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 2, 2020

LAREDO PETROLEUM, INC.

(Commission File Number)

(Exact name of registrant as specified in charter) 001-35380

Delaware (State or other jurisdiction of incorporation or organization)

15 W. Sixth Street

Tulsa

Suite 900 Oklahoma

74119

П

45-3007926

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

(Address of principal executive offices)

3)

(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)

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

D 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.

Item 7.01. Regulation FD Disclosure.

On September 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 hereto as Exhibit 99.1 and incorporated into this Item 7.01 by reference.

All statements in 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 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 filing 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 exhibit 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 exhibit be deemed incorporated by reference in to any filing under the Securities Act or the Exchange Act.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit Number	Description
<u>99.1</u>	Investor Presentation dated September 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: September 2, 2020

By: /s/ Bryan J. Lemmerman

Bryan J. Lemmerman Senior Vice President and Chief Financial Officer



Forward-Looking / Cautionary Statements

This presentation, including any oral statements made regarding the contents of this presentation, contains forward-looking statements as defined under Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of historical facts, that address activities that Laredo Petroleum, Inc. (together

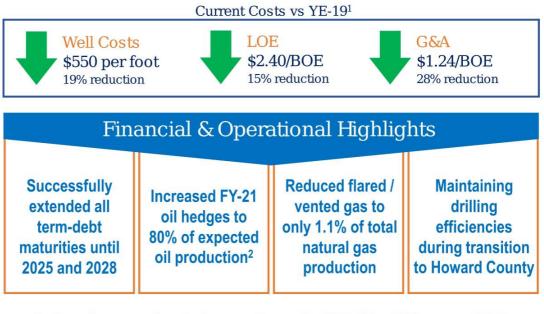
amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of historical facts, that address activities that Laredo Petroleum, Inc. (together with its subsidiaries, the "Company", "Laredo" or "LP") assumes, plans, expects, believes, intends, projects, 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 coronavius ("COVID-19") pandemic, and any related government policies and actions; charges 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; charges in domestic and global production, supply and demand for commodities, including as a result of the COVID-19 pandemic and actions that methody of production curtailment, hedging activities, possible impacts of litigation and regulations, if any, with its securities from time to time, and other risk described in its Annual Report on Form 10-4 for the quarter ended March 31, 2020, its Quartedy Report on Form 10-Q for the quarter ended March 31, 2020, its Quartedy Report on Form 10-Q for the quarter ended March 31, 2020, its Quartedy Report on Form 10-Q for the quarter ended March 31, 2020, its Quartedy Report on Form 10-Q for the quarter ended March 31, 2020, its Quartedy Report on Form 10-Q for the qua Set forth from time to time in other filings with the Securities and Exchange Commission ('SEC'). These documents are available through Laredo's website at www.laredopetro.com under the tab "Investor Relations" or through the SEC's Electronic Data Gathering and Analysis Retrieval System at www.sec.gov. Any of these factors could cause Laredo's actual results and plans to differ materially from those in the forward-looking statements. Therefore, Laredo can give no assurance that its future results will be a estimated. Any forward-looking statement speaks only as of the date on which such statement is made. Laredo does not intend to, and disclaims any obligation to, correct, update or revise any forward-looking

Any invalide output statement speaks only as on the date on which statements is made to include to interface on the date on the value of the value on the value of the value o quantities that may be potentially discovered through exploratory drilling or recovered with additional drilling or recovery techniques. These terms receive potentially supporting numerous drilling locations. A "resource play" is a term used by the Company to describe an accumulation of hydrocarbons hown 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 the operations of producers how no to exist over a large areal expanse and/or thick vertical section potentially supporting numerous drilling locations, which, when we 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's constraints reserves within the meaning of the company's interests may differ substantially from those presented herein. Factors affecting utimate recovery include the scope of the Company's ongoing drilling program, which will be directly afficted by the availability of capital, decreases in oil, natural gas liquids and natural gas prices, well spacing, drilling and production costs, availability and cost of drilling services and equipment, drilling restricts, terps and expectations for future periods are dependent upon many assumptions, including estimates of production drolling estimates of production drolling activity, which may be affected by significant commodity price declines or drilling cost increases. "Type curve" refers to a production profile of a well, or a particular category of wells, for a specific play and/or area. In addition, the Company's production forecasts and expectations for future periods are dependent upon many assumptions, including estimates of production dralling activity, which may be affected by significant commodity price d

