## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

#### CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE

#### **SECURITIES EXCHANGE ACT OF 1934**

Date of report (Date of earliest event reported): September 6, 2018 (September 5, 2018)

## LAREDO PETROLEUM, INC.

(Exact name of registrant as specified in charter)

**Delaware** (State or other jurisdiction of incorporation or

organization)

**001-35380** (Commission File Number) 45-3007926 (I.R.S. Employer Identification No.)

15 W. Sixth Street, Suite 900, Tulsa, Oklahoma

(Address of principal executive offices)

**74119** (Zip code)

Registrant's telephone number, including area code: (918) 513-4570

Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging Growth Company o

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

#### Item 7.01. Regulation FD Disclosure.

Laredo Petroleum, Inc.'s (the "Company") Chairman and Chief Executive Officer, Randy A. Foutch, is scheduled to present at the Barclays CEO Energy-Power Conference on September 6, 2018 in New York, New York. On September 5, 2018, the Company posted to its website a Corporate Presentation (the "Presentation") that it will utilize during the conference. The Presentation is available on the Company's website, www.laredopetro.com, and is attached to this Current Report on Form 8-K as Exhibit 99.1 and incorporated into this Item 7.01 by reference.

All statements in this Item 7.01, the Presentation and any oral statements made during the conference, other than historical financial information, may be deemed to be forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Although the Company believes the expectations expressed in such forward-looking statements are based on reasonable assumptions, such statements are not guarantees of future performance, and actual results or developments may differ materially from those in the forward-looking statements. See the Company's Annual Report on Form 10-K for the year ended December 31, 2017 and the Company's other filings with the Securities and Exchange Commission for a discussion of other risks and uncertainties. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

In accordance with General Instruction B.2 of Form 8-K, the information furnished under this Item 7.01 of this Current Report on Form 8-K and the exhibit attached hereto are deemed to be "furnished" and shall not be deemed "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall such information and exhibit be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit Number

Description

99.1 Corporate Presentation September 2018.

#### 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 hereunto duly authorized.

#### LAREDO PETROLEUM, INC.

Dated: September 6, 2018

By: /s/ Richard C. Buterbaugh

Richard C. Buterbaugh Executive Vice President & Chief Financial Officer



#### LAREDO PETROLEUM

# **Barclay's CEO Energy-Power Conference**

Randy Foutch Chairman & CEO

September 6, 2018

#### Forward-Looking / Cautionary Statements

This presentation, including any oral statements made regarding the contents of this presentation, contains forward-looking statements within the meaning of 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 fact, included in this presentation that address activities, events or developments that Laredo Petroleum, Inc. (together with its subsidiaries, the "Company", "Laredo" or "LPI") assumes, plans, expects, believes or anticipates will or may occur in the future are forward-looking statements. The words "believe," "expect," "may," "estimates," "will," "anticipate," "plan," "project," "intend," "indicator," "foresee," "foresee,

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.

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 to disclose proved reserves in filings made with the SEC, 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 "unproved reserves," "resource potential," "estimated ultimate recovery," ("EUR," "development ready," "type curve" or other descriptions of potential reserves or volumes of reserves which the SEC guidelines restrict from being included in filings with the SEC without strict compliance with SEC definitions. "Unproved reserves," 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. A "resource play" is a term estimates in its filings with the SEC. "Estimated ultimate recovery", or "EUR," refers to the Company's internal estimates of per-well hydrocarbon quantities that may be potentially availability and cost of drilling services and equipment. Lease expirations, thray be directly affected by the availability of capital, drilling and production costs, including geological and mechanical factors affecting recovery rates. Stimates of unknown to aspecific play and/or area, in additional property expirations, transportation constraints, regulatory approvals and other factors, as well and the availability of capital, drilling artices are explored areas win

