# **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, 2017

# LAREDO PETROLEUM, INC.

(Exact name of registrant as specified in charter)

Delaware

001-35380

45-3007926

(State or other jurisdiction of incorporation or organization)

(Commission File Number)

(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:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) 0

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) 0

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) 0

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)) 0

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 Barclays' CEO Energy-Power conference on September 7, 2017 in New York City, New York. On September 6, 2017, the Company posted to its website the presentation it will utilize during the conference (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 in this Item 7.01 by reference. Page 21 of the Presentation includes revised guidance for the third quarter of 2017.

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, 2016 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

<u>99.1</u> <u>Corporate Presentation September 2017</u>

#### 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, 2017

By: /s/ Richard C. Buterbaugh

Richard C. Buterbaugh Executive Vice President and Chief Financial Officer Exhibit Number

<u>99.1</u> <u>Corporate Presentation September 2017</u>.

Description

Corporate Presentation September 2017



#### LAREDO PETROLEUM

#### Forward-Looking / Cautionary Statements

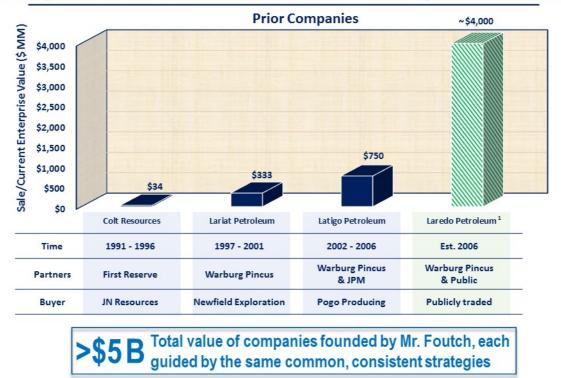
This presentation, including any oral statements made regarding the contents of this presentation, contains forward-looking statements within the meaning of Section 27A of the Securities Exchange Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, 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," "forecast," "guidance," "should," "would," "goal," 'target," "suggest" or other similar expressions are intended to identify forward-looking statements, which are generally not historical in nature and are not guarantees of future performance. However, the absence of these words does not mean that the statements are not forward-looking, without limiting the generality of the foregoing, forward-looking statements contained in this presentation specifically include the expectations of plans, strategies, objectives and anticipated future and operating results of the Company, including the Company's drilling program, production, hedging activities, capital expenditure levels, possible impacts of pending or potential litigation and other guidance included in this presentation. These statements are based on certain assumptions made by the Company based on management's expectations and perception of historical trends, current conditions, and ticipatef future developments and rate of return and other factors believed to be appropriate. Such statements are subject to a number of assumptions, risks and uncertainties, many of which are beyond the control of the Company, which may cause actual results to differ materially from those implied or expressed by the forward-looking st

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 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," "horizontal productivity confirmed," "horizontal productivity not confirmed" 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, refers to the Company's internal estimates of hydrocarbon quantities that may be potentially discovered through exploratory drilling or recovery, largely from a specified resource play network is a term 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 optentially 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 used by the Company to describe an accumulation of hydrocarbons known to exist over a large areal expanse and/or thick vertical section potentially recovered from a hypothetical and/or actual well completed in the area. Actual quantities that may be utimately recovered from the Company's interests are unknown. Factors affecting utiling revices and equipment, lease expiration constration constration constration drilling services and equipment, lease expiration constration constration constration constration constration drinling revices