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 that are not in accordance with generally accepted accounting principles ("GAAP"), including Adjusted EBITDA, Cash Flow and Free Cash Flow. While management believes that such measures are useful for investors, they should not be used as a replacement for financial measures that are in accordance with GAAP. For a reconciliation of Adjusted EBITDA, Cash Flow and Free Cash Flow to the nearest comparable measure in accordance with GAAP, please see the Appendix. Unless otherwise specified, references to "average sales price" refer to average sales price excluding the effects of our derivative transactions. All amounts, dollars and percentages presented in this presentation are rounded and therefore approximate.



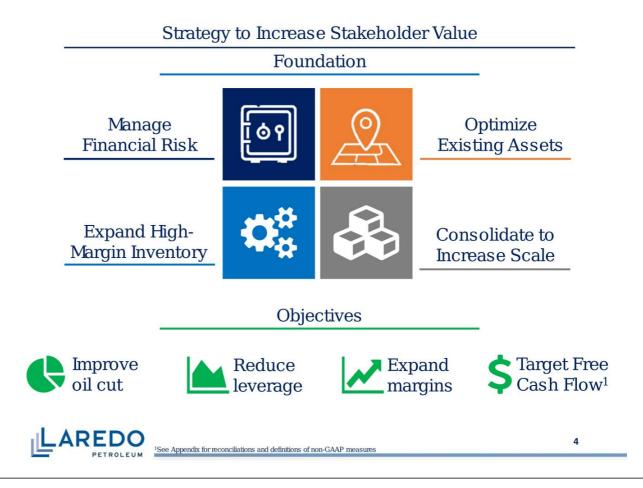
Successfully Operating in a Turbulent Macro Environment



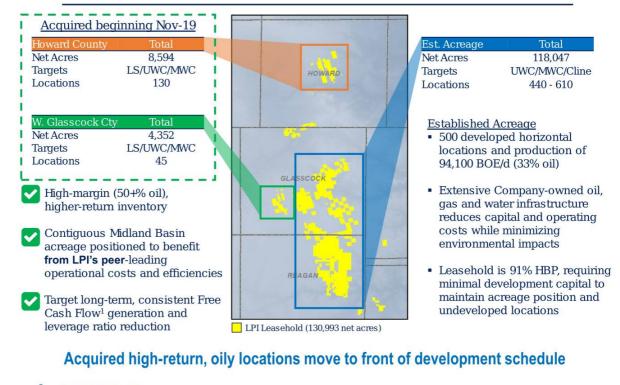
Reduced expected capital expenditures for FY-20³ by 28% versus FY-19



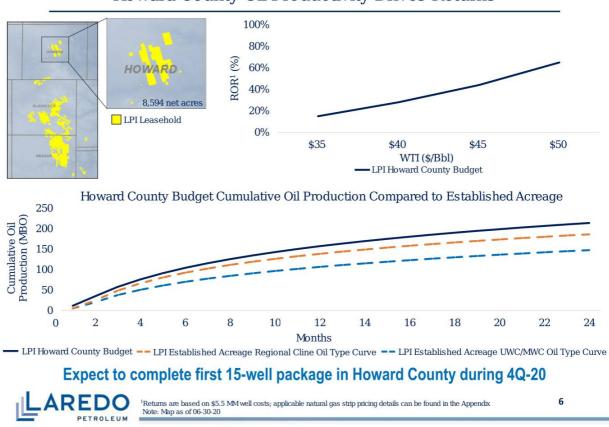
¹ Current data as of 2Q-20, YE data as of 4Q-19
 ² Based on hedges executed through 9-1-20 and midpoint of current plan
 ³ Based on midpoint of guidance, excludes non-budgeted acquisitions



