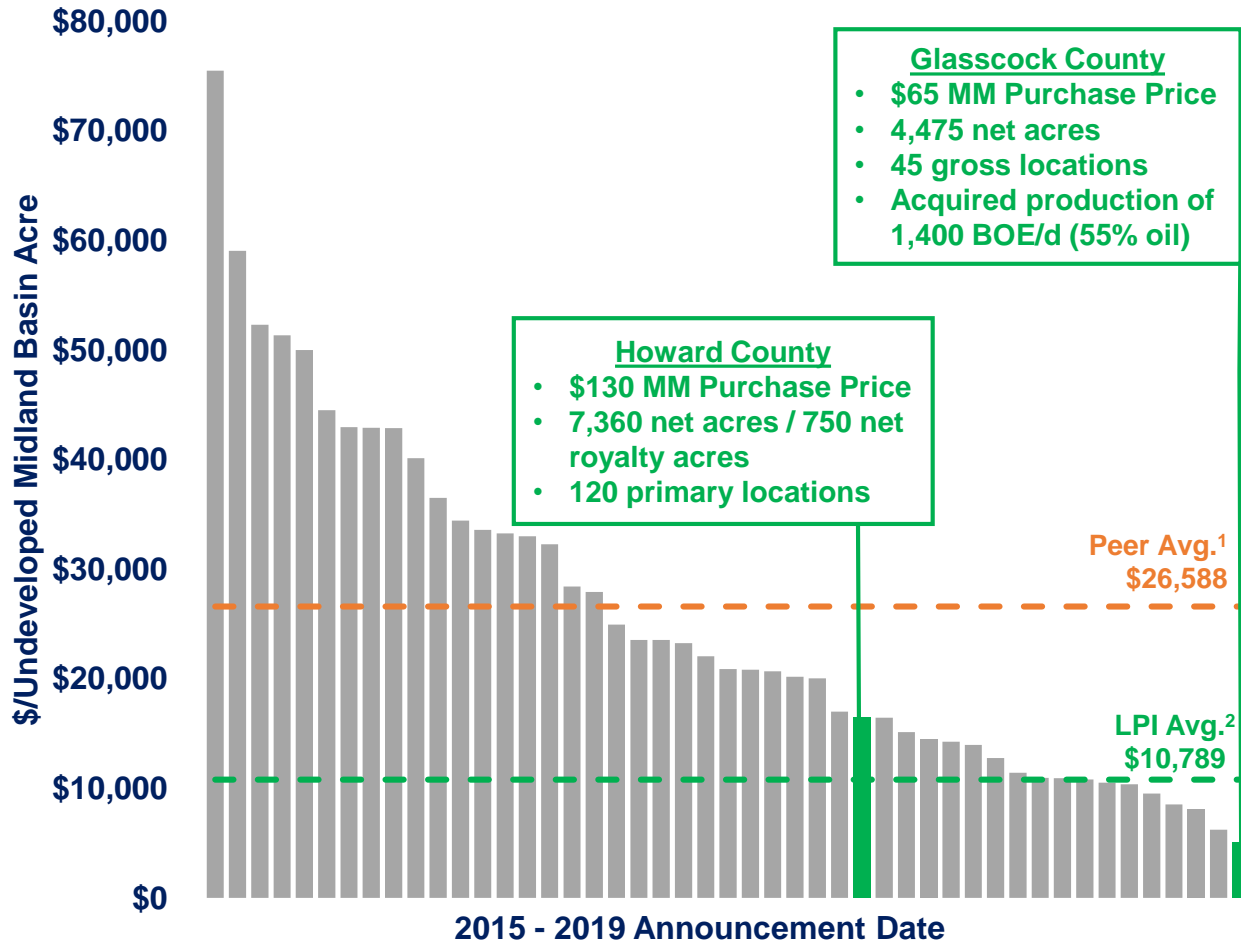
Net Debt to TTM Adjusted EBITDA²



¹See Appendix for reconciliations of non-GAAP measures; ²Peers are as of most recent SEC filing (3Q-19 or 4Q-19), and include CDEV, CPE PF (pro forma for the CRZO acquisition), MTDR, OAS, QEP, and SM. Peer company Net Debt is calculated using each peer company's cash, total debt and preferred equity as they appear in such peer company's most recent SEC filing (note: CPE is presented pro forma for the CRZO acquisition). Peer company TTM Adjusted EBITDA is as presented in each company's most recent SEC filing. Net Debt and Adjusted EBITDA are non-GAAP financial measures, and each company's calculation of Adjusted EBITDA may therefore not be directly comparable to that of another company's. LPI includes FY-19 TTM Adjusted EBITDA and net debt as of 2-11-20

Laredo's Recent Acquisitions at Discount to Precedent Transactions

Focused on employing a disciplined approach to acquisition economic evaluation

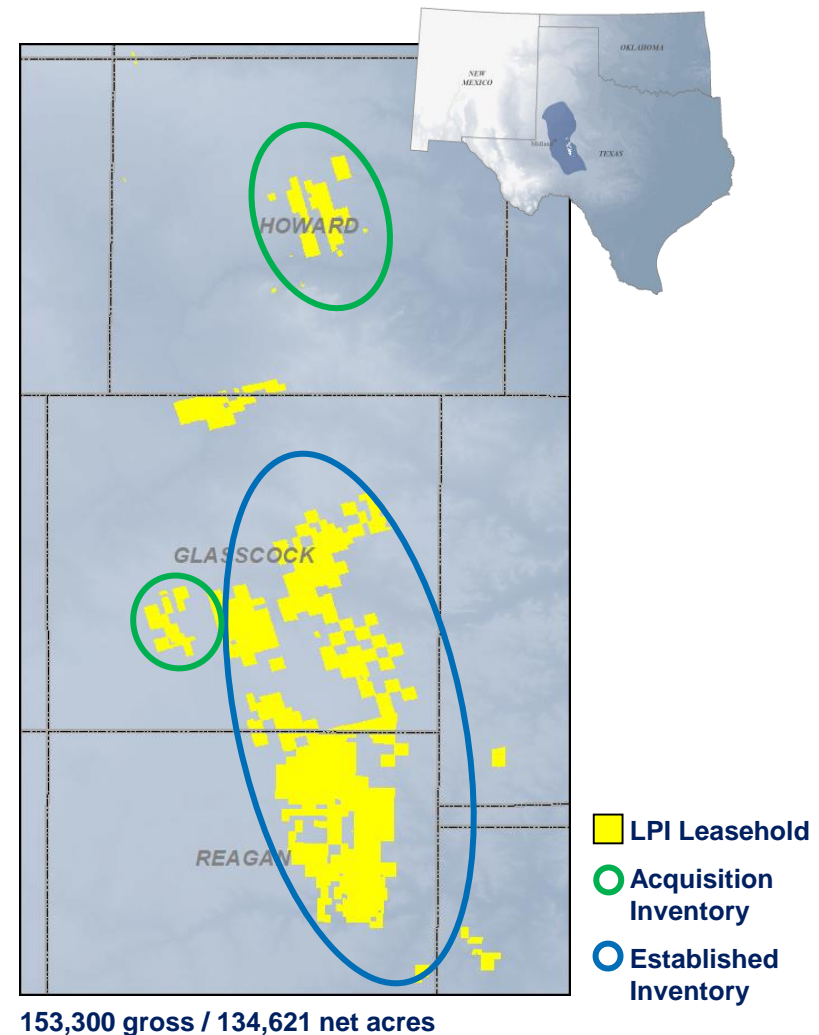


Acquisitions Add Oily, High-Margin Inventory

Total Inventory (Acquired + Established)	
Inventory	Inventory Years
655 - 825	12.5