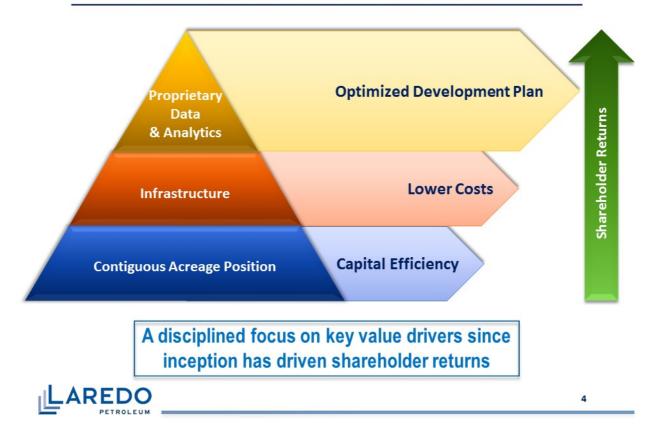


#### Management's Established Track Record of Creating Value Continues



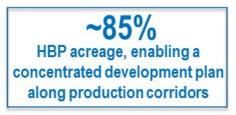
PETROLEUM

## **Steady, Strategic Plan Yields Repeatable Results**



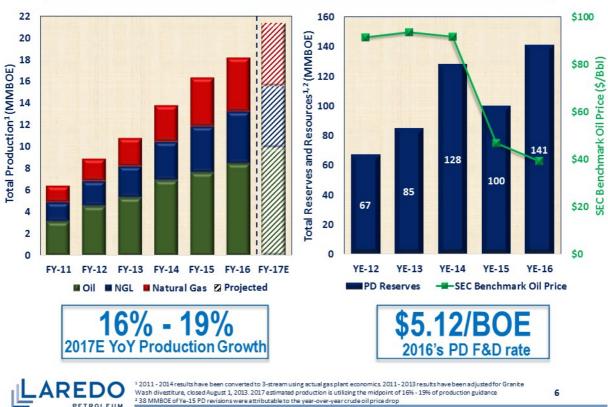
#### **Capitalizing on Our Contiguous Acreage Position**

- The Company has identified >2,000 locations from its total inventory that support lateral lengths of 10,000'+ on its contiguous acreage
- Centralized infrastructure in multiple production corridors and the ability to drill long laterals enable increased capital and operational efficiencies
  - Infrastructure benefits have facilitated unit LOE costs below \$4.00/BOE for four consecutive quarters





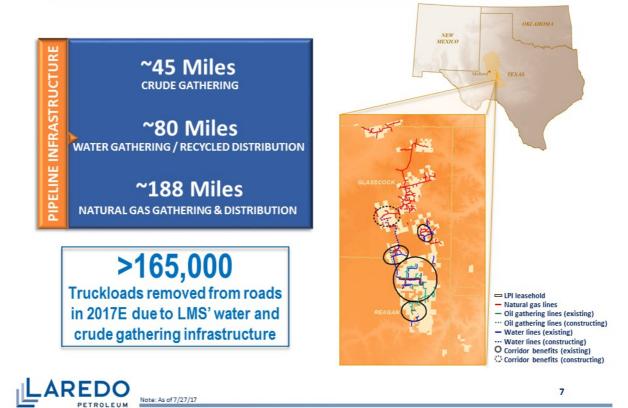




PETROLEUM

#### **Consistent Growth Despite Commodity Price Decline**

## **Contiguous Acreage Facilitated Robust Infrastructure Investments**



## **Prior Investments in Infrastructure Provide Tangible Benefits**

#### Yield capital & LOE savings, plus increased revenues & 3<sup>rd</sup> party income Enable multi-well pad drilling & operational flexibility Minimize trucking

LMS Corridor Benefit	LPI Benefit	2016 Benefits Actual (\$ MM)	2017 Benefits Estimated (\$ MM)
Crude gathering	Increased revenues & 3 <sup>rd</sup> -party income	\$10.4	\$13.3
Centralized gas lift	LOE savings	\$0.9	\$1.0
Completions utilizing recycled water	Capital savings	\$1.1	\$2.0
Produced water recycled	Capital & LOE savings	\$2.0	\$2.1
Produced water gathered on pipe	Capital & LOE savings	\$9.6	\$9.9
Corridor Benefits Total		\$24.1	\$28.4





