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): December 9, 2019

LAREDO PETROLEUM, INC.

(Exact name of registrant as specified in charter)

Delaware

001-35380 (Commission File Number) 45-3007926

(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification No.)

15 W. Sixth Street Tulsa

Suite 900 Oklahoma

74119

(Address of principal executive offices)

(Zip code)

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

Not Applicable

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

Securities registered pursuant to Section 12(b) of the Exchange Act:

Title of each class	Trading Symbol	Name of each exchange on which registered
Common stock, \$0.01 par value	LPI	New York Stock Exchange

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:

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

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

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

□ 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

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. 0

Item 7.01. Regulation FD Disclosure.

On December 9, 2019, Laredo Petroleum, Inc. (the "Company") issued a press release regarding a bolt-on acquisition and posted to its website a Corporate Presentation (the "Presentation"). The press release and Presentation are available on the Company's website, www.laredopetro.com, and are attached hereto as Exhibit 99.1 and Exhibit 99.2 and incorporated into this Item 7.01 by reference.

All statements in the press release and Presentation, 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 (the "Securities Act") and Section 21E of the Exchange Act of 1934, as amended (the "Exchange Act"). 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, 2018 and the Company's other filings with the SEC 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 exhibits attached hereto are deemed to be "furnished" and shall not be deemed "filed" for the purpose of Section 18 of the Exchange Act, or otherwise subject to the liabilities of that section, nor shall such information and exhibits be deemed incorporated by reference into any filing under the Securities Act or the Exchange Act.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit Number

Description

99.1Press Release dated December 9, 2019.99.2Corporate Presentation dated December 9, 2019.

104 Cover Page Interactive Data File (formatted as Inline XBRL)

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.

Date: December 9, 2019

By: /s/ Michael T. Beyer

Michael T. Beyer Senior Vice President and Chief Financial Officer



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www.laredopetro.com

Laredo Petroleum Announces Bolt-On Acquisition in Glasscock County

TULSA, OK - **December 9, 2019** - Laredo Petroleum, Inc. (NYSE: LPI) ("Laredo" or "the Company") today announced that it has closed a bolt-on acquisition of 4,475 contiguous net acres in Glasscock County for \$65 million, further delivering on the Company's strategy of acquiring properties that can improve the Company's capital efficiency and enhance Free Cash Flow¹ generation. The acquisition was funded with the Company's \$1.0 billion senior secured credit facility, resulting in outstanding borrowings of \$245 million at December 6, 2019.

Acquisition Highlights

- Current net production of 1,400 barrels of oil equivalent ("BOE") per day (55% oil)
- Approximately 45 total gross (35 net) expected locations across the Lower Spraberry, Upper Wolfcamp and Middle Wolfcamp formations at 1,320' spacing, 80% of acreage held by production ("HBP")
- Located in an area of high oil productivity with relevant offset wells indicating first year oil production 37% higher than expectations for legacy Laredo Wolfcamp drilling

"We are excited to announce another acquisition that delivers on our strategy of shifting our development to oilier, more capital-efficient acreage," stated Jason Pigott, President and Chief Executive Officer. "This acquisition expands our Glasscock County position further to the west into an area of higher oil productivity than our established acreage position. We expect to incorporate this acreage into our drilling plan to meet HBP obligations in 2020 and 2021 and transition to full development upon completion of the Howard County development plan, extending our runway of higher-value locations to three years."

"This acquisition enhances our ability to generate combined high-single digit oil growth and Free Cash Flow¹ through 2022," continued Mr. Pigott. "We remain committed to maintaining a competitive leverage ratio and expect to utilize our Free Cash Flow to pay down our revolver as we pursue a disciplined, accretive acquisition strategy."

About Laredo

Laredo Petroleum, Inc. is an independent energy company with headquarters in Tulsa, Oklahoma. Laredo's business strategy is focused on the acquisition, exploration and development of oil and natural gas properties, and midstream and marketing services, primarily in the Permian Basin of West Texas.

