# **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): June 2, 2020

### 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 June 2, 2020, Laredo Petroleum, Inc. (the "Company") posted to its website an Investor Presentation (the "Presentation"). 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 and the 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 Securities 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, 2019 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 is 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 exhibit be deemed incorporated by reference in any filing under the Securities Act or the Exchange Act.

Description

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

(d) Exhibits.

Exhibit Number

<u>99.1</u>	Investor Presentation dated June 2, 2020.
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: June 2, 2020

By: /s/ Michael T. Beyer

Michael T. Beyer Senior Vice President and Chief Financial Officer



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 "LP") assumes, plans, expects, believes, intends, projects, guides, 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, oil production quotas or other actions that might be imposed by the Organization of Petroleum Exporting Countries and other producing countries ("OPEC-"), the outbreak of disease, such as the coronavirus ("COVID-19") pandemic, and any related government policies and actions, changes in domestic and global production, supply and demand for commodities, including as a result of the COVID-19" pandemic, and any related government policies and actions, changes in domestic and global production, supply and demand for commodities, including as a result of the COVID-19" pandemic and actions by OPEC+. Iong-term performance of wells, drilling and operating risks, the increase in service and supply costs, tariffs on steel, pipeline transportation and storage constraints in the Permian Basin, the possibility of production curtaliments, 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, its Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and those set forth fromtime 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.

Any forward-looking statement speaks only as of the date on which such statement is made and the Company does not intend to, and disclaims any 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.

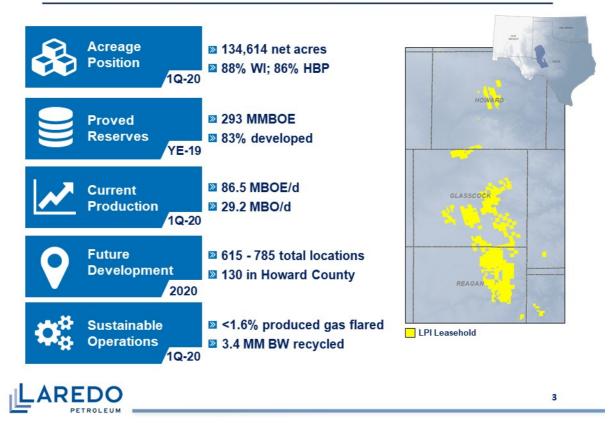
looking statement, whether as a result of new information, future events or otherwise, except as required by applicable law. The SEC generally permits oil and natural gas companies, in filings made with the SEC, to disclose proved reserves, which are reserve estimates that geological and engineering data demonstrate with reasonable certainly 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" and "estimated ultimate recovery," "type curve" or "EURs," each of which the SEC definitions. These terms refer to the Company's internal estimates or 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 hydrocarbon shown 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 resorves necludual autities 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 angling drilling pergram, which will be directly affected by the availability of capital, decreases in oil, natural gas pici

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 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 the Company's derivative transactions. All amounts, dollars and percentages presented in this presentation are rounded and therefore approximate.

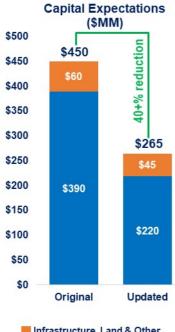


### Laredo Overview: Pure-Play Permian Operator





### Significantly Reduced Activity in Response to Oil Price Decline



	1Q-20A	2Q-20E	3Q-20E	4Q-20E	FY-20E
Drilling Rigs	4.0	2.4	1.0	1.0	2.1
Spuds	25	17	6	7	55
Completion Crews	1.7	0.3	0.0	0.0	0.5
Completions	28	5	0	0	33
Total Capital	\$155	\$65	\$20	\$25	\$265
Avg. Working Interest					98%
Avg. Lateral Length					8,550

# Adjusted capital expectations demonstrate Free Cash Flow<sup>1</sup>, balance sheet and returns focus

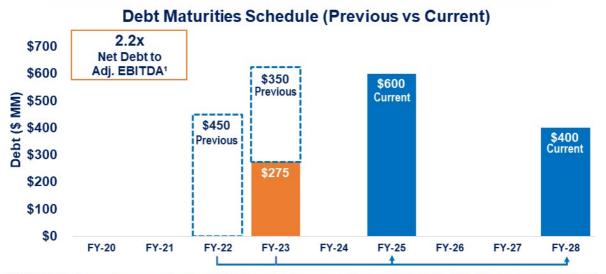
Infrastructure, Land & Other
Drilling & Completions