Centralized Crude Gathering Tanks at Reagan Truck Station

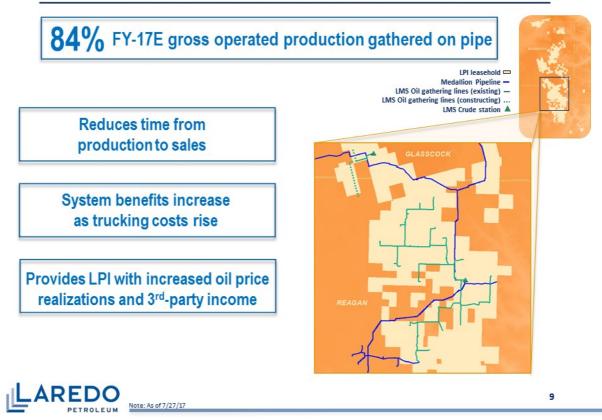


Centralized Natural Gas Compressor

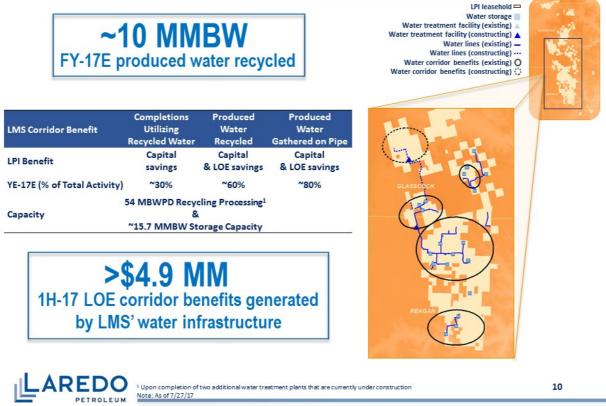
LAREDO

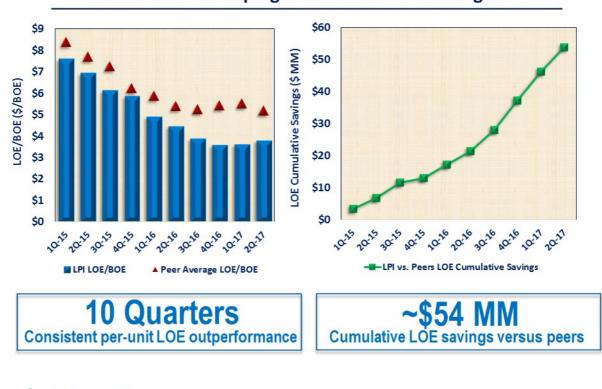
Note: Benefits as of 7/27/17. Totals may not foot due to rounding Benefits defined as capital savings, LOE savings, price uplift and LMS net operating income





## Significant Benefits through Water Infrastructure Investments





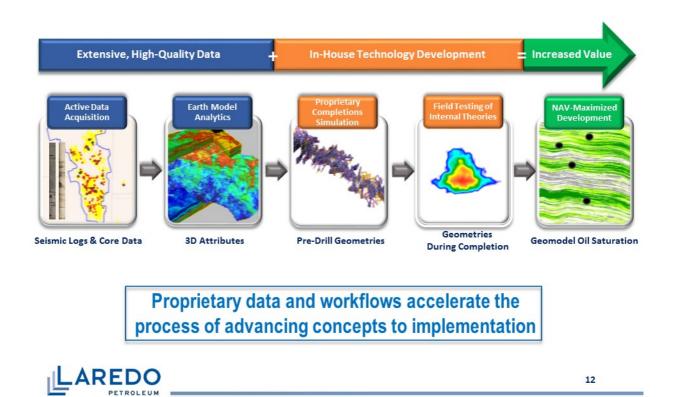
Note: Peers include CPE, CXO, EGN, FANG, PE, PXD & RSPP Cumulative LOE S savings utilizes the peer average LOE/BOE multiplied by LPI's actual productio