Additional information about Laredo may be found on its website at <u>www.laredopetro.com</u>.

Forward-Looking Statements

This press release and any oral statements made regarding the subject of this release contain 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 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. This press release and any accompanying disclosures may include or reference certain forward-looking, non-GAAP financial measures, such as free cash flow, and certain related estimates regarding future performance, results and financial position. The forwardlooking 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, 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, the suspension or discontinuance of share repurchases at any time and other factors, including those and other risks described in its Annual Report on Form 10-K for the year ended December 31, 2018, Quarterly Report on Form 10-Q for the guarter ended September 30, 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 <u>www.sec.gov</u>. 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.

All amounts, dollars and percentages presented in this press release are rounded and therefore approximate.

¹ Projected Free Cash Flow

Projected Free Cash Flow is calculated as estimated cash flows from operating activities before changes in assets and liabilities, less estimated costs incurred, excluding non-budgeted acquisition costs, made during the period. Management believes this 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.

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Contacts: Ron Hagood: (918) 858-5504 - <u>RHagood@laredopetro.com</u>

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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 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, estimates or anticipates (and other similar expressions) will, should or may occur in the future, including, but not limited to, inventory or the share repurchase program, which may be suspended or discontinued by the Company at any time, 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 costs, hedging activities, possible impacts of potential litigation and other factors, including those and other risks described in its Annual Report on Form 10-K for the year ended December 31, 2018, its Quarterly Report on Form 10-Q for the quarter ended September 30, 2019 and those set forth from time to time in other filings with the Securities Exchange Commission ("SEC"). These documents are available through Laredo's website at <u>www.laredopetro.com</u> under the tab 'Investor Relations' or through the SEC's Electronic Data Gathering and Analysis Retrieval System at <u>www.sec.gov</u>. Any of these statulatedo's actual results and plans to differ materially from those in the forward-looking statement.

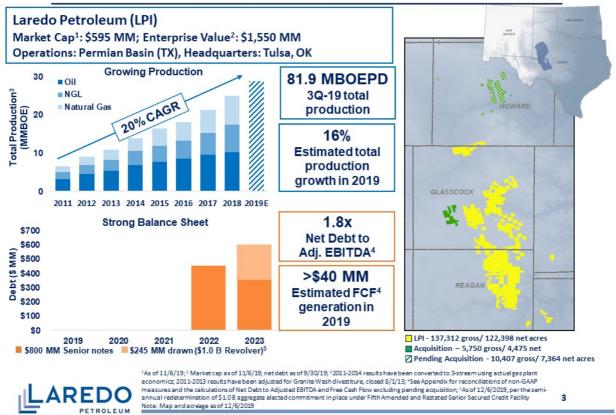
Any forward-looking statement speaks only as of the date on which such statement is made and the Company undertakes no obligation to correct or update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by applicable law.

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 rus ethe terms 'resource potential,'' estimated duitimate 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, 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 score potential exploring, including geological and/or capital, including geological and mechanical factors affecting results include the score of thtt Company's core assets provides additional data. In additio

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. All amounts, dollars and percentages presented in this presentation are rounded and therefore approximate.