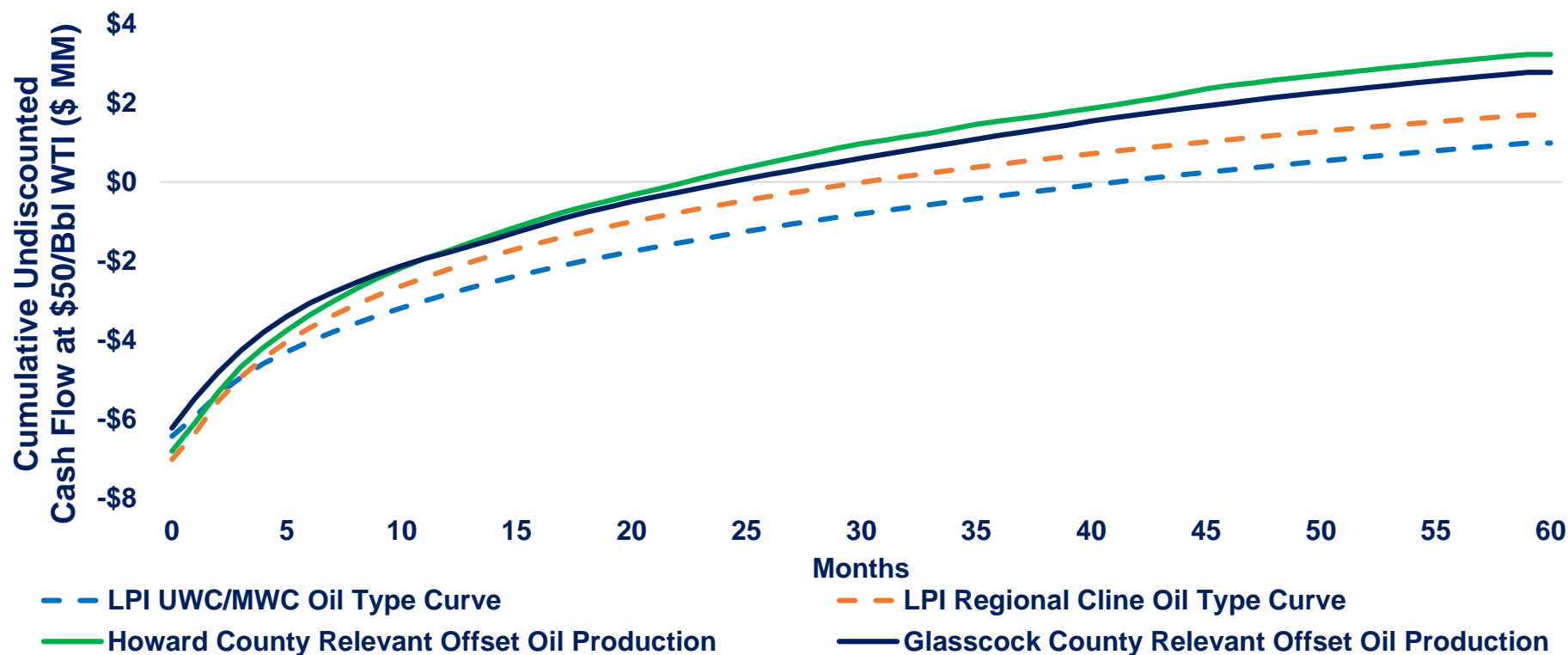
Acquired Inventory Lower Spraberry/UWC/MWC	
Inventory	Inventory Years
175	3

Established Inventory UWC/MWC	
Inventory	Inventory Years
350 - 500	7
Cline	
Inventory	Inventory Years
140 - 160	2.5



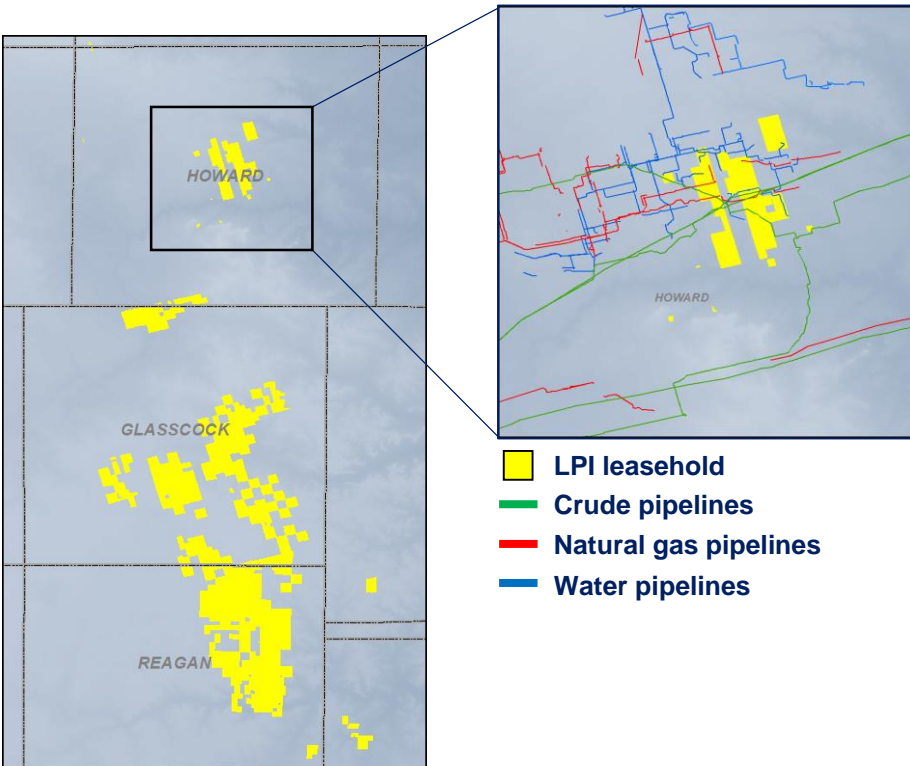
Acquired locations move to front of drill schedule

Acquisitions Support Oil Growth & Free Cash Flow¹ Generation



	Established UWC/MWC Oil Type Curve		Established Cline Oil Type Curve		Glasscock County Acquisition Relevant Offset Oil Production		Howard County Acquisition Relevant Offset Oil Production	
WTI (\$/Bbl)	\$50	\$55	\$50	\$55	\$50	\$55	\$50	\$55
24 Mo. Cumulative Oil (MBO)	148	148	186	186	202	202	232	232
ROR (%)	20%	28%	25%	36%	37%	51%	39%	54%
Payback Period (Months)	43	33	32	24	26	20	24	19

Successfully Transitioning to Howard County



- Operations transition is currently under way:
 - Three of four drilling rigs in Howard County, with fourth expected in Apr-20
 - First well of 15-well package has been drilled, completions beginning in 2Q-20E
- Current negotiations with multiple third-party service infrastructure providers indicate service costs similar to the established acreage

Acquisition prices are well below historic Howard County averages, with potential for additional bolt-on acquisitions

Howard County Acquisitions	#1	#2	Current Total
Purchase Price (\$ MM)	\$130 ¹	\$22.5	\$155.5
Net Acres	7,360	1,100	8,380
Net Royalty Acres	750	0	750
Gross Locations	120	10	130
Net Locations	100	24	124
Closing Date	Dec-19	Feb-20	

¹Pursuant to the terms of the purchase agreement, if the average WTI crude price exceeds \$60/Bbl for the year ending 12-31-20, the Company is obligated to pay the seller \$20 MM