AREDO

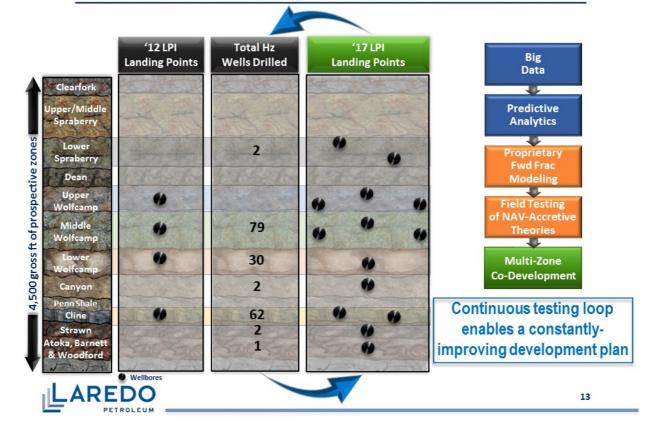
PETROLEUM

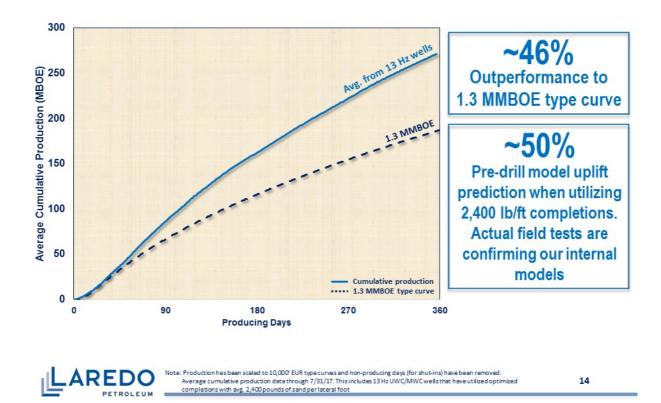
Infrastructure Helping to Deliver Peer-Leading LOE

## **Proprietary Modeling Accelerates Value Creation**



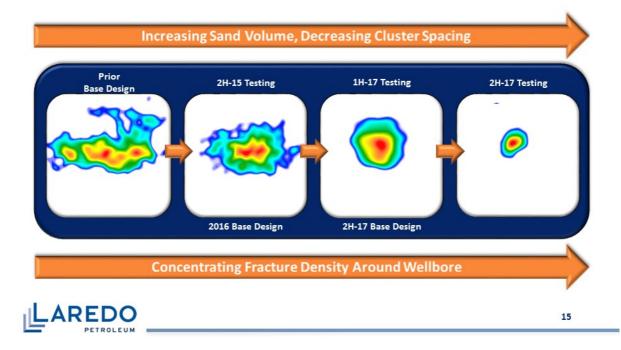
### Strategic Testing Leading to High-Quality, Multi-Zone Co-Development



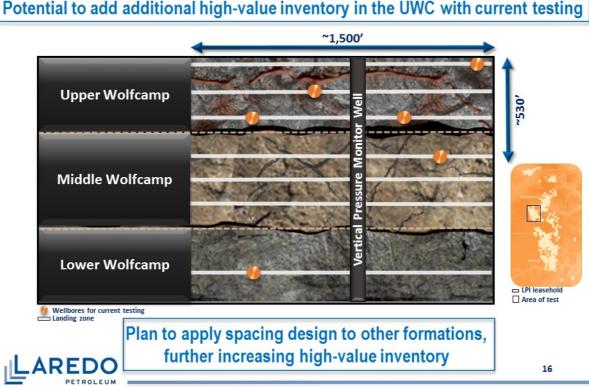


## Internal Models Accelerate Completions Design Evolution

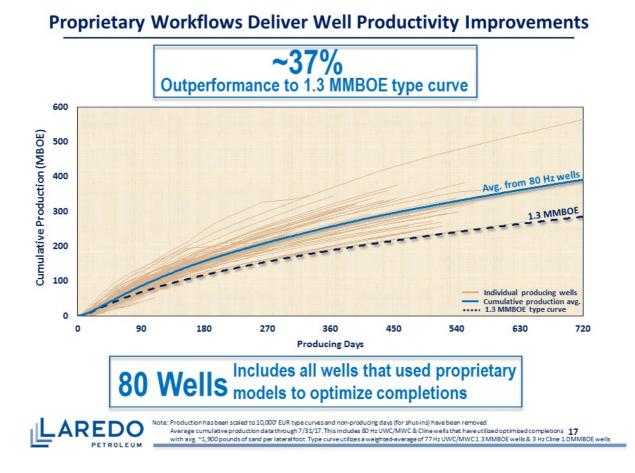
Proprietary workflows are shortening time from concept to field implementation, enabling continual optimization of completions designs