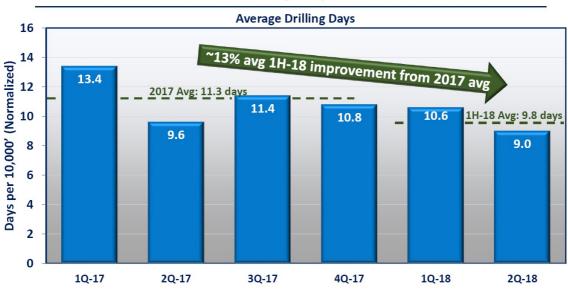
This presentation includes financial measures that are not in accordance with generally accepted accounting principles ("GAAP"), including Adjusted EBITDA. While management believes that such measures are useful for investors, they should not be used as a replacement for financial measures that are in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



## 2Q-18 Highlights





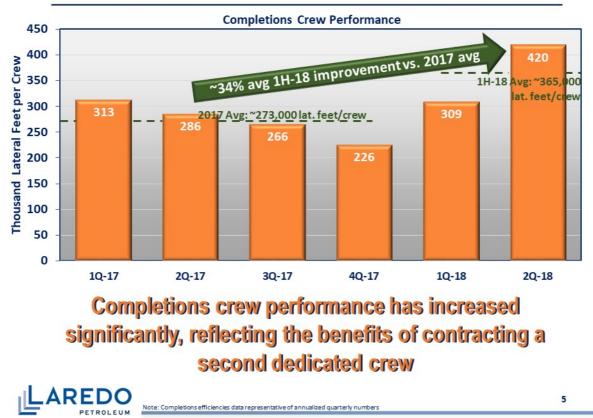


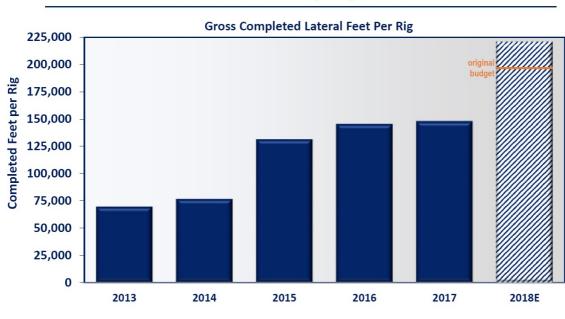
## Achieved New Drilling Days Record in 2Q-18

Safely improving drilling day records in 2H-18, achieving the lowest average days per 10,000' in the last six quarters

Note: Drilling efficiencies data representative of annualized quarterly numbers





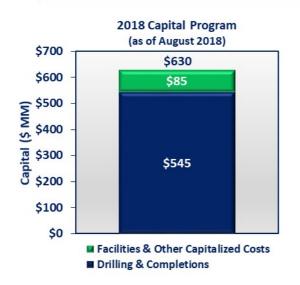


## **Continued Efficiency Improvements**

+10% gross completed lateral feet per rig from initial budget

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## 2018 Current Capital Program