LPI Infrastructure Protects the Environment & Enhances Economics

Oil & Natural Gas Infrastructure



60 Miles

Crude oil gathering pipelines



170 miles

Natural gas gathering and distribution pipelines

Infrastructure Impact



>250,000

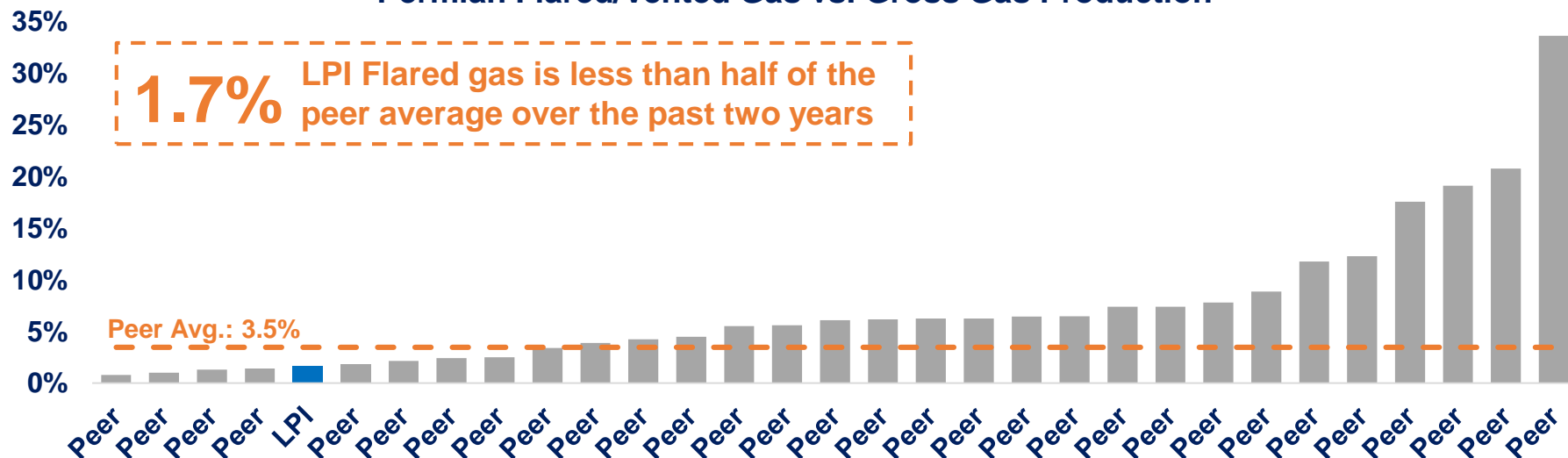
Truckloads eliminated from the field



>2.4 Bcf

Additional gas sold vs. vented/flared

Permian Flared/Vented Gas vs. Gross Gas Production¹



¹Source: Rystad Energy as of 2-10-20, with data beginning as of January 2018; Peers include: APA, AXAS, BP, CDEV, COP, CPE, CVX, CXO, DVN, EOG, FANG, HALC, LLEX, MRO, MTDR, NBL, OAS, OVV, OXY, PDCE, PE, PXD, QEP, REI, ROSE, RYDAF, SM, WPX, XEC and XOM

Note: Existing infrastructure as of 1-1-20 and impact as of FY-19

Significant Benefits through Water Infrastructure Investments



110 Miles
Water gathering & distribution pipelines



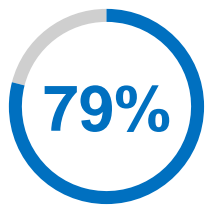
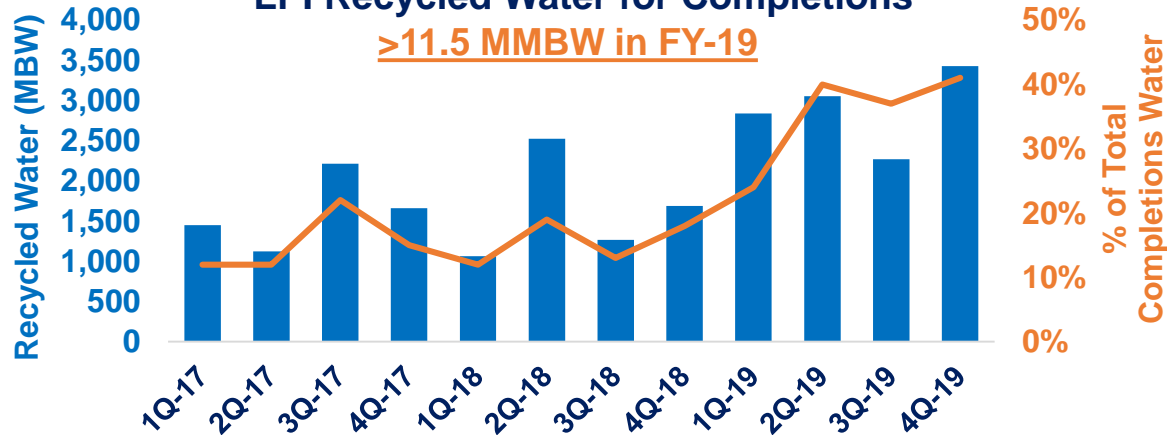
54 MBW/d
Produced water recycling capacity



22.5 MMBW
Owned or contracted storage capacity

LPI Recycled Water for Completions

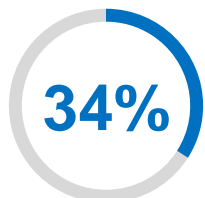
>11.5 MMBW in FY-19



23.5 MMBW
Produced water gathered by pipe



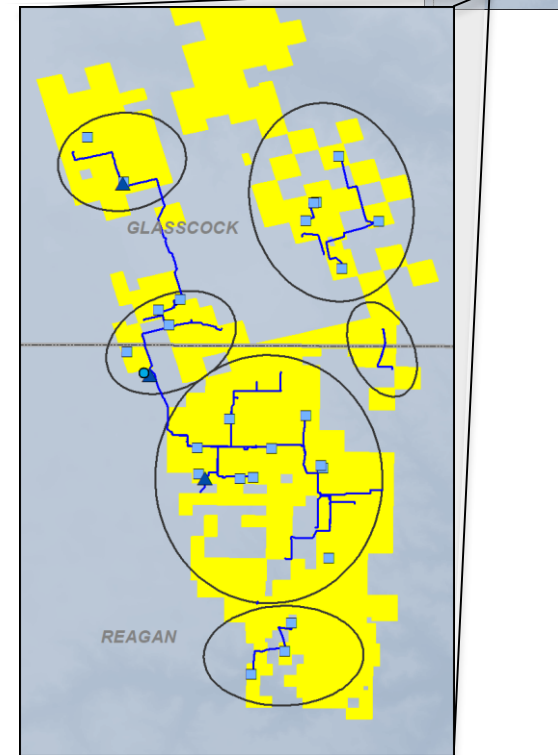
\$0.56/BOE
Reduction in unit LOE from water infrastructure