#### **Testing Co-Development of Landing Points**



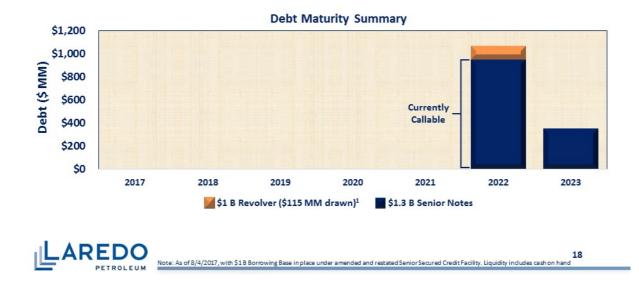
# Potential to add additional high-value inventory in the UWC with current testing

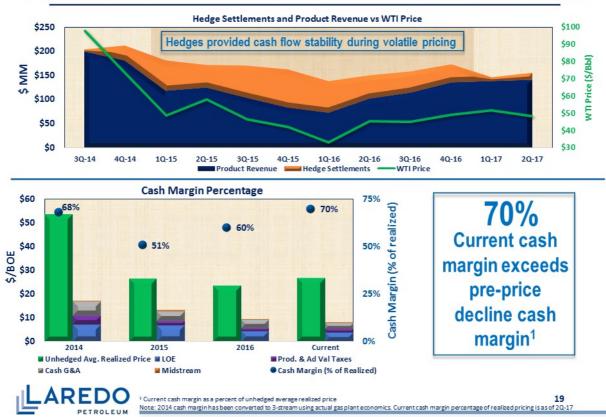


#### **Maintaining Financial Flexibility**

# No debt due until 2022 \$950 MM currently callable + \$350 MM callable in 2018

# \$1,000 MM Revolver \$900 MM Liquidity





#### **Disciplined Risk Management Philosophy Insures Long-Term Value**

# Oil, Natural Gas & Natural Gas Liquids Hedges

HedgeTotals	2H-17	FY-18	
Oil total floor volume (Bbl)	3,454,600	6,704,875	
Oil wtd-avg floor price (\$/Bbl)	\$55.82	\$46.34	
Nat gas total floor volume (MMBtu)	13,606,400	23,805,500	
Nat gas wtd-avg floor price (\$/MMBtu)	\$2.75	\$2.50	
NGL total floor volume (Bbl)	409,500		2H-17 ~65%
Oil <sup>1</sup>	2H-17	FY-18	
Puts			Production Bal-17 crude
Hedged volume (Bbl)	529,000	2,616,875	
Wtd-avg floor price (\$/Bbl)	\$60.00	\$54.01	percentage floored
Swaps			
Hedged volume (Bbl)	1,012,000		
Wtd-avg price (\$/Bbl)	\$51.54		
Collars			
Hedged volume (Bbl)	1,913,000	4,088,000	
Wtd-avg floor price (\$/Bbl)	\$56.92	\$41.43	
Wtd-avg ceiling price (\$/Bbl)	\$60.23	\$60.00	
Natural Gas <sup>2</sup>	2H-17	FY-18	
Puts			FY-18
Hedged volume (MMBtu)	4,020,000	8,220,000	CO0/
Wtd-avg floor price (\$/MMBtu)	\$2.50	\$2.50	~68%
Collars			Production
Hedged volume (MMBtu)	9,586,400	15,585,500	FY-18 crude
Wtd-avg floor price (\$/MMBtu)	\$2.86	\$2.50	
Wtd-avg ceiling price (\$/MMBtu)	\$3.54	\$3.35	percentage floored
Natural Gas Liquids <sup>3</sup>	2H-17	FY-18	percentage noored
Swaps - Ethane:			
Hedged volume (Bbl)	222,000		
Wtd-avg price (\$/Bbl)	\$11.24		
Swaps - Propane:			
Hedged volume (Bbl)	187,500		Hedged Oil Hedged Natural Gas Hedged NGLs
Wtd-avg price (\$/Bbl)	\$22.26		Unhedged Oil Unhedged Natural Gas Unhedged NGLs