Laredo Petroleum Overview

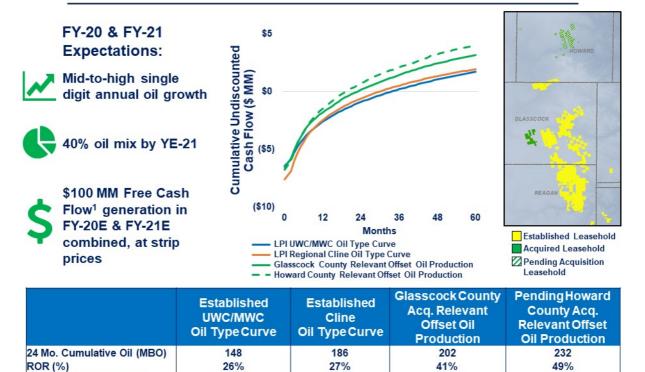


Pivoting Strategy to Increase Stakeholder Value

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



Acquisition Strategy Supports Oil Growth & Free Cash Flow Generation



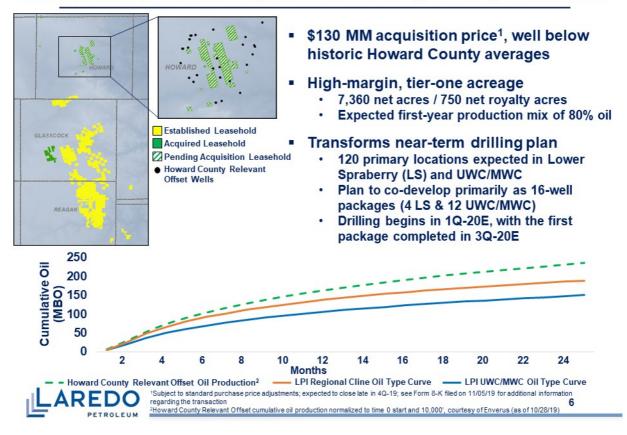
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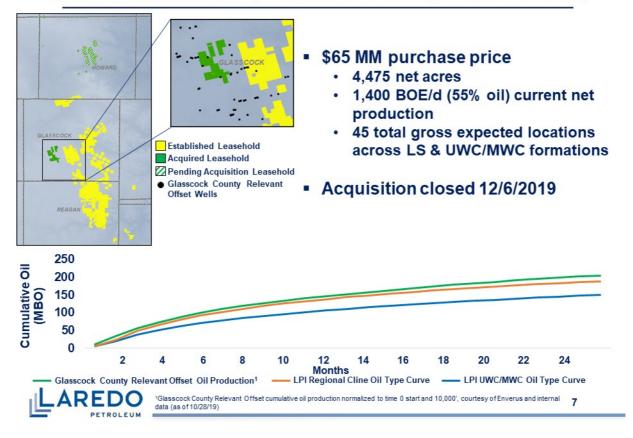
 Payback Period (Months)
 34
 30
 23

 LAREDO PETROLEUM
 'See Appendix for reconciliations of non-GAAP measures and the calculation of Free Cash Flow Note: Pricing utilizes strip as of 10/22/19

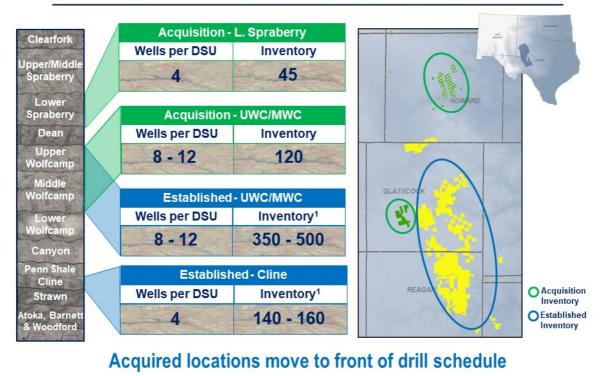
Howard County Tier-One Acquisition Delivers Higher-Margin Production



Bolt-On Glasscock County Acquisition Adds High-Return Inventory



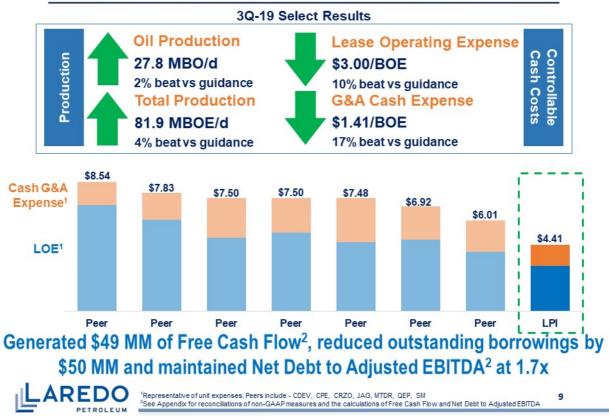
Acquisitions Add Oily, High-Margin Inventory