10.1 MMBW
Produced water recycled

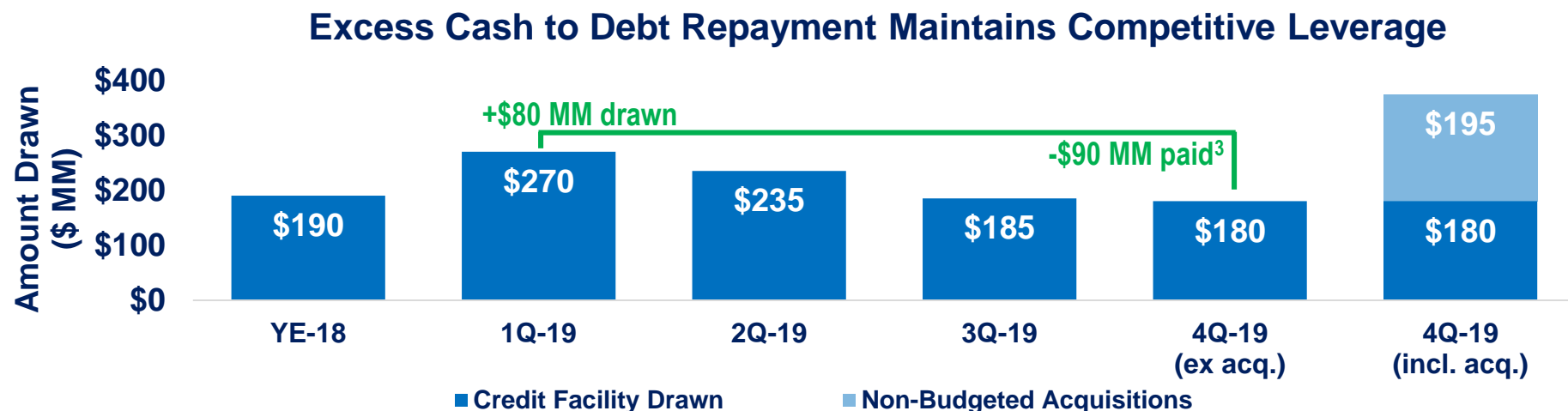
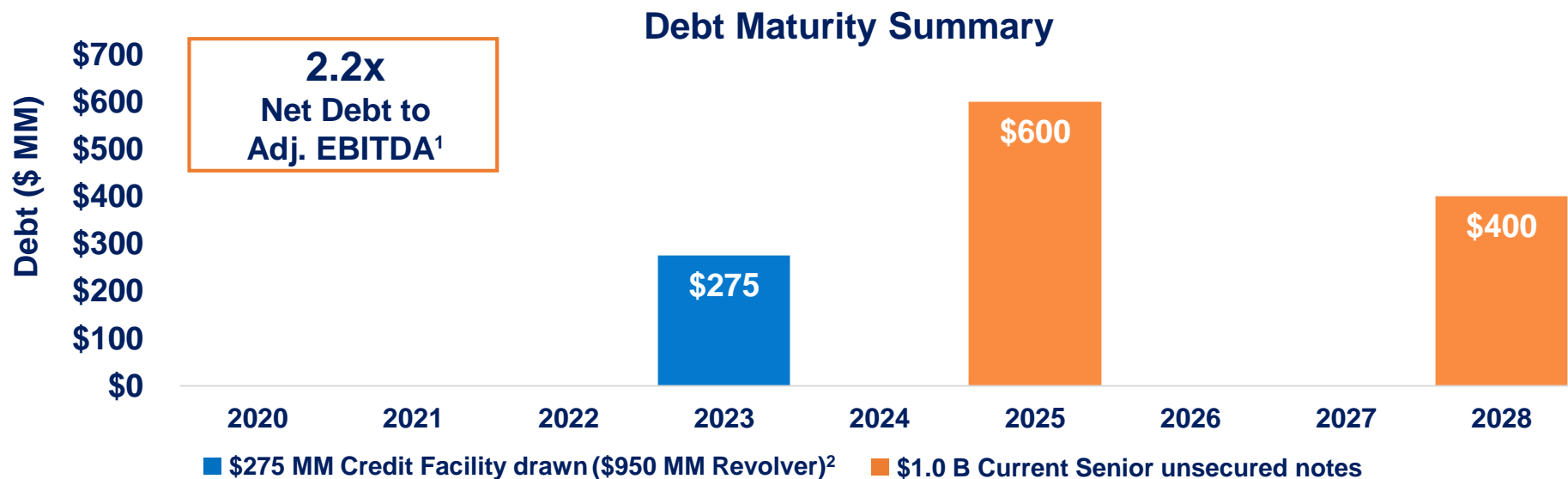


\$174,000/well
Reduction in capital due to in-place water infrastructure



- LPI leasehold
- Water storage
- Water lines
- ▲ Water treatment facility
- Water corridor benefits
- Planned salt water disposal well

Demonstrated Discipline Preserves Competitive Leverage

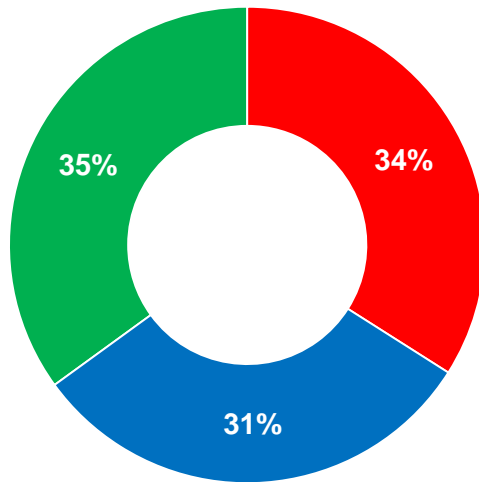


¹See Appendix for reconciliations of non-GAAP measures; Includes TTM Adjusted EBITDA as of 12-31-19 and net debt as of 2-11-20;

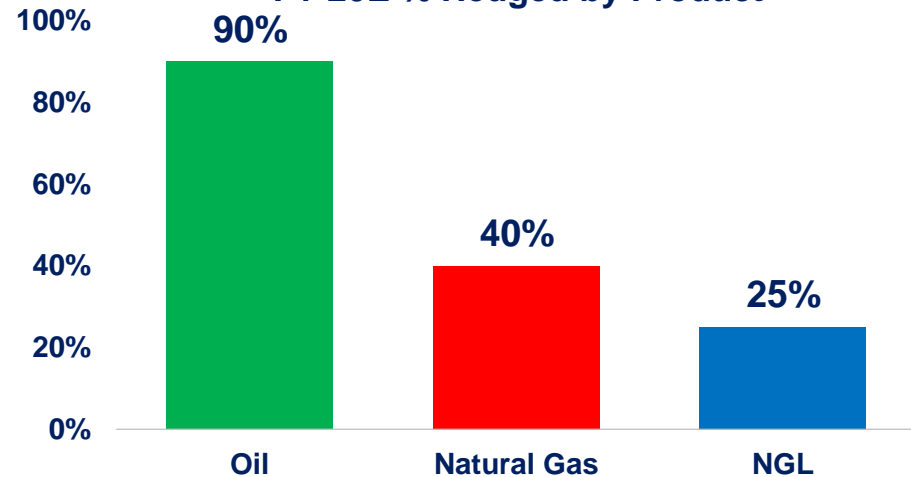
²LPI issued \$1 B of new senior unsecured notes in Jan-20, with the net proceeds to be used to redeem its previously-existing \$800 MM of outstanding senior unsecured notes and to partially repay its senior unsecured credit facility. In conjunction with the closing of the notes issuance, LPI's borrowing base in place under its Fifth Amended and Restated Senior Secured Credit Facility was reduced to ~\$950 MM; Amount drawn is as of 2-11-20; ³Excluding non-budgeted acquisitions