Note: Data as of 6/30/2017 & percentages hedged utilize actual 2016 production plus the midpoint of 16% - 19% growth for FY-17 and flat FY-17 production for FY-18 <sup>1</sup> Oil derivatives are settled based on the month's average daily NYMEX index price for the first nearby month of the WTI Light Sweet Crude Oil futures contract <sup>2</sup> Natural gas derivatives are settled based on Inside ERRC index price for West Texas Waha for the calculation period <sup>3</sup> Natural gas liquids derivatives are settled based on the month's average daily OPIS index price for Mt. Belvieu Purity Ethane and TET Propane

#### 3Q-17 and 4Q-17 Guidance

	3Q-17	4Q-17
Production (MBOE/d)	60 - 62	61 - 64
Product % of total production:		
Crude oil	44% - 46%	45% - 47%
Natural gas liquids	26% - 27%	*
Natural gas	27% - 28%	*
Price Realizations (pre-hedge):		
Crude oil (% of WTI)	~ <b>94</b> %	*
Natural gas liquids (% of WTI)	~31%	*
Natural gas (% of Henry Hub)	~69%	*
Operating Costs & Expenses:		
Lease operating expenses (\$/BOE)	\$3.60 - \$4.00	*
Midstream expenses (\$/BOE)	\$0.20 - \$0.30	*
Production and ad valorem taxes (% of oil, NGL and natural gas revenue)	6.25%	*
General and administrative expenses <sup>1</sup> :		
Cash (\$/BOE)	\$2.50 - \$3.00	*
Non-cash stock-based compensation (\$/BOE)	\$1.50 - \$1.75	*
Depletion, depreciation and amortization (\$/BOE)	\$7.00 - \$7.50	*

Revised from initial 30-17 guidance
<sup>1</sup> Net of amounts capitalized
<sup>1</sup> Will be provided in conjunction with 30-17 earnings release
Will be provided in conjunction with 30-17 earnings release
Not: Initial guidance for crude oil price realizations for the third quarter of 2017 has been updated to reflect a pricing election made in accordance
with the terms of a crude oil purchase agreement with Shell Trading (US) Company ("Shell"). This results in a reduction of per barrel
transportation costs, resulting in the increased crude oil price realization indicated in the guidance above. However, the pricing terms under the crude
oil purchase agreement are the subject of litigation filed against the Company by Shell. The Company being with substantive defenses and intends
to vigorously defend its position. However, in the event of an adverse ruling in the litigation, such costs may be required to be paid to by the Company
uarter ended June 30, 2017 for more information regarding the litigation.



# APPENDIX

#### **2017 Capital and Operating Expectations**

FY-17E Drilling & Completions 4 Hz rigs 60 - 65 Hz wells drill & complete ~10,000' lateral length average

- Multi-well package development expected to mitigate parent-child impact
- Co-development testing of multiple landing points in UWC/MWC formations to potentially expand high-value inventory

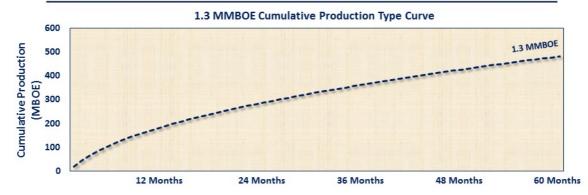


Drilling & completions
Facilities & other capitalized costs

Maintaining capital budget while increasing FY-17E YoY production growth range to 16% - 19%

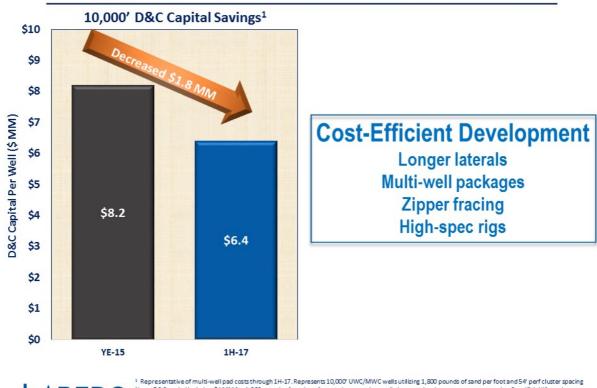
LAREDO PETROLEUM \*Does not include acquisitions or investments in Medallion-Midland Basin system Note: Capital budget is unchanged, although upward pressure in service costs, if sustained throughout the remainder of the year, could result in a 5% - 10% increase in the FY-17 capital budget 23