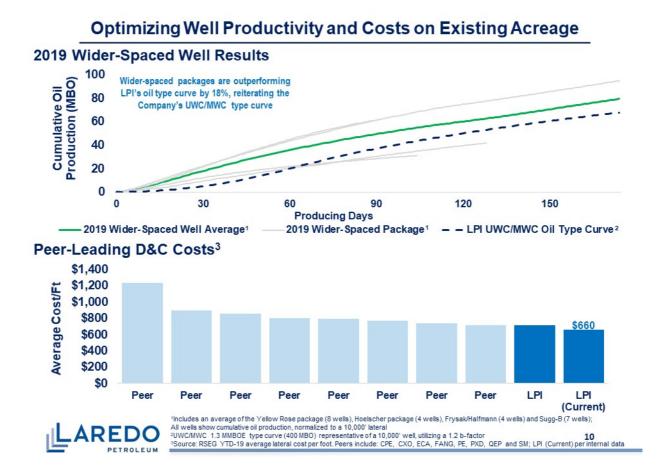


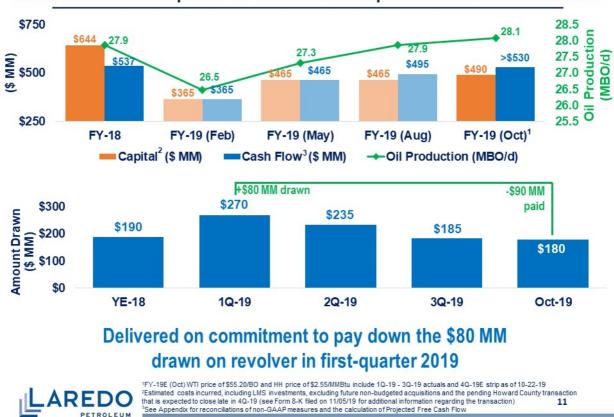


Inventory expected to average oil type curve productivity Note: Drilling spacing unit (DSU) 8









PETROLEUM

Demonstrated Discipline and Continuous Improvement Drive Cash Flow



\$1.50

2020 Vol Hedged¹

Strip²

Oil: 7,539,600 BO

\$40

Natural Gas: 23,790,000 MMBtu

LPI

Strip²

	2020 Volume Hedged ¹ (gal)	Strip ² (\$/gal)	LPI (\$/gal)
Ethane	15,372,000	\$0.19	\$0.32
Propane	52,264,800	\$0.46	\$0.63
Normal Butane	18,446,400	\$0.54	\$0.68
lso Butane	4,611,600	\$0.59	\$0.71
Natural Gasoline	16,909,200	\$1.02	\$1.08

Robust hedges in place for FY-20 help ensure cash flow projections

 ¹2020 volume hedged as of 12/6/19 ²Strip as of 10/22/19 Note: LPI representative of weighted-average floor price for the period presented

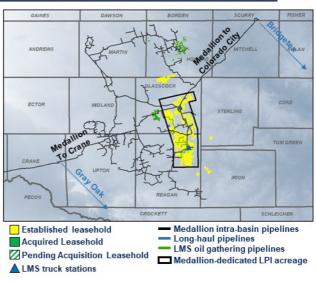
LPI

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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



Note: Map as of 12/6/19

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Infrastructure Protects The Environment & Enhances Economics