Derivatives Position Underpins 2020 Cash Flow¹

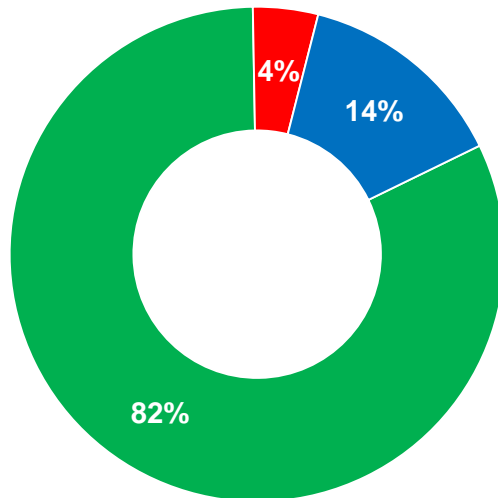
FY-20E Product Mix



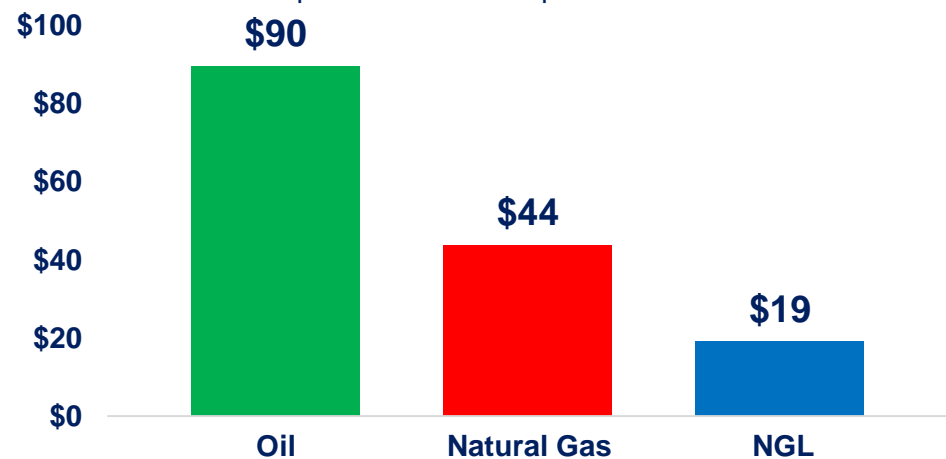
FY-20E % Hedged by Product



FY-20E Product Revenue Mix



Value of 2020 Derivatives Contracts at \$50/Bbl WTI & \$2.25/MMBtu HH



L A R E D O P E T R O L E U M



APPENDIX

Guidance

Production:	1Q-20	FY-20
Total production (MBOE/d)	81.2 - 81.7	85.5 - 87.0
Oil production (MBbl/d)	26.8 - 27.3	29.5 - 30.0
Average sales price realizations:		
<i>(excluding derivatives)</i>		
Oil (% of WTI)	100%	
NGL (% of WTI)	14%	
Natural gas (% of Henry Hub)	13%	
Other (\$ MM):		
Net income / (expense) of purchased crude oil	(\$4.0)	
Net midstream income / (expense)	\$1.5	
Operating costs & expenses (\$/BOE):		
Lease operating expenses	\$3.00	
Production and ad valorem taxes	6.50%	
<i>(% of oil, NGL and natural gas revenues)</i>		
Transportation and marketing expenses	\$2.15	
General and administrative expenses:		
Cash	\$1.60	
Non-cash stock-based compensation, net	\$0.55	
Depletion, depreciation and amortization	\$9.00	

Oil, Natural Gas & Natural Gas Liquids Hedges

Hedge Product Summary	FY-20	FY-21
Oil total volume (Bbl)	9,552,600	1,460,000
Oil wtd-avg price (\$/Bbl) - WTI	\$59.50	
Oil wtd-avg price (\$/Bbl) - Brent	\$63.07	\$60.16
Nat gas total volume (MMBtu)	23,790,000	14,052,500
Nat gas wtd-avg price (\$/MMBtu) - HH	\$2.72	\$2.63
NGL total volume (Bbl)	2,562,000	2,202,775

Oil Swaps	FY-20	FY-21
WTI		
Volume (Bbl)	7,173,600	
Wtd-avg price (\$/Bbl)	\$59.50	
Brent		
Volume (Bbl)	2,379,000	1,460,000
Wtd-avg price (\$/Bbl)	\$63.07	\$60.16

Natural Gas Swaps	FY-20	FY-21
HH		
Volume (MMBtu)	23,790,000	14,052,500
Wtd-avg price (\$/MMBtu)	\$2.72	\$2.63

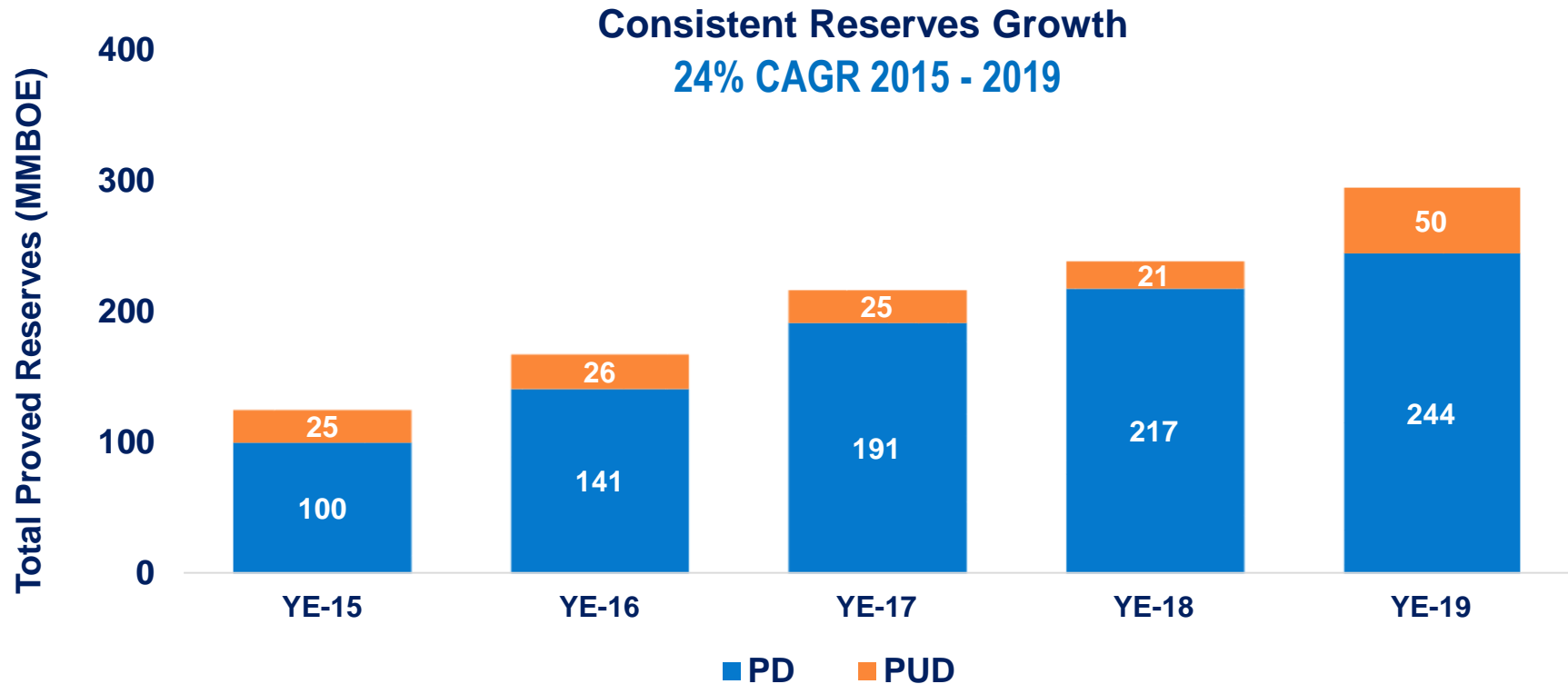
Basis Swaps	FY-20	FY-21
Waha/HH		
Volume (MMBtu)	32,574,000	23,360,000
Wtd-avg price (\$/MMBtu)	-\$0.76	-\$0.47