# UWC & MWC 1.3 MMBOE Cumulative Production Type Curve



Months	Cumulative Production (MBOE)	Cumulative % Oil
12	189	60%
24	288	56%
36	363	54%
48	426	52%
60	482	51%

Note: 10,000' lateral length with 1,800 pounds of sand per foot completions at 54' perf cluster spacing



#### **Drilling & Completions Efficiencies Drive Savings**

 <sup>1</sup> Representative of multi-well pad costs through 1H-17. Represents 10,000' UWC/MWC wells utilizing 1,800 pounds of sand per foot and 54' perf cluster spacing Note: D&C capital includes: \$1 MM for 1,800 pounds of sand per foot, pad preparation, well-site metering, heater treaters, separation & artificial lift equipment FY-17 capital budget is unchanged, although upward pressure in service costs, if sustained throughout the remainder of the year, could result **25** in a 5% - 10% increase in the FY-17 capital budget

### 2016 & 2017 YTD Actuals

	<u>1Q-16</u>	<u>2Q-16</u>	<u>3Q-16</u>	<u>4Q-16</u>	FY-16	10-17	<u>2Q-17</u>
3-Stream Sales Volumes MBOE BOE/d % oil							
	4,204	4,338	4,718	4,889	18,149	4,716	5,336
BOE/d	46,202	47,667	51,276	53,141	49,586	52,405	58,632
lio % sile	48%	46%	46%	46%	47%	45%	47%
3-Stream Realized Prices						1.	
E Oil (\$/Bbl)	\$27.51	\$39.37	\$39.10	\$43.98	\$37.73	\$46.91	\$42.00
NGL (\$/Bbl)	\$8.50	\$12.24	\$11.54	\$14.79	\$11.91	\$16.49	\$13.82
Gas (\$/Mcf)	\$1.31	\$1.31	\$2.07	\$2.13	\$1.73	\$2.31	\$2.09
3-Stream Realized Prices Oil (\$/Bbl) NGL (\$/Bbl) Gas (\$/Mcf) Avg. price (\$/BOE)	\$17.40	\$23.64	\$24.34	\$27.82	\$23.50	\$29.42	\$26.58
3-Stream Unit Cost Metrics (\$/BOE)				11-5		/	2000 C 1
Lease operating expenses	\$4.88	\$4.43	\$3.85	\$3.56	\$4.15	\$3.60	\$3.77
Midstream	\$0.14	\$0.27	\$0.22	\$0.26	\$0.22	\$0.19	\$0.17
Production & ad val taxes	\$1.53	\$1.84	\$1.50	\$1.45	\$1.58	\$1.86	\$1.59
Midstream Production & ad val taxes General & administrative <sup>1</sup> Cash						1,	
Cash	\$3.72	\$3.33	\$3.49	\$3.28	\$3.45	\$3.47	\$2.50
Non-cash stock-based compensation	\$0.91	\$1.40	\$2.05	\$1.98	\$1.61	\$1.96	\$1.63
DD&A	\$9.87	\$7.88	\$7.45	\$7.68	\$8.17	\$7.23	\$7.12