PETROLEUM

AREDO

<sup>1</sup>See Appendix for reconciliations of non-GAAP measures Note: Capital Expectations exclude non-budgeted acquisitions 5



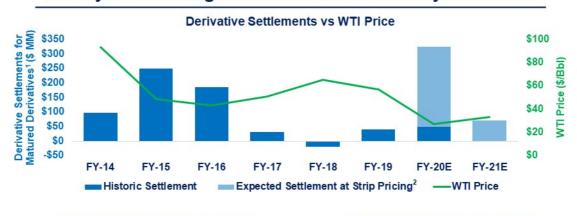


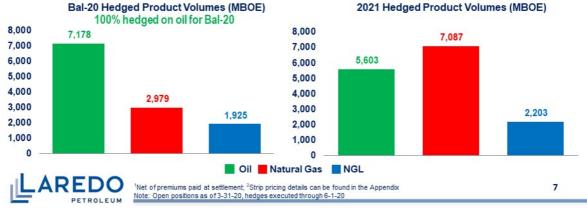
😳 \$800 MM Previous senior unsecured notes 🔳 \$1.0 B Current senior unsecured notes 📕 \$275 MM Credit Facility drawn² (\$725 MM Revolver)

# Expect to reduce net borrowings by \$120 MM from 2Q-20 to YE-20E

LAREDO

'See Appendix for reconciliations of non-GAAP measures; Includes TTM Adjusted EBITDA and net debt as of 3-31-20 'Amount drawn as of 3-31-20





### History of Protecting Cash Flow with Commodity Derivatives

### **Crude Contracts Maximize Deliverability and Sales Point Performance**

- Long-term firm-transportation contracts secure delivery of oil production to the Gulf Coast
- Receive WTI-Houston-based and Brent-based pricing through large, international logistics providers that redeliver purchased crude to multiple domestic & international buyers
- WTI-Houston and Brent have historically received a premium to Midland and WTI-Cushing pricing

**Physical Transportation Contracts:** 

- Firm transportation on Gray Oak
- Year 1: 25 MBOPD; Years 2 7: 35 MBOPD
  Brent-based pricing
- 10 MBOPD firm transportation on Bridgetex
   Through 1Q-22, option to extend contract through 1Q-26
  - WTI-Houston-based pricing

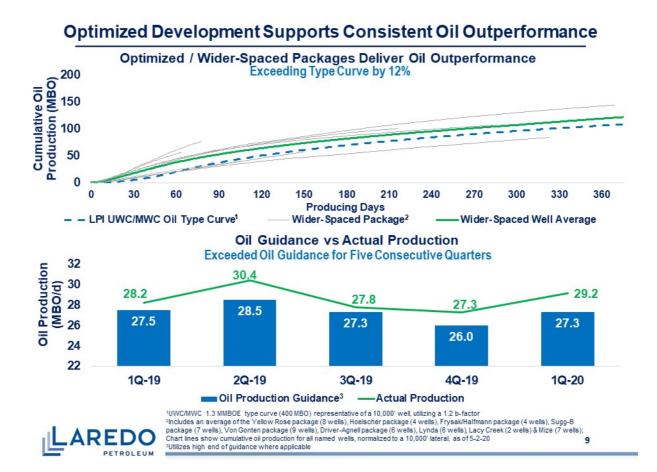


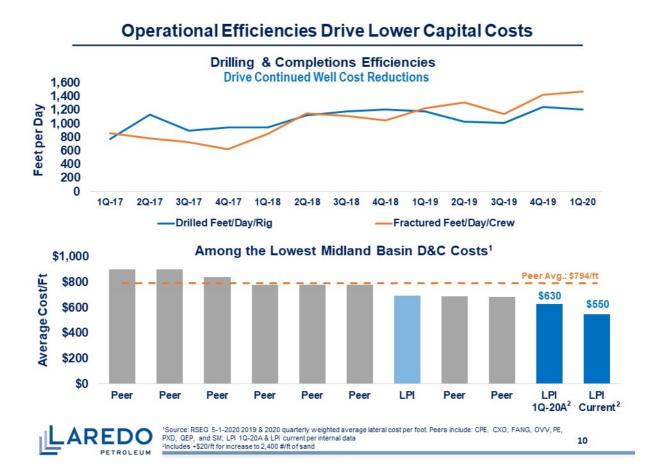
LPI Leasehold — Medallion Intra-Basin Pipelines — Long-Haul Pipelines