Acquisitions Added Oily, High-Margin Inventory

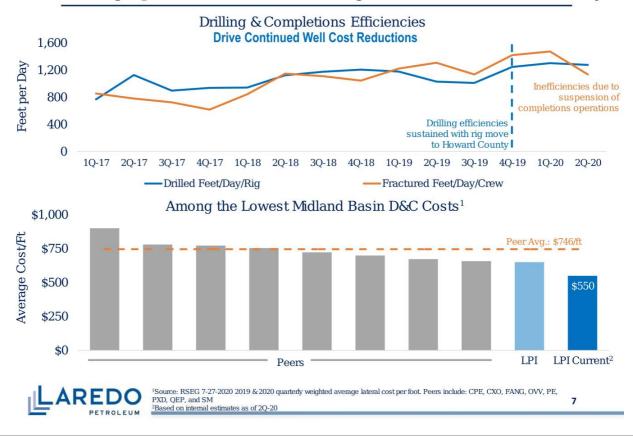


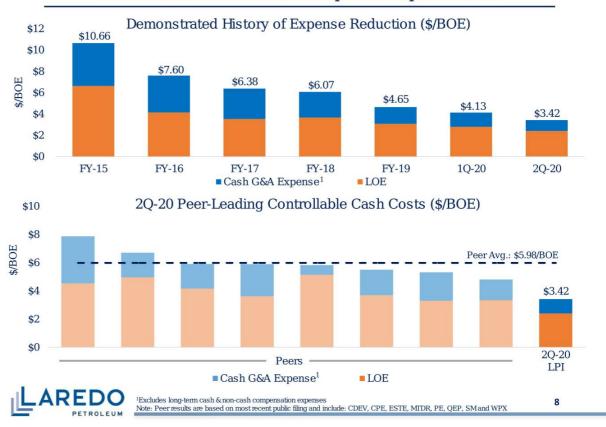
AREDO PETROLEUM ¹See Appendix for reconciliations and definitions of non-GAAP measures Map, acreage and locations as of 06-30-20