#### 2015 Actuals

	<u>1Q-15</u>	<u>2Q-15</u>	<u>3Q-15</u>	4Q-15	<u>FY-15</u>
3-Stream Sales Volumes MBOE BOE/d % oil					
MBOE	4,274	4,234	4,124	3,714	16,346
BOE/d	47,487	46,532	44,820	40,368	44,782
% oil	51%	46%	45%	45%	47%
3-Stream Realized Prices					
Oil (\$/Bbl)	\$41.73	\$50.77	\$42.88	\$36.97	\$43.27
NGL(\$/Bbl)	\$13.34	\$12.85	\$10.36	\$11.06	\$11.86
Gas (\$/Mcf)	\$2.14	\$1.82	\$2.01	\$1.76	\$1.93
3-Stream Realized Prices Oil (\$/Bbl) NGL (\$/Bbl) Gas (\$/Mcf) Avg. price (\$/BOE)	\$27.64	\$29.65	\$25.37	\$22.47	\$26.41
3-Stream Unit Cost Metrics (\$/BOE)					
Lease operating expenses	\$7.58	\$6.90	\$6.09	\$5.83	\$6.63
Midstream	\$0.37	\$0.38	\$0.26	\$0.43	\$0.36
Production & ad val taxes	\$2.13	\$2.24	\$1.91	\$1.73	\$2.01
Lease operating expenses Midstream Production & ad val taxes General & administrative <sup>1</sup> Cash Non-cash stock-based compensation					
⊔ Cash	\$3.99	\$4.00	\$3.89	\$4.27	\$4.03
Non-cash stock-based compensation	\$1.12	\$1.48	\$1.67	\$1.77	\$1.50
DD&A	\$16.83	\$17.03	\$16.19	\$18.01	\$16.99



		<u>1Q-14</u>	<u>2Q-14</u>	<u>3Q-14</u>	<u>4Q-14</u>	FY-14
	2-Stream Sales Volumes					
SI	MBOE	2,434	2,607	3,033	3,654	11,729
Ē	BOE/d	27,041	28,653	32,970	39,722	32,134
릥	% oil	58%	58%	59%	60%	59%
Sales Volumes	3-Stream Sales Volumes					
ě	MBOE	2,912	3,078	3,569	4,267	13,827
ŝ	BOE/d	32,358	33,829	38,798	46,379	37,882
	% oil	49%	49%	50%	51%	50%
	2-Stream Realized Prices					
2	Oil (\$/Bbl)	\$91.78	\$94.47	\$87.65	\$65.05	\$82.83
0	Gas (\$/Mcf)	\$7.04	\$6.08	\$5.80	\$4.46	\$5.72
2	Avg. Price (\$/BOE)	\$71.17	\$70.13	\$65.77	\$49.70	\$62.86
e	3-Stream Realized Prices					
<b>Realized Pricing</b>	Oil (\$/Bbl)	\$91.78	\$94.47	\$87.65	\$65.05	\$82.83
š	NGL (\$/Bbl)	\$32.88	\$28.79	\$29.21	\$19.65	\$27.00
	Gas (\$/Mcf)	\$4.00	\$3.73	\$3.25	\$3.00	\$3.45
	Avg. Price (\$/BOE)	\$59.48	\$59.40	\$55.89	\$42.57	\$53.32
	2-Stream Unit Cost Metrics (\$/BOE)					
	Lease operating expenses	\$8.95	\$7.74	\$8.30	\$8.04	\$8.23
	Midstream	\$0.35	\$0.59	\$0.40	\$0.50	\$0.46
501	Production & ad val taxes	\$5.12	\$5.05	\$4.14	\$3.33	\$4.29
Unit Cost Metrics	General & administrative <sup>1</sup>					
t	Cash	\$9.58	\$8.88	\$6.89	\$4.27	\$7.07
Σ	Non-cash stock-based compensation	\$1.78	\$2.45	\$2.04	\$1.69	\$1.97
s	DD&A	\$20.38	\$20.35	\$21.08	\$21.85	\$21.01
Ŭ	3-Stream Unit Cost Metrics (\$/BOE)	· · · · · · · · · · · · · · · · · · ·				
Ē	Lease operating expenses	\$7.48	\$6.55	\$7.05	\$6.88	\$6.98
	Midstream	\$0.29	\$0.50	\$0.34	\$0.43	\$0.39
	Production & ad val taxes	\$4.28	\$4.27	\$3.52	\$2.85	\$3.64
	General & Administrative <sup>1</sup>					
	Cash	\$8.01	\$7.52	\$5.85	\$3.66	\$6.00
	Non-cash stock-based compensation	\$1.49	\$2.08	\$1.74	\$1.44	\$1.67
	DD&A	\$17.03	\$17.23	\$17.91	\$18.72	\$17.83
	ADEDO					
	AREDO <sup>3</sup> Net of amounts capit		d on actual gas plant econo			2

# 2014 Actuals: Two-Stream to Three-Stream Conversions