LPI In-PI	ace Infrastructu	re
60 Miles Crude oil gathering pipelines		0 miles ural gas gatheringpipelines
110 Miles Water gathering & distribution pip		MBWPD duced water recycling capacity
Enviro	nmental Impact	
from the field	els of water recycled	Additional gas sold vs. vented/flared >3.2 Bcf
Shar	eholder Value	
\$0.51/BOE Reduction in unit LOE, helping to control operating costs	\$110,000 Per well reduction in capital due to in- place water infrastructure	\$10.4 MM Revenue from natural gas sold versus vented/flared
PETROLEUM Note: Existing infrastructure as of 9/30/19 Environmental impact and sharehol		14





APPENDIX

Production:	
Total production (MBOE/d)	76.5
Oil production (MBbl/d)	26.0

cluding derivatives) Oil (% of WTI)	99%
NGL (% of WTI)	20%
Natural gas (% of Henry Hub)	29%
perating costs & expenses (\$/BOE):	
Lease operating expenses	\$3.20
Production and ad valorem taxes (% of oil, NGL and natural gas revenues)	6.50%
Transportation and marketing expenses	\$1.75
Midstream service expenses	\$0.15
General and administrative expenses:	
Cash	\$1.60
Casil	
Non-cash stock-based compensation, net	\$0.50



Oil, Natural Gas & Natural Gas Liquids Hedges

Hedge Product Summary	4Q-19	FY-20	FY-21
Oil total floor volume (Bbl)	2,300,000	7,539,600	912,500
Oil wtd-avg floor price (\$/Bbl)	\$60.42	\$58.79	\$45.00
Oil total floor volume w. deferred premium (Bbl)	322,000		
Oil wtd-avg deferred premium price (\$/Bbl)	\$4.39		
Nat gas total floor volume (MMBtu)	9,844,000	23,790,000	14,052,500
Nat gas wtd-avg floor price (\$/MMBtu)	\$3.09	\$2.72	\$2.63
NGL total floor volume (Bbl)	1,462,800	2,562,000	2,202,775

Oil	4Q-19	FY-20	FY-21
Puts - WTI	and an a state of	and a lot of the	
Volume (Bbl)	322,000	366,000	
Wtd-avg floor price (\$/Bbl)	\$55.00	\$45.00	
Volume w. Deferred Premium (Bbl)	322,000		
Wtd-avg deferred premium price (\$/Bbl)	\$4.39		
Swaps - WTI			
Volume (Bbl)	1,978,000	7,173,600	
Wtd-avg price (\$/Bbl)	\$61.31	\$59.50	
Collars - WTI			
Volume (Bbl)			912,500
Wtd-avg floor price (\$/Bbl)			\$45.00
Wtd-avg ceiling price (\$/Bbl)			\$71.00

4Q-19	FY-20	FY-21
9,844,000	23,790,000	14,052,500
\$3.09	\$2.72	\$2.63
	9,844,000	9,844,000 23,790,000

Natural Gas Liquids	4Q-19	FY-20	FY-21
Swaps - Ethane			
Volume (Bbl)	598,000	366,000	912,500
Wtd-avg price (\$/Bbl)	\$14.22	\$13.60	\$12.01
Swaps – Propane			
Volume (Bbl)	478,400	1,244,400	730,000
Wtd-avg price (\$/Bbl)	\$27.97	\$26.58	\$25.52
Swaps – Normal Butane			
Volume (Bbl)	184,000	439,200	255,500
Wtd-avg price (\$/Bbl)	\$30.73	\$28.69	\$27.72
Swaps – Isobutane			
Volume (Bbl)	46,000	109,800	67,525
Wtd-avg price (\$/Bbl)	\$31.08	\$29.99	\$28.79
Swaps - Natural Gasoline			
Volume (Bbl)	156,400	402,600	237,250
Wtd-avg price (\$/Bbl)	\$45.80	\$45.15	\$44.31
Basis Swaps	4Q-19	FY-20	FY-21
Mid/WTI			
Volume (Bbl)	1,104,000		
Wtd-avg price (\$/Bbl)	-\$3.08		
Waha/HH		1.000	
Volume (MMBtu)	9,844,000	32,574,000	23,360,000
Wtd-avg price (\$/MMBtu)	-\$1.51	-\$0.76	-\$0.47