Howard County Oil Productivity Drives Returns

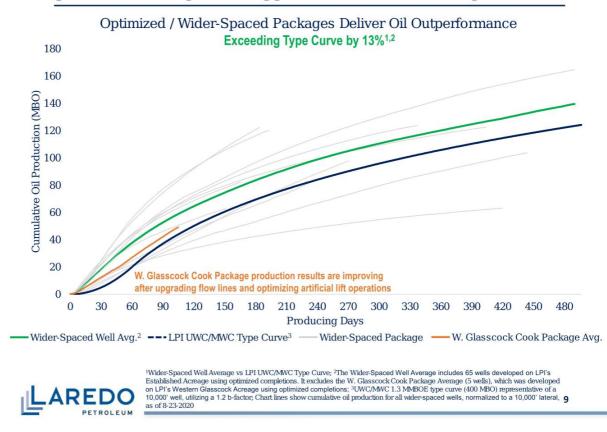


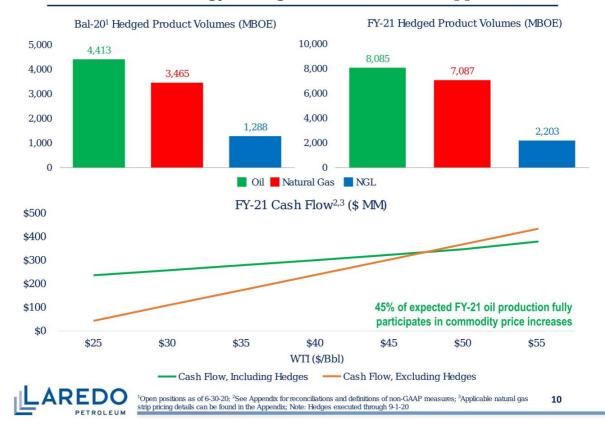




Cost-Control Focus Drives Expense Improvements

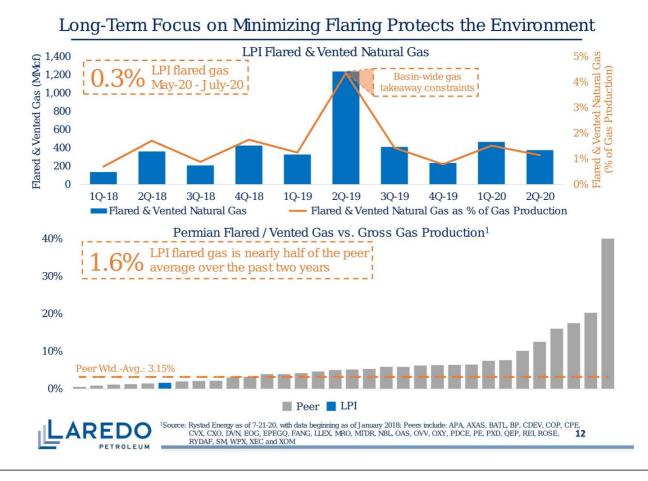
Optimized Development Supports Consistent Oil Outperformance



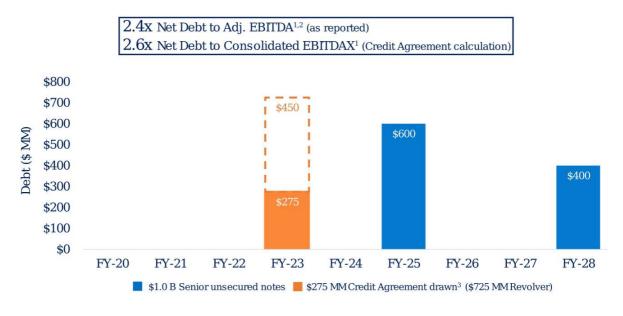


Active Derivatives Strategy Manages Price Risk and Supports Cash Flow





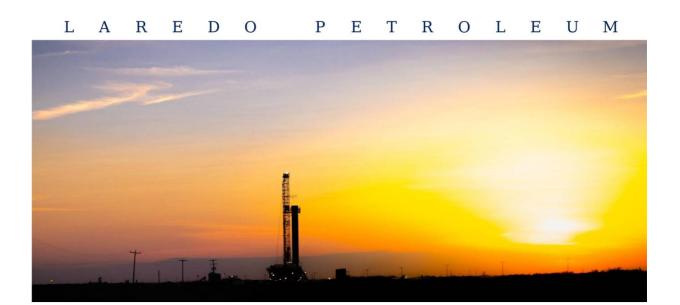
Actively Managing our Balance Sheet and Debt Ratios



Expect to reduce net borrowings with Free Cash Flow¹ in 2H-20

LAREDO

¹See Appendix for reconciliations and definitions of non-GAAP measures ²Includes TTM Adjusted EBITDA and net debt as of 6-30-20 ³Amount drawn as of 6-30-20



APPENDIX

Increased Activity Accelerates Development of Howard County DUCs

	1Q-20A	2Q-20A	3Q-20E	4Q-20E	FY-20E
Drilling Rigs	4.0	2.4	1.0	1.0	2.1
Spuds	25	17	7	6	55
			Accelerate	ed Activity	1
Completion Crews	1.7	0.3	0.3	1.0	0.8
Completions	28	5	0	15	48
					•
Total Capital (\$MM)	\$155	\$78	\$105·	- \$115	\$340 - \$350
Avg. Working Interest					98%
Avg. Lateral Length					9,000

Cash Flow¹ from additional activity is secured with additional 2021 hedges

See Appendix for reconciliations and definitions of non-GAAP measure

Guidance

roduction:	3Q-20	4Q-20	FY-20
Total production (MBOE/d)	83.5 - 85.5	78.0 - 80.0	85.5 - 86.
Oil production (MBO/d)	24.2 - 25.2	20.5 - 21.5	26.2 - 26.
verage sales price realizations:	3Q-20		
Oil (% of WTI)	96%		
NGL (% of WTI)	21%		
Natural gas (% of Henry Hub)	54%		
ther (\$ MM):	3Q-20		
Net income / (expense) of purchased oil	(\$4.5)		
Net midstream income / (expense)	\$1.2		
perating costs & expenses (\$/BOE):	3Q-20		
Lease operating expenses	\$2.75		
Production and ad valorem taxes (% of oil, NGL and natural gas revenues)	7.25%		
Transportation and marketing expenses	\$1.40		
General and administrative expenses (excluding LTIP)	\$1.40		
General and administrative expenses (LTIP cash & non-cash)	\$0.45		
Depletion, depreciation and amortization	\$6.50		