Natural Gas Liquids Swaps	FY-20	FY-21
Ethane		
Volume (Bbl)	366,000	912,500
Wtd-avg price (\$/Bbl)	\$13.60	\$12.01
Propane		
Volume (Bbl)	1,244,400	730,000
Wtd-avg price (\$/Bbl)	\$26.58	\$25.52
Normal Butane		
Volume (Bbl)	439,200	255,500
Wtd-avg price (\$/Bbl)	\$28.69	\$27.72
Isobutane		
Volume (Bbl)	109,800	67,525
Wtd-avg price (\$/Bbl)	\$29.99	\$28.79
Natural Gasoline		
Volume (Bbl)	402,600	237,250
Wtd-avg price (\$/Bbl)	\$45.15	\$44.31

Budget Pricing

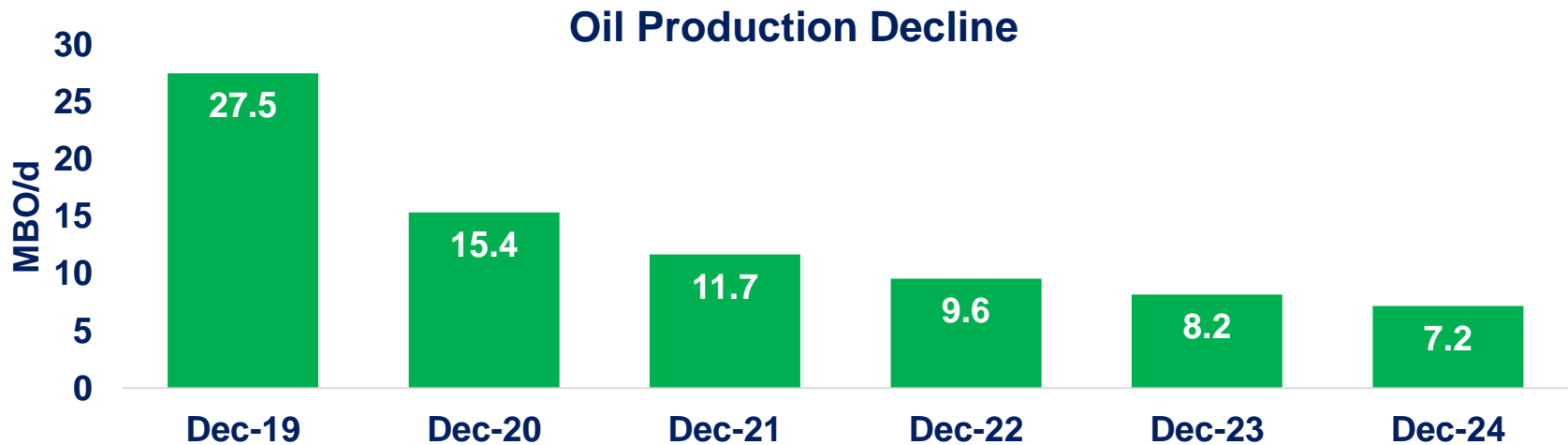
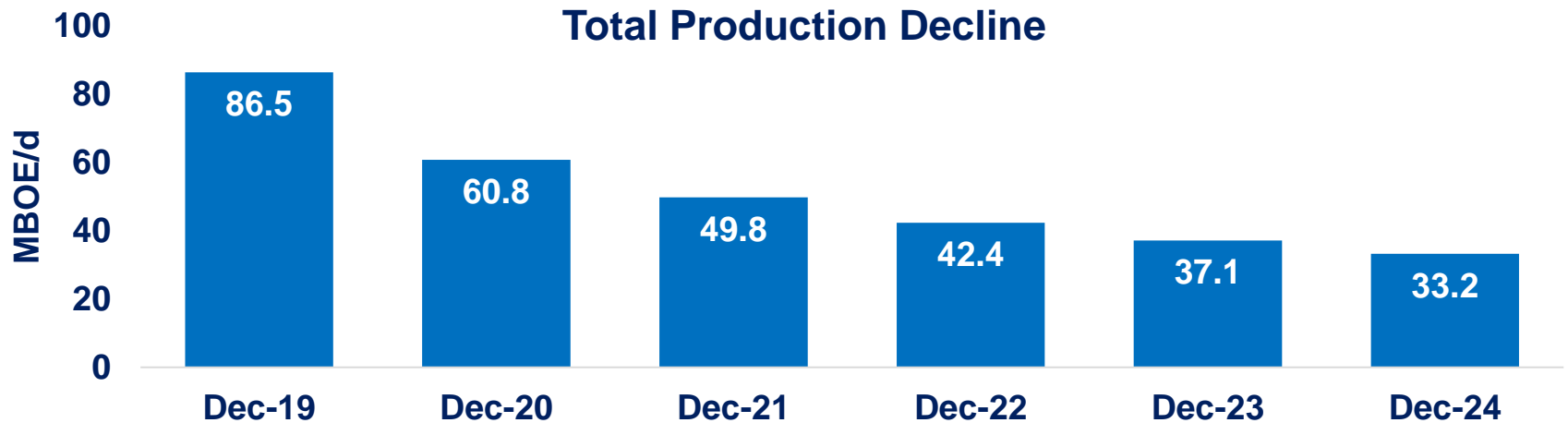
	WTI (\$/Bbl) Base	WTI (\$/Bbl) Upside	HH (\$/MMBtu)
FY-20	\$50.00	\$50.00	\$2.25
FY-21	\$50.00	\$55.00	\$2.25
FY-22+	\$50.00	\$55.00	\$2.25