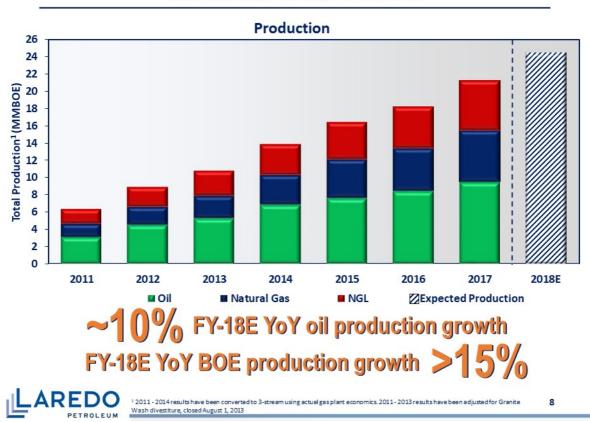


Completing ~70 net wells

- ~10,400' avg. Hz lateral length
- ~96% avg. working interest

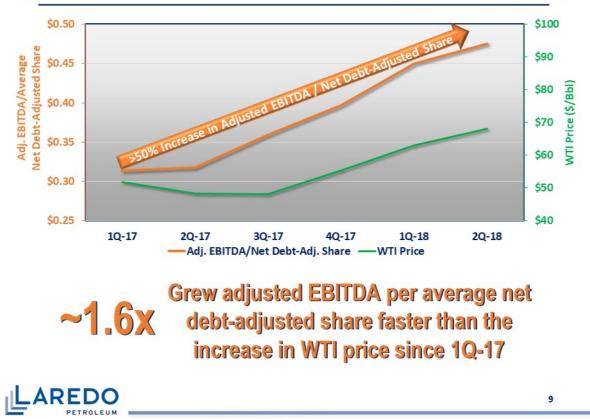
# Operational efficiencies expected to result in an increased number of wells completed during 2018





#### **Consistent Production Growth**

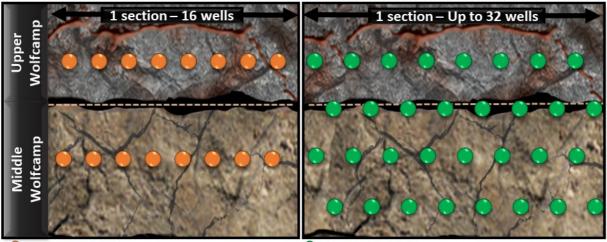




# Future Planned Development Activity



## **Development Optionality Created With Higher-Density Development**



🕘 Development option one

Development option two

**Co-development package results to date reinforce** confidence in ability to develop multiple zones in the **UWC & MWC simultaneously** 

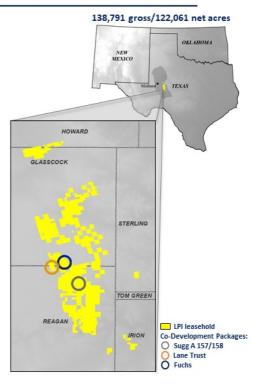


odate 10,000' lateral

## **Proven Co-Development Potential Via Three Packages**

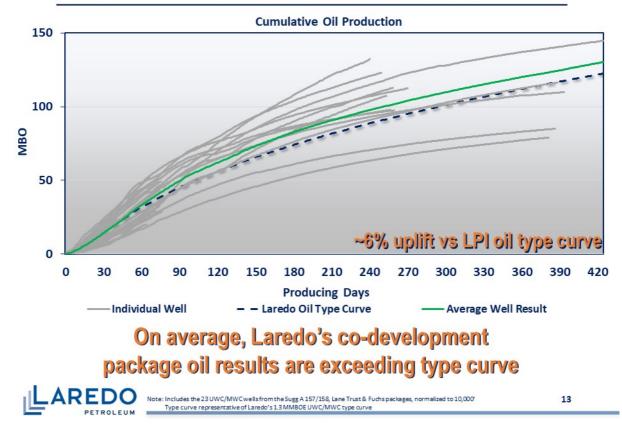
# Three packages successfully tested the co-development potential of different landing points within zones

Targeted Landing Points	Sugg A 157/158 (5 wells)	Lane Trust (7 wells)	Fuchs (11 wells)
UWC B			х
UWC C	х	x	
MWC A	х		х
MWC B		х	
LWC		Х	