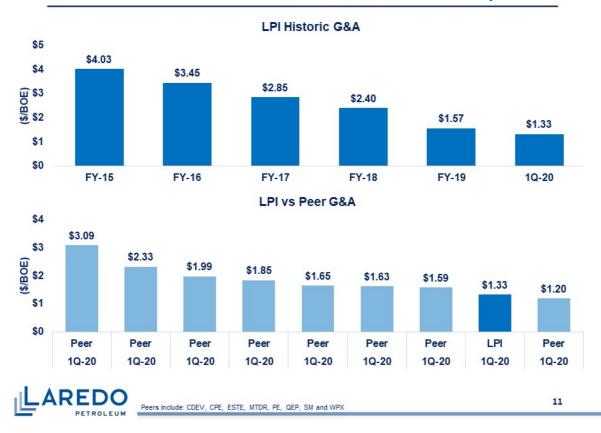
Firm transportation and firm-sales arrangements maximize access to global markets and waterborne pricing

8





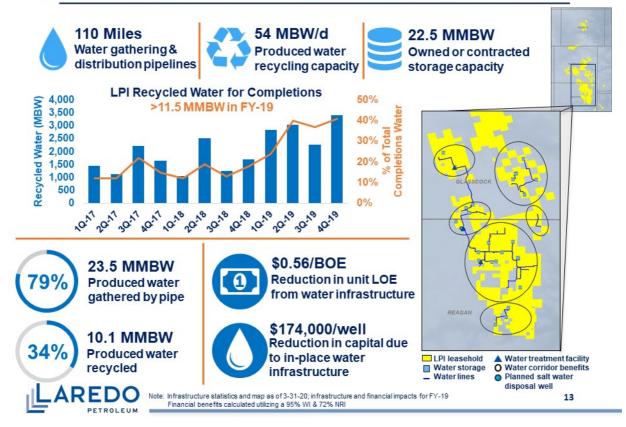




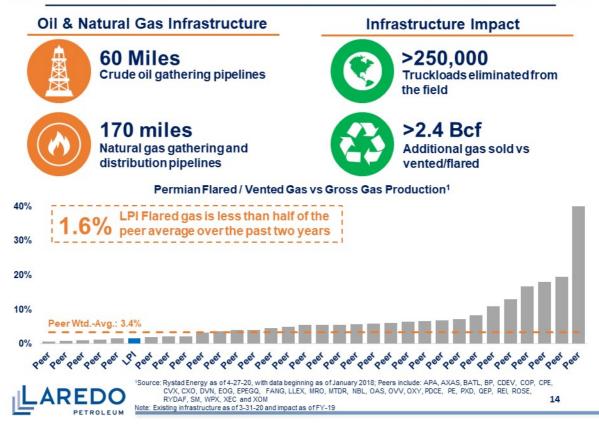
# **Consistent Reduction of General & Administrative Expenses**



### Sustainable Operations and Economic Benefits: Water Infrastructure



### Sustainable Operations and Economic Benefits: Gathering Infrastructure



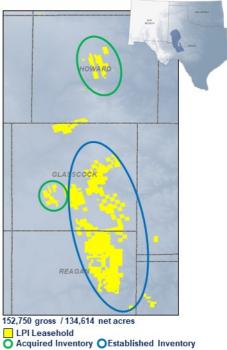
### Acquisitions Target Oily, High-Margin Inventory

#### Utilizing operational and cost advantages to expand high-margin inventory and increase scale

Expanded high-margin (50+% oil) inventory

- Contiguous Midland Basin acreage positioned to benefit from LPI's peer-leading operational costs and efficiencies
- Potential for additional bolt-on acquisitions at advantageous prices