Note: Open positions as of 9/30/19, hedges executed through 12/6/19 Volumes with deferred premiums outlined above are included in provided totals and are therefore not additive **17** Natural gas liquids consist of Mt. Belvieu purity ethane and Mt. Belvieu non-TET propane, normal butane, isobutane, and natural gasoline

Net debt to Adjusted EBITDA

Net Debt to Adjusted EBITDA is calculated as net debt as of September 30, 2019 divided by trailing twelve-month Adjusted EBITDA ending September 30, 2019 of \$555 million. Net debt as of September 30, 2019 was \$953 million, calculated as the face value of debt of \$985 million reduced by cash and cash equivalents of \$32 million. Pro forma for the Glasscock acreage acquisition as of December 6, 2019, net debt was \$1,018 million. 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 above for a definition of Adjusted EBITDA.

See next slide for a reconciliation of Net Income to Adjusted EBITDA.

Liquidity

At September 30, 2019, the Company had outstanding borrowings of \$185 million on its \$1.1 billion senior secured credit facility, resulting in available capacity, after the reduction for outstanding letters of credit, of \$900 million. Including cash and cash equivalents of \$32 million, total liquidity was \$932 million.

Pro forma for the Glasscock acreage acquisition, as of December 6, 2019, outstanding borrowings were \$245 million.



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):

	Three months ended September 30,		Nine months ended September 30	
in thousands, unaudited)	2019	2018	2019	2018
Net income (loss)	(\$264,629)	\$55,050	(\$100,738)	\$175,022
Plus:				
ncome tax (benefit) expense	(2,467)	1,387	(812)	1,387
Depletion, depreciation and amortization	69,099	55,963	197,900	152,278
mpairment expense	397,890		397,890	-
Non-cash stock-based compensation, net	(1,739)	8,733	5,244	28,748
Restructuring expenses	5,965	-	16,371	-
Accretion expense	1,005	1,114	3,077	3,341
Mark-to-market on derivatives:				
Gain) loss on derivatives, net	(96,684)	32,245	(136,713)	69,211
Settlements received (paid) for matured derivatives, net	25,245	(3,888)	48,827	(5,943)
Settlements paid for early termination of derivatives, net	-		(5,409)	-
Premiums paid for derivatives	(1,415)	(5,455)	(7,664)	(14,930)
nterest expense	15,191	14,845	46,503	42,787
Litigation settlement	-	(-).	(42,500)	-
(Gain) Loss on disposal of assets, net	(1,294)	616	315	4,591
Adjusted EBITDA	\$146,167	\$160,610	\$422,291	\$456,492
LAREDO				19

Free Cash Flow 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):

	Three months ended September 30,		Nine months ended September 30,	
(in thousands, unaudited)	2019	2018	2019	2018
Net cash provided by operating activities	\$105,599	\$145,927	\$366,868	\$408,528
Less:				
Increase in current assets and liabilities, net	(21,183)	(313)	(48,305)	(9,685)
(Increase) decrease in noncurrent assets and liabilities, net	(1,124)	(1,570)	1,853	(279)
Cash flows from operating activities before changes in				
assets and liabilities, net	127,906	147,810	413,320	418,492
Less costs incurred, excluding non-budgeted acquisition				
costs				
Oil and natural gas properties	76,837	147,250	365,839	486,329
Midstream service assets	1,147	383	7,584	3,649
Other fixed assets	999	1,255	1,966	6,197
Total costs incurred, excluding non-budgeted acquisition				
costs	78,983	148,888	375,389	496,175
Free Cash Flow	\$48,923	(\$1,078)	\$37,931	(\$77,683)

Projected Free Cash Flow is calculated as estimated cash flows from operating activities before changes in assets and liabilities, less estimated costs incurred, excluding non-budgeted acquisition costs, made during the period. Management believes this 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.