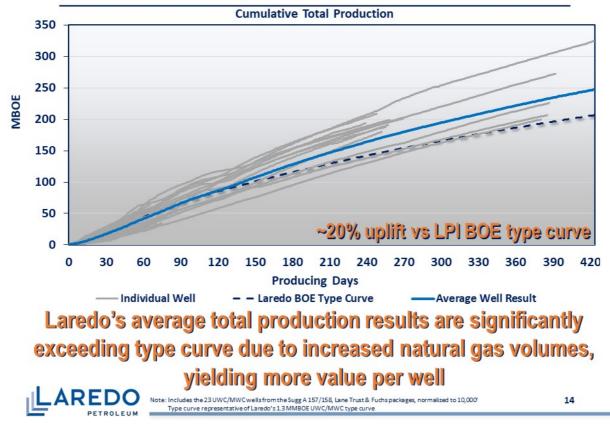


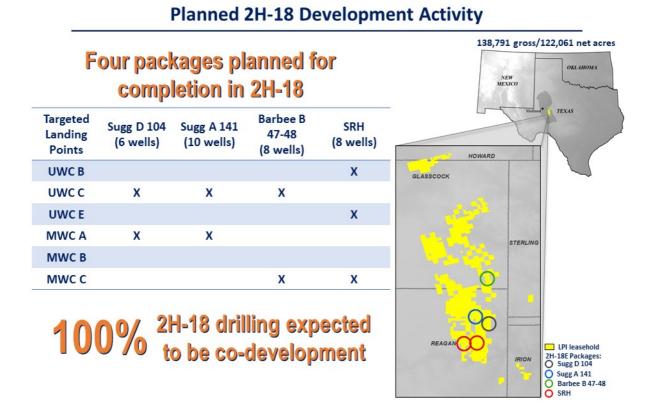
Note: Maps and acreage count as of 6/30/18

#### **Co-Development Oil Results: Three UWC/MWC Packages**



#### **Co-Development Results: Three UWC/MWC Packages**



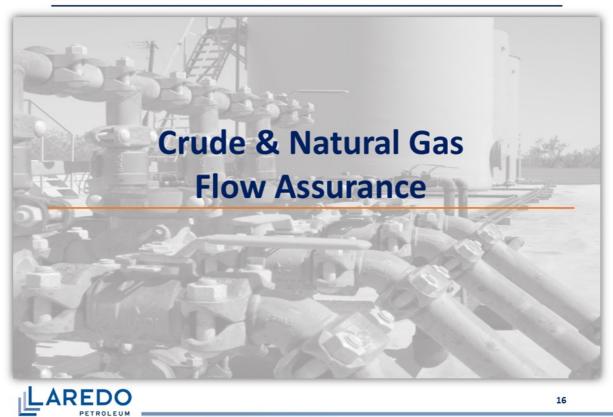


LAREDO Note: Maps and acreage count as of 6/30/18 Lateral lengths are expected to vary from ~5,000' - ~15,000'

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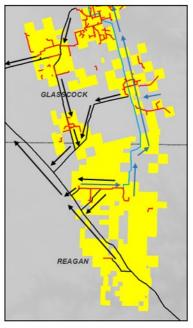
## Confident In Ability To Exit The Basin



#### **Natural Gas Operational Assurance & Value Protection**

- LMS assets provide field-level optionality to move production to an alternate purchaser when needed
- Targa processes >90% of LPI's liquids-rich natural gas volumes
- ~71% of 2H-18E natural gas is protected from a widening Waha basis via Waha product hedges & Waha/HH basis hedges

# High confidence in ability to move gas to sales



LPI leasehold

LMS natural gas pipelines
Brimany 3rd parts takes uning

Primary 3<sup>rd</sup>-party takeaway pipelines
Secondary 3<sup>rd</sup>-party takeaway pipelines

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Note: Hedge percentages assume updated guidance of >15% YoY total BOE volume growth from FY-17

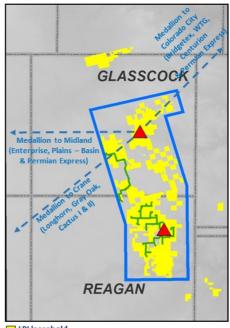
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#### **Crude Flow Assurance Supported By LMS & Medallion Infrastructure**

Note: Medallion connections and long-haul pipes on map are either in service or under construction

- LMS-owned truck stations shorten hauls to <20 miles, which increases trucking efficiency and reduces costs
- Medallion firm transportation secured for all dedicated-acreage volumes, including expected future growth
- Long-haul connectivity maximized, as Medallion offers delivery optionality to pipelines that connect to Cushing, Houston, Corpus Christi or Nederland markets