23% YoY Total Proved Reserves Growth in 2019

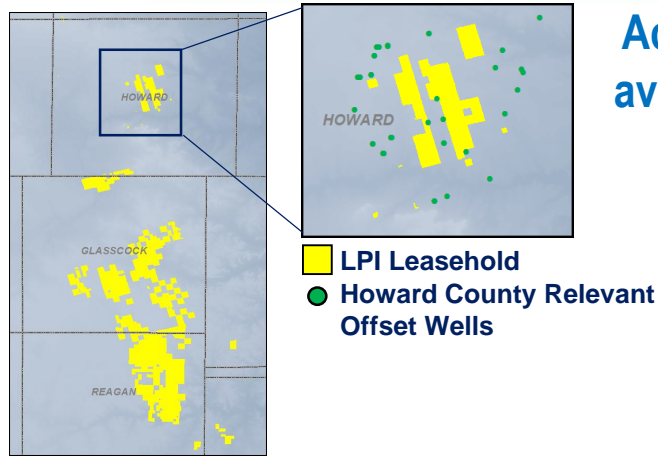


70% of YE-19 PUD locations booked in Howard County

YE-19 Base Production Decline Expectations



Howard County Tier-One Acquisitions Deliver Higher-Margin Production

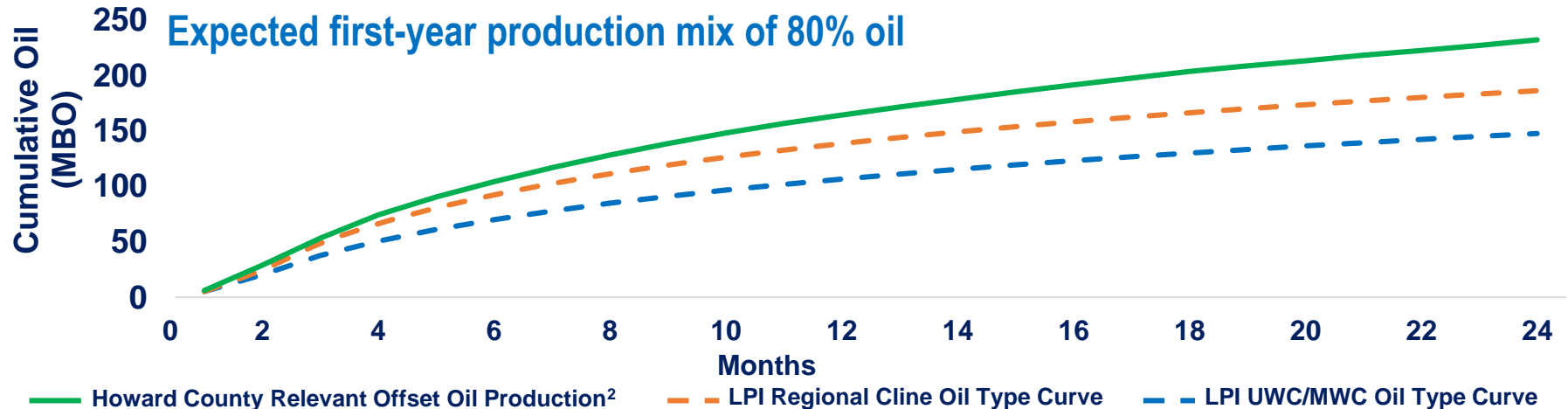


Acquisition prices are well below historic Howard County averages, with potential for additional bolt-on acquisitions

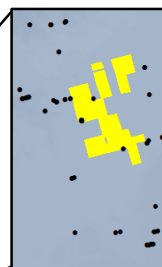
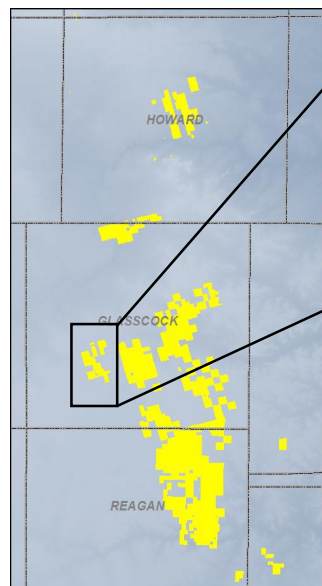
Howard County Acquisitions	#1	#2	Current Total
Purchase Price (\$ MM)	\$130 ¹	\$22.5	\$155.5
Net Acres	7,360	1,100	8,380
Net Royalty Acres	750	0	750
Gross Locations	120	10	130
Net Locations	100	24	124
Closing Date	Dec-19	Feb-20	

Acquired Howard County Acreage Transforms Near-Term Drilling Plans

- Co-developing primarily as 16-well packages (4 LS & 12 UWC/MWC)
- Drilling began in early 1Q-20, with the first package completed in 3Q-20E



Bolt-On Glasscock County Acquisition Adds High-Return Inventory

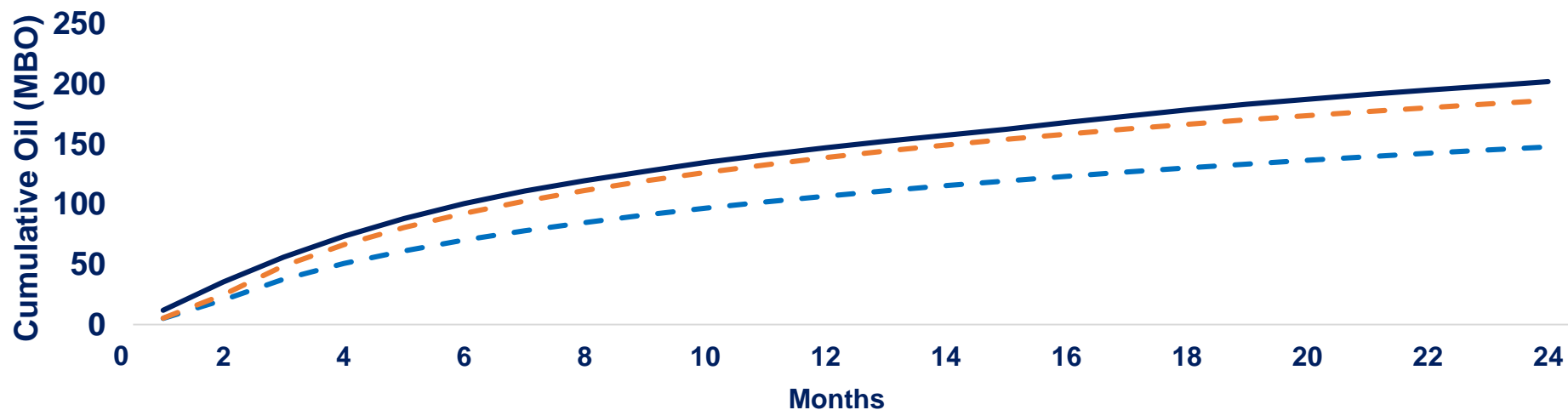


- LPI Leasehold
- Glasscock County Relevant Offset Wells

W. Glasscock County Acquisition		Current Total
Purchase Price (\$ MM)		\$65
Net Acres		4,475
Net Production, BOE/d (% oil)		1,400 (55%)
Gross Locations		45
Net Locations		36
Closing Date		Dec-19

Acquired Western Glasscock Acreage Bolsters High-Margin Inventory

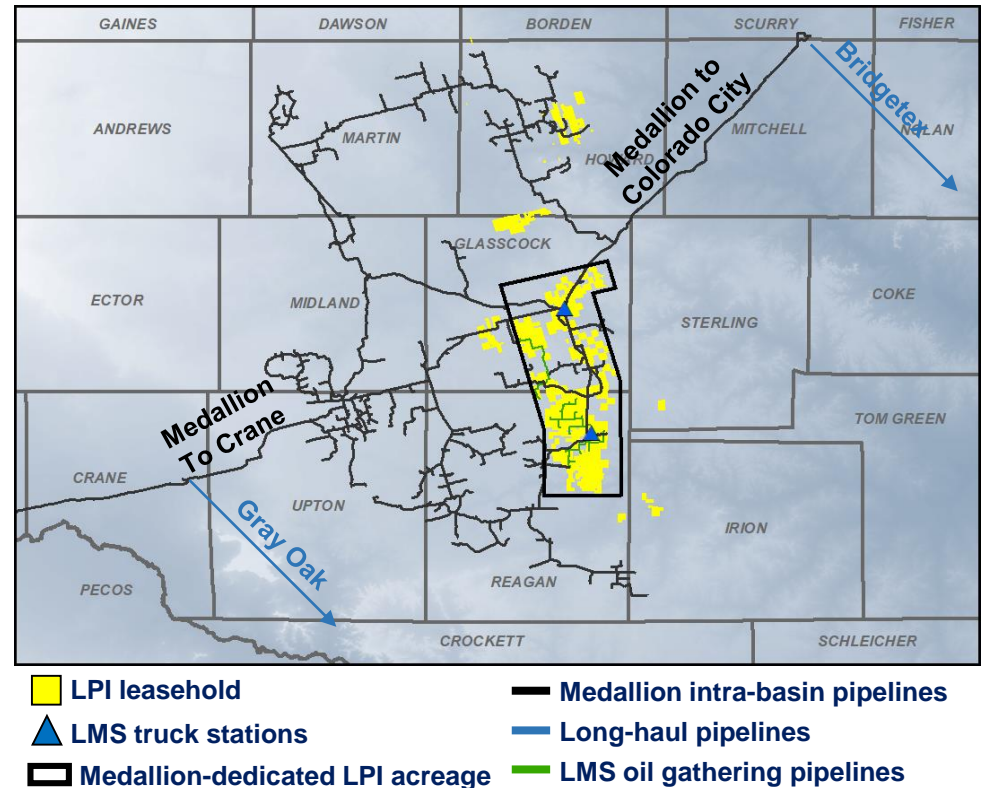
- Locations across LS & UWC/MWC formations
- Partial drilling expected in 2020 & 2021, with primary development in 2022