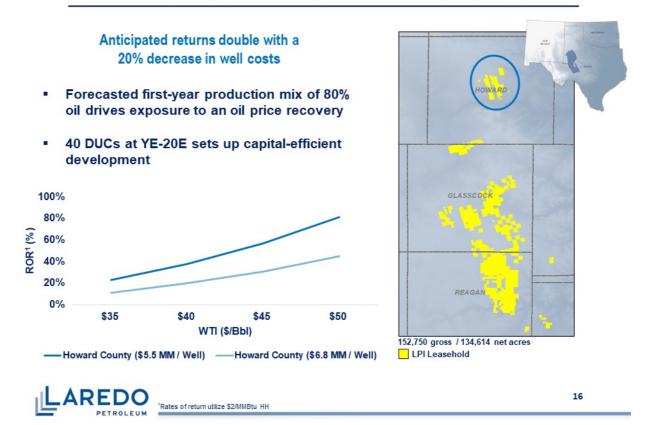
Acquired Inventory	Inventory	Inventory Years <sup>1</sup>
Lower Spraberry / UWC/MWC	175	6
Established Inventory	Inventory	Inventory Years <sup>1</sup>
UWC/MWC	300 - 450	12
Cline	140 - 160	5
Total Inventory	Inventory	Inventory Years <sup>1</sup>
Acquired & Established	615 - 785	23





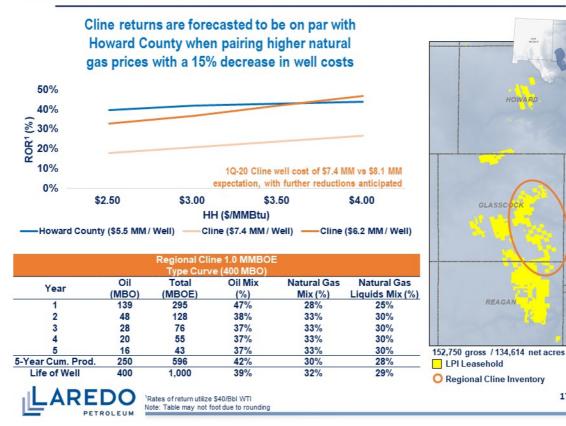
<sup>1</sup>Inventory Years assumes 30 wells per year Note: Inventory expected to average oil type curve productivity

### Howard County Position Increases Leverage to Oil Prices



### **Established Cline Inventory Provides Leverage to Natural Gas Prices**

17





**APPENDIX** 

### Guidance

Production:	2 <b>Q-</b> 20	3 <b>Q-2</b> 0	4 <b>Q-</b> 20	FY-20
Total production (MBOE/d)	84.8 - 85.8	78.8 - 80.8	72.5 - 74.5	80.6 - 81.9
Oil production (MBO/d)	30.0 - 30.5	24.2 - 25.2	20.5 - 21.5	26.0 - 26.6
Average sales price realizations:	2Q-20			
Oil (% of WTI)	82%			
NGL (% of WTI)	4%			
Natural gas (% of Henry Hub)	29%			
other (\$ MM):	2Q-20			
Net income / (expense) of purchased oil	(\$1.5)			
Net midstream income / (expense)	\$1.5			
Operating costs & expenses (\$/BOE):	2Q-20	i i		
Lease operating expenses	\$2.85	2		
Production and ad valorem taxes (% of oil, NGL and natural gas revenues)	7.00%			
Transportation and marketing expenses	\$1.70			
General and administrative expenses (excluding LTIP)	\$1.40			
General and administrative expenses (LTIP cash & non-cash)	\$0.45			
Depletion, depreciation and amortization	\$8.00			