Firm transportation to long-haul pipes exiting the basin



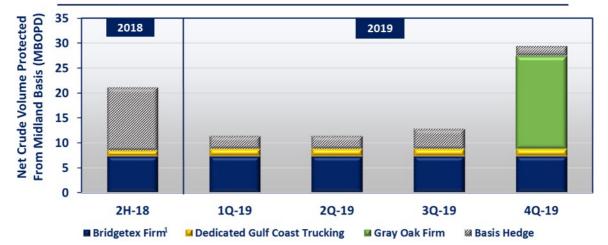
LPI leasehold
LMS-owned truck stations
Oil gathering pipelines

Medallion-dedicated LPI acreage

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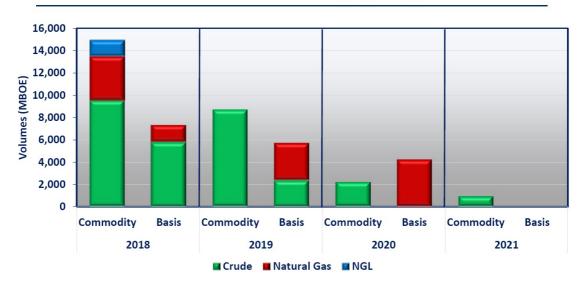
#### **Oil Value Protected Via Gulf Coast Access & Financial Contracts**



**Gross Physical Transportation Contracts:** 

- 10 MBOPD gross firm transportation on Bridgetex available through 1Q-26
- 2 MBOPD (Sep-18 thru 2019) gross dedicated trucking arrangement to Gardendale<sup>2</sup>
- Contracted gross firm transportation on Gray Oak through 4Q-26E
  - Year 1: 25 MBOPD
  - Years 2 7: 35 MBOPD

<sup>1</sup> Hou/Mid Jun-18- Jun-19 basis swap locks in gain above Bridgetex firm transport during this time period <sup>2</sup> Ramp-up period included ~300 BOPD in Jul-18 & 1,000 BOPD in Aug-18