Oil Value Enhanced Via Gulf Coast Access

Gross Physical Transportation Contracts:

- Medallion firm transportation secured for all crude oil produced within dedication area
- 10 MBOPD firm transportation on Bridgetex through 1Q-22, with option to extend through 1Q-26 (USGC pricing)
- Firm transportation on Gray Oak upon full-service startup in 1Q-20E (Brent-related pricing):
 - Year 1: 25 MBOPD
 - Years 2 - 7: 35 MBOPD



Firm transportation to the US Gulf Coast provides exposure to Brent-based pricing for majority of crude oil production

Supplemental Non-GAAP Financial Measure

Adjusted EBITDA

Adjusted EBITDA is a non-GAAP financial measure that we define as net income or loss plus adjustments for income taxes, depletion, depreciation and amortization, impairment expense, non-cash stock-based compensation, net, accretion expense, mark-to-market on derivatives, premiums paid for derivatives, interest expense, gains or losses on disposal of assets and other non-recurring income and expenses. Adjusted EBITDA provides no information regarding a company's capital structure, borrowings, interest costs, capital expenditures, working capital movement or tax position.

Adjusted EBITDA does not represent funds available for future discretionary use because those funds are required for future debt service, capital expenditures, working capital, income taxes, franchise taxes and other commitments and obligations. However, our management believes Adjusted EBITDA is useful to an investor in evaluating our operating performance because this measure: is widely used by investors in the oil and natural gas industry to measure a company's operating performance without regard to items excluded from the calculation of such term, which can vary substantially from company to company depending upon accounting methods, the book value of assets, capital structure and the method by which assets were acquired, among other factors; helps investors to more meaningfully evaluate and compare the results of our operations from period to period by removing the effect of our capital structure from our operating structure; and is used by our management for various purposes, including as a measure of operating performance, in presentations to our board of directors and as a basis for strategic planning and forecasting. There are significant limitations to the use of Adjusted EBITDA as a measure of performance, including the inability to analyze the effect of certain recurring and non-recurring items that materially affect our net income or loss, the lack of comparability of results of operations to different companies and the different methods of calculating Adjusted EBITDA reported by different companies. Our measurements of Adjusted EBITDA for financial reporting as compared to compliance under our debt agreements differ.

The following table presents a reconciliation of net income (loss) (GAAP) to Adjusted EBITDA (non-GAAP):

(in thousands, unaudited)	Three months ended December 31, Twelve months ended December 31,			
	2019	2018	2019	2018
Net income (loss)	(\$241,721)	\$149,573	(\$342,459)	\$324,595
Plus:				
Non-cash stock based compensation, net	3,046	7,648	8,290	36,396
Depletion, depreciation and amortization	67,846	60,399	265,746	212,677
Impairment expense	222,999	-	620,889	-
Mark-to-market on derivatives:				
(Gain) loss on derivatives, net	57,562	(112,195)	(79,151)	(42,984)
Settlements received for matured derivatives, net	14,394	12,033	63,221	6,090
Settlements paid for early termination of commodity derivatives, net	-	-	(5,409)	-
Premiums paid for derivatives	(1,399)	(5,405)	(9,063)	(20,335)
Accretion expense	1,041	1,131	4,118	4,472
(Gain) Loss on disposal of assets, net	(67)	1,207	248	5,798
Write-off of debt issuance costs	935	-	935	-
Interest expense	15,044	15,117	61,547	57,904
Organizational restructuring expenses	-	-	16,371	-
Litigation settlement	-	-	(42,500)	-
Income tax (benefit) expense	(1,776)	2,862	(2,588)	4,249
Adjusted EBITDA	\$137,904	\$132,370	\$560,195	\$588,862

Supplemental Financial Calculations

Net debt to TTM Adjusted EBITDA

Net Debt to TTM Adjusted EBITDA is calculated as net debt divided by trailing twelve-month Adjusted EBITDA. Net debt is calculated as the face value of debt, reduced by cash and cash equivalents.

Net Debt to Adjusted EBITDA includes TTM Adjusted EBITDA ending 12-31-19 of \$560 million and net debt as of 2-11-20. Net Debt as of 2-11-20 is calculated as the face value of debt of \$1.275 billion, reduced by cash and cash equivalents of \$67 million, which is net of expected cash to be used to redeem the remaining March 2023 Notes.

Net Debt to Adjusted EBITDA is used by our management for various purposes, including as a measure of operating performance, in presentations to our board of directors and as a basis for strategic planning and forecasting.

See previous slide for a definition of Adjusted EBITDA and for a reconciliation of Net Income to Adjusted EBITDA.

Liquidity

Calculated as the Company's outstanding borrowings on its senior secured credit facility, less outstanding letters of credit, plus cash and cash equivalents.

Free Cash Flow

Free Cash Flow is a non-GAAP financial measure that does not represent funds available for future discretionary use because those funds are required for future debt service, capital expenditures, working capital, income taxes, franchise taxes and other commitments and obligations. However, our management believes Free Cash Flow is useful to management and investors in evaluating the operating trends in its business due to production, commodity prices, operating costs and other related factors. There are significant limitations to the use of Free Cash Flow as a measure of performance, including the lack of comparability due to different methods of calculating Free Cash Flow reported by different companies.

The following table presents a reconciliation of net cash provided by operating activities (GAAP) to cash flows from operating activities before changes in assets and liabilities, net (non-GAAP), less costs incurred, excluding non-budgeted acquisition costs, for the calculation of Free Cash Flow (non-GAAP):

<i>(in thousands, unaudited)</i>	Three months ended December 31,		Twelve months ended December 31,	
	2019	2018	2019	2018
Net cash provided by operating activities	\$108,206	\$129,276	\$475,074	\$537,804
Less:				
Increase in current assets and liabilities, net	(15,818)	10,842	(64,123)	1,157
(Increase) decrease in noncurrent assets and liabilities, net	(3,923)	(451)	(2,070)	(730)
Cash flows from operating activities before changes in assets and liabilities, net ('Cash Flow')	127,947	118,885	541,267	537,377
Less costs incurred, excluding non-budgeted acquisition costs				
Oil and natural gas properties	104,616	145,345	470,455	631,674
Midstream service assets	1,071	970	8,655	4,618
Other fixed assets	504	1,124	2,470	7,322
Total costs incurred, excluding non-budgeted acquisition costs	106,191	147,439	481,580	643,614
Free Cash Flow (Deficit)	\$21,756	(\$28,554)	\$59,687	(\$106,237)