19

# Oil, Natural Gas & Natural Gas Liquids Hedges

Hedg	je Product Summ	nary		Bal-20	FY-21	FY-22		
Oil to	tal volume (Bbl)			7,177,500	5,602,750			
Oil wt	d-avg price (\$/Bt	ol) - WTI		\$59.50				
Oil wt	d-avg price (\$/Bb	ol) - Brent		\$63.07	\$53.13			
Natg	as total volume (	MMBtu)		17,875,000	42,522,500			
-	as wtd-avg price		HH	\$2.72	\$2.59			
	otal volume (Bbl			1,925,000	2,202,775			
Oil	Bal-20	FY-21	FY-22	Natural Ga	as Liquids Swaps	Bal-20	FY-21	FY-22
WTI Swaps				Ethane				
Volume (Bbl)	5,390,000			Volume (	Bbl)	275,000	912,500	
Wtd-avg price (\$/Bbl)	\$59.50			Wtd-avg	price (\$/Bbl)	\$13.60	\$12.01	
Brent Swaps				Propane				
Volume (Bbl)	1,787,500	2,555,000		Volume (	Bbl)	935,000	730,000	
Wtd-avg price (\$/Bbl)	\$63.07	\$53.19			price (\$/Bbl)	\$26.58	\$25.52	
Brent Puts				Normal But				
Volume (Bbl)		2,463,750		Volume (	Bbl)	330,000	255,500	
Wtd-avg floor price (\$/E	Bbl)	\$55.00			price (\$/Bbl)	\$28.69	\$27.72	
Brent Collars				Isobutane	100 (4.201)	420100		
Volume (Bbl)		584,000		Volume (	Bbl)	82,500	67,525	
Wtd-avg floor price (\$/	Bbl)	\$45.00			price (\$/Bbl)	\$29.99	\$28.79	
Wtd-avg celing price (\$	j/Bbl)	\$59.50		Natural Ga		420.00	\$20.15	
Oil Basis Swaps	Bal-20	FY-21	FY-22	Volume (		302,500	237,250	
Brent/WTI					price (\$/Bbl)	\$45.15	\$44.31	
Volume (Bbl)	2,695,000							
				Basis Swa	ips	Bal-20	FY-21	FY-22
Wtd-avg price (\$/Bbl)	\$5.09			Waha/HH				
Natural Gas Swaps	Bal-20	FY-21	FY-22	Volume (	MMBtu)	31,625,000	41,610,000	7,300,000
НН				Wtd-avg	price (\$/MMBtu)	(\$0.82)	(\$0.55)	(\$0.53)
Volume (MMBtu) Wtd-avg price (\$/MMBt	17,875,000 u) \$2.72	42,522,500 \$2.59			(*··············	(+0.02)	(+0.00)	(40.00)

LAREDO PETROLEUM Note: Open positions as of 3-31-20, hedges executed through 6-1-20 20 Natural gas liquids consist of Mt. Belvieu purity ethane and Mt. Belvieu non-TET propane, normal butane, isobutane, and natural gasoline

	WTI (\$/Bbl)	Brent (\$/Bbl)	HH (\$/MMBtu)
Bal-20	\$26.85	\$31.20	\$2.40
FY-21	\$33.30	\$37.15	\$2.70



21

#### Oil:

	WTI NYMEX (\$/Bbl)	Brent ICE (\$/Bbl)
Apr-20	\$16.70	\$26.69
May-20	\$20.62	\$27.22
Jun-20	\$22.93	\$28.78
2Q-20 Average	\$20.09	\$27.56

#### Natural Gas Liquids:

	C2 (\$/Bbl)	C3 (\$/Bbl)	IC4 (\$/Bbl)	NC4 (\$/Bbl)	C5+ (\$/Bbl)	Composite (\$/Bbl)
20-Apr	\$5.45	\$13.54	\$13.95	\$14.59	\$14.54	\$10.47
20-May	\$6.96	\$14.07	\$13.68	\$13.73	\$15.80	\$11.29
20-Jun	\$6.93	\$14.23	\$13.55	\$13.52	\$15.59	\$11.28
2Q-20 Average	\$6.45	\$13.95	\$13.72	\$13.94	\$15.32	\$11.02

#### Natural Gas:

	HH (\$/MMBtu)	Waha (\$/MMBtu)
Apr-20	\$1.63	\$0.21
May-20	\$1.79	\$1.20
Jun-20	\$1.89	\$1.56
2Q-20 Average	\$1.77	\$0.99