## **Consistent Financial Hedging Program**

>90% Crude production hedged for FY-18E



Note: Includes hedges executed through 8/31/2018

## **Positioned For The Future**





## APPENDIX

# Oil, Natural Gas & Natural Gas Liquids Hedges

Hedg	e Product Summar	y		2H-18	FY-19	FY-20	FY-21		
Oil to	Oil total floor volume (Bbl)			4,796,350	8,687,000	2,196,000	912,500		
Oil w	Oil wtd-avg floor price (\$/Bbl)			\$47.42	\$47.91	\$47.27	\$45.00		
Natg	Nat gas total floor volume (MMBtu) Nat gas wtd-avg floor price (\$/MMBtu)			11,966,800					
Nate				\$2.50					
NGL total floor volume (Bbl)			791,200						
Oil	2H-18 FY-	L9 FY-20	FY-21	Natural Gas - V	VAHA	2H-18	8 FY-19	FY-20	FY-21
Puts				Puts					
Hedged volume (Bbl)	2,735,550 8,030	000 366,000		Hedged volum	ne (MMBtu)	4,110,0	00		
Wtd-avg floor price (\$/Bbl)	\$51.93 \$47	45 \$45.00		Wtd-avg floor	price (\$/MMBtu)	) \$2.50	)		
Swaps				Collars					
Hedged volume (Bbl)	657,	695,400		Hedged volum	ne (MMBtu)	7,856,8	00		
Wtd-avg price (\$/Bbl)	\$53	45 \$52.18		Wtd-avg floor	price (\$/MMBtu)	\$2.50	)		
Collars				Wtd-avg ceilin	g price (\$/MMBt	tu) \$3.35			
Hedged volume (Bbl)	2,060,800	1,134,60	912,500	Note: Natural gas	s derivatives are set	tled based on Inside i	FERC index price for	or West Texas \	NAHA for the
Wtd-avg floor price (\$/Bbl)	\$41.43	\$45.00	\$45.00	calculation perio	d				
Wtd-avg ceiling price (\$/Bbl)	\$60.00	\$76.13	\$71.00	Basis Swaps		2H-1	18 FY-19	FY-20	FY-21
Note: Oil derivatives are settled based or		YMEX index price	for the first			2H	18 FT-19	FY-20	FY-21
nearby month of the WTI Light Sweet Cru	ude Oil futures contract			Mid/Cush					
Natural Gas Liquids	2H-18 FY-	19 FY-20	FY-21	Hedged volum		1,840,			
Swaps - Ethane	211-10 F1-	19 11-20	F1-21	Wtd-avg price	(S/BDI)	-\$0.5	-\$4.37		
Hedged volume (Bbl)	312.800			Hou/Mid	(5) ()	1.040			
Wtd-avg price (\$/Bbl)	\$11.66			Hedged volum		1,840,		1	
Swaps - Propane	\$11.00			Wtd-avg price	(\$/60)	\$7.3	\$7.30		
Hedged volume (Bbl)	257,600			Waha/HH					
	\$33.92			Hedged volum			000 20,075,00		
Wtd-avg price (\$/Bbl)	\$22.92			Wtd-avg price		-\$0.6		-\$0.76	
Swaps – Normal Butane Hedged volume (Bbl)	92.000					, the Company's oil d			
						the first nearby mon asis swaps are settled			
Wtd-avg price (\$/Bbl)	\$38.22					itermediate ("WTI") ir			
Swaps - Isobutane	25 222					/TI formula basis for t			
Hedged volume (Bbl)	36,800					erential between the			
Wtd-avg price (\$/Bbl)	\$38.33					nd the WTI Midland-w			
Swaps - Natural Gasoline	02.000			compared to the	basis swaps' fixed o	differential price. The	Company's NGLd	erivatives are s	ettled based o
Hedged volume (Bbl)	92,000					x price for Mont Belvi			
Wtd-avg price (\$/Bbl)	\$57.02					and Non-TET Natura			
Note: Natural gas liquids derivatives are						erivatives are settled l			
Mt. Belvieu Purity Ethane and Non-TET: F	Propane, Normal Butane, Iso	outane and Natur	alGasoline			od. The natural gas b			
_						for West Texas WAH			
I ADEDO				nenry nub index	price for the calcul	ation period as comp	areo to the pasis s	waps fixed off	erenuar price

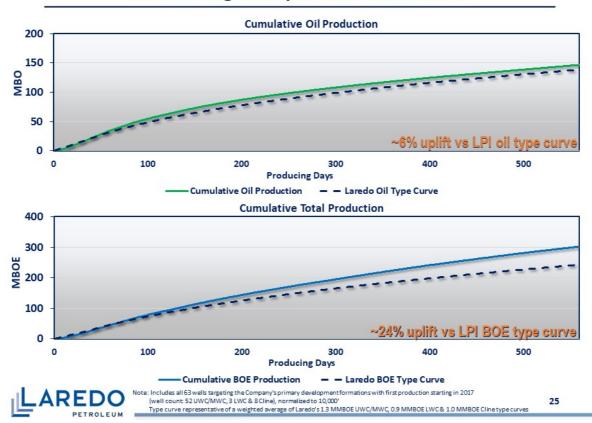
Note: Open positions as of 6/30/18, hedges executed through 8/31/2018