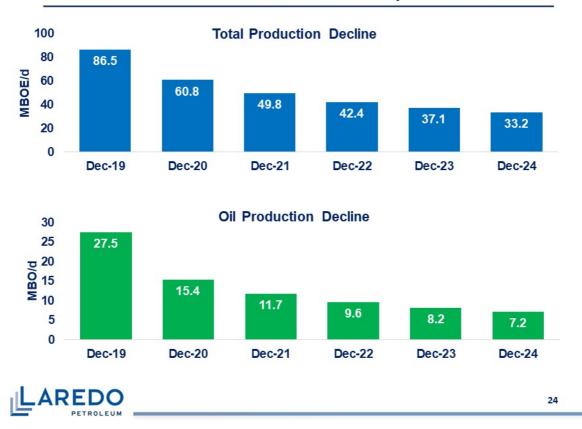
Note: Pricing assumptions as of 5-4-20





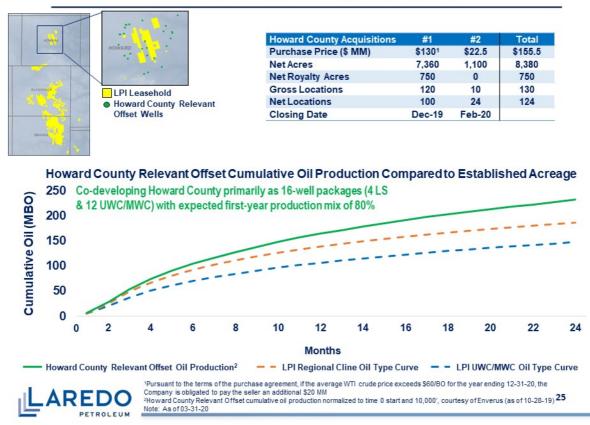
# 70% of YE-19 PUD locations booked in Howard County

LAREDO PETROLEUM
Note: YE-15 to YE-19 3-stream Reserves prepared by Ryder Scott
See SEC form 10-K for the year ended 12-31-19 for a description of the Company's PUD booking methodology

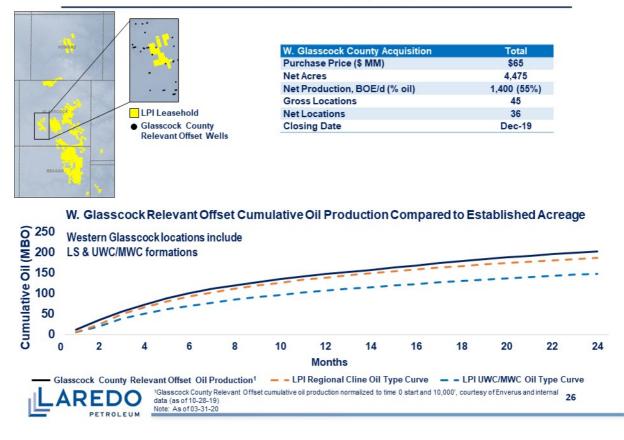


# YE-19 Base Production Decline Expectations

#### **Tier-One Howard County Acquisitions**



### **Bolt-On Glasscock County Acquisition**



#### 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):

		iths ended,		
(in thousands, unaudited)	6/30/19	9/30/19	12/31/19	3/31/20
Net income (loss)	\$173,382	(\$264,629)	(\$241,721)	\$235,095
Plus:				
Share-settled equity-based compensation, net	—	_	—	2,376
Non-cash stock-based compensation, net	(423)	(1,739)	3,046	_
Depletion, depreciation and amortization	65,703	69,099	67,846	61,302
Restructuring expense	10,406	5,965		_
Impairment expense	_	397,890	222,999	26,250
Mark-to-marketon derivatives:				_
(Gain) loss on derivatives, net	(88,394)	(96,684)	57,562	(297,836)
Settlements received (paid) for matured derivatives, net	23,480	25,245	14,394	47,723
Settlements paid for early terminations of derivatives, net	(5,409)			_
Premiums paid for derivatives	(2,233)	(1,415)	(1,399)	(477)
Accretion expense	1,020	1,005	1,041	1,106
(Gain) loss on disposal of assets, net	670	(1,294)	(67)	602
nterest expense	15,765	15,191	15,044	24,970
itigation settlement	(42,500)			_
Loss on extinguisment of debt	_	_		13,320
Defermed income tax expense	1,751			_
Write-off of debt is suance costs	—	—	935	_
ncome tax (benefit) expense	_	(2,467)	(1,776)	2,417
Adjusted EBITDA	\$153,218	\$146,167	\$137,904	\$116,848
LAREDO				27
PETROLEUM				

#### 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 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. Our measurements of Adjusted EBITDA for financial reporting as compared to compliance under our debt agreements differ.

#### 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

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 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.