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## 3Q-18 Guidance

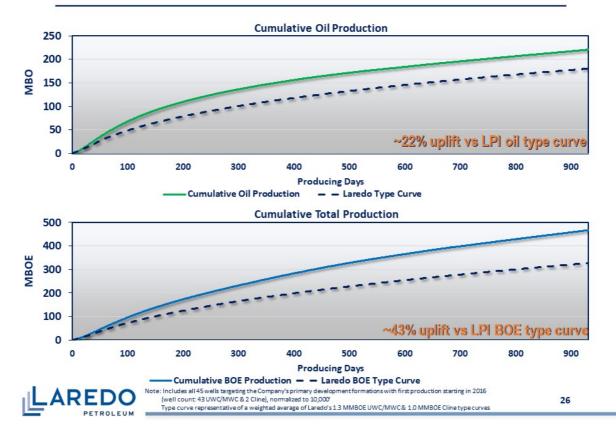
	3Q-18E
Production (MBOE/d)	71.0
Crude oil production (MBbl/d)	29.1
Price Realizations (pre-hedge):	
Crude oil (% of WTI)	86%
Natural gas liquids (% of WTI)	33%
Natural gas (% of Henry Hub)	47%
Operating Costs & Expenses:	
Lease operating expenses (\$/BOE)	\$3.65
Midstream service expenses (\$/BOE)	\$0.15
Transportation and marketing expenses (\$/BOE)	\$0.80
Production and ad valorem taxes (% of oil, NGL and natural gas revenue)	6.25%
General and administrative expenses:	
Cash (\$/BOE)	\$2.60
Non-cash stock-based compensation (\$/BOE)	\$1.55
Depletion, depreciation and amortization (\$/BOE)	\$8.30



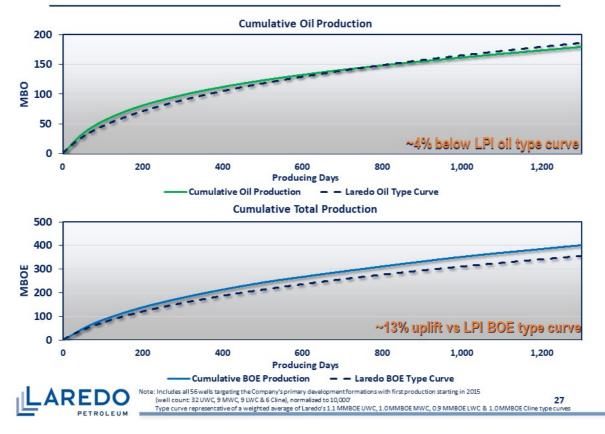


## **2017 Vintage Completions Performance**

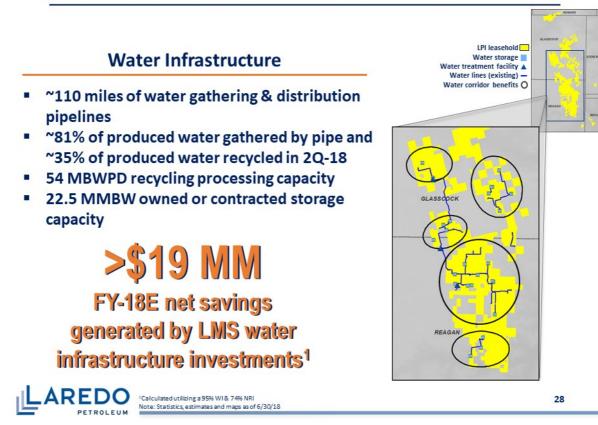
## 2016 Vintage Completions Performance



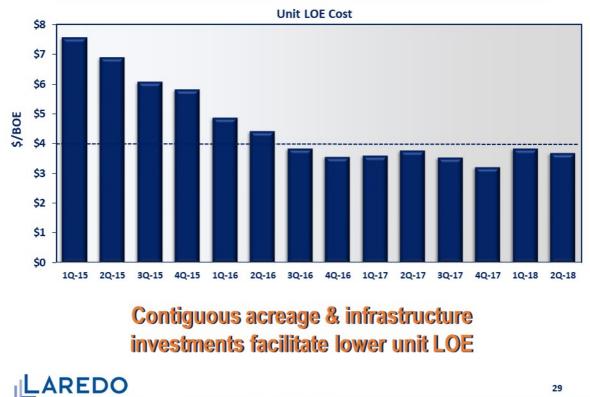
## **2015 Vintage Completions Performance**



## Significant Benefits Through Water Infrastructure Investments



# Unit LOE Expected To Trend Down Remainder Of Year



#### **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 depletion, depreciation and amortization, 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 discretionary use because those funds are required for 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 nonrecurring 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.

\*\* On October 30, 2017, LMS, together with Medallion Midstream Holdings, LLC, which is owned and controlled by an affiliate of the third-party interest holder, The Energy & Minerals Group ("EMG"), completed the sale of 100% of the ownership interests in Medallion Gathering & Processing, LLC ("Medallion") to an affiliate of Global Infrastructure Partners ("GIP"), for cash consideration of \$1.825 billion (the "Medallion Sale"). LMS' net cash proceeds for its 49% ownership interest in Medallion in 2017 were \$829.6 million, before post-closing adjustments and taxes, but after deduction of its proportionate share of fees and other expenses associated with the Medallion Sale. On February 1, 2018, closing adjustments were finalized and LMS received additional net cash of \$1.7 million for total net cash proceeds before taxes of \$831.3 million. The Medallion Sale closed pursuant to the membership interest purchase and sale agreement, which provides for potential post-closing additional cash consideration that is structured based on GIP's realized profit at exit. There can be no assurance as to when and whether the additional consideration will be paid.



# Supplemental Non-GAAP Financial Measure Reconciliation

in thousands)	10	Q-17		2Q-17		3Q-17	4Q-17	1Q-18	2Q-18
Net income	Ş	68,276	Ş	61,110	Ş	11,027	\$ 408,561	\$ 86,520 \$	33,452
Plus:									
ncome tax expense				-		-	1,800	-	-
Depletion, depreciation and amortization		34,112		38,003		41,212	45,062	45,553	50,762
Non-cash stock-based compensation, net		9,224		8,687		8,966	8,857	9,339	10,676
Accretion expense		928		943		951	969	1,106	1,121
Mark-to-market on derivatives:									
(Gain) loss on derivatives, net		(36,671)		(28,897)		27,441	37,777	(9,010)	45,976
Settlements (paid) received for matured derivatives, net		7,451		13,705		13,635	2,792	(2,236)	181
Cash settlements received for early terminations of derivatives, net		-		4,234		-	-	-	-
Cash premiums paid for derivatives		(2,107)		(9,987)		(1,448)	(12,311)	(4,024)	(5,451
nterest expense		22,720		23,173		23,697	19,787	13,518	14,424
Gain on sale of investment in equity method investee**		-		-		0-0	(405,906)	-	-
(Gain) loss on disposal of assets, net		214		(805)		991	906	2,617	1,358
Loss on early redemption of debt		120		-		-	23,761	- 1 C	10 E-
ncome from equity method investee		(3,068)		(2,471)		(2,371)	(575)	-	52
Proportionate Adjusted EBITDA of equity method investee <sup>1</sup>		6,365		6,601		6,789	2,326	-	
Adjusted EBITDA	\$	107,444	Ş	114,296	Ş	130,890 \$	133,806	\$ 143,383 \$	152,499

<sup>1</sup> Proportionate Adjusted EBITDA of Medallion, our equity method investee until its sale on October 30, 2017, is calculated as follows:

(in thousands)	1	Q-17	2Q-17	3Q-17	4Q-17	1Q-18	2Q-18	
Income from equity method investee	\$	3,068 \$	2,471 \$	2,371 \$	575 \$	-	\$	8. <b>-</b> 8
Adjusted for proportionate share of depreciation & amortization		3,297	4,130	4,418	1,751	-		-
Proportionate Adjusted EBITDA of equity method investee	\$	6,365 \$	6,601 \$	6,789 \$	2,326 \$	-	\$	2