Oil:

WTI NYMEX	Brent ICE
(\$/Bbl)	(\$/Bbl)
\$40.77	\$43.24
\$41.42	\$44.15
\$41.79	\$44.53
\$41.32	\$43.96
	(\$/Bbl) \$40.77 \$41.42 \$41.79

Natural Gas Liquids:

	C2	C3	IC4	NC4	C5+	Composite
	(\$/Bbl)	(\$/Bbl)	(\$/Bbl)	(\$/Bbl)	(\$/Bbl)	(\$/Bbl)
J ul-20	\$9.07	\$20.76	\$24.56	\$22.21	\$28.69	\$17.13
Aug-20	\$9.03	\$22.05	\$29.40	\$22.31	\$33.92	\$18.27
Sep-20	\$9.16	\$21.45	\$30.08	\$22.37	\$34.18	\$18.18
3Q-20 Average	\$9.09	\$21.42	\$27.99	\$22.29	\$32.24	\$17.86

Natural Gas:

	HH	Waha
	(\$/MMBtu)	(\$/MMBtu)
J ul-20	\$1.50	\$1.33
Aug-20	\$1.85	\$1.30
Sep-20	\$2.10	\$1.55
3Q-20 Average	\$1.81	\$1.39



Note: Pricing assumptions as of 8-3-20

Strip Pricing

	WTI (\$/Bbl)	Brent (\$/Bbl)	HH (\$/MMBtu)
Bal-20	\$41.45	\$44.60	\$2.45
FY-21	\$43.40	\$46.90	\$2.75
FY-22	\$44.80	\$48.85	\$2.55



Oil, Natural Gas & Natural Gas Liquids Hedges

Hedge	Product Sur	nmary		Bal-20	FY-21	FY-22	2	
Oil total	l volume (Bb	ol)		4,413,220	8,084,750	3,759,5	500	
Oil wtd-	avg price (\$	/Bbl) - WTI		\$59.40				
	avg price (\$		t	\$63.07	\$50.80	\$47.0	5	
	total volum			20,787,000	42,522,500	1		
5	wtd-avg pri		1) - HH	\$2.66	\$2.59			
	al volume (E		() 111	1,288,000	2,202,775			
INGL WI		DD1)		1,200,000	2,202,773			
Oil	Bal-20	FY-21	FY-22	Natural Gas L	iquids Swaps	Bal-20	FY-21	FY-22
WTI Swaps				Ethane				
Volume (Bbl)	3,217,220			Volume (Bbl)	184,000	912,500	
Wtd-avg price (\$/Bbl)	\$59.40			Wtd-avg pric	e (\$/Bbl)	\$13.60	\$12.01	
Brent Swaps				Propane				
Volume (Bbl)	1,196,000	5,037,000	3,759,500	Volume (Bbl		625,600	730,000	
Wtd-avg price (\$/Bbl)	\$63.07	\$49.43	\$47.05	Wtd-avg pric		\$26.58	\$25.52	
Brent Puts				Normal Butane		a sea ana a		
Volume (Bbl)		2,463,750		Volume (Bbl		220,800	255,500	
Wtd-avg floor price (\$/Bbl)		\$55.00		Wtd-avg pric	e (\$/Bbl)	\$28.69	\$27.72	
Brent Collars				Isobutane				
Volume (Bbl)		584,000		Volume (Bbl		55,200	67,525	
Wtd-avg floor price (\$/Bbl)		\$45.00		Wtd-avg pric		\$29.99	\$28.79	
Wtd-avg ceiling price		\$59.50		Natural Gasoli				
Oil Basis Swaps	Bal-20	FY-21	FY-22	Volume (Bbl		202,400	237,250	
Brent/WTI				Wtd-avg pric	e (\$/Bbl)	\$45.15	\$44.31	
Volume (Bbl)	1,803,200			D 1 0		D 100	FT 04	TTI OG
Wtd-avg price (\$/Bbl)	\$5.09			Basis Swaps		Bal-20	FY-21	FY-22
51 (1)				Waha/HH				
Natural Gas Swaps	Bal-20	FY-21	FY-22	Volume (MM	Btu)	21,160,000	41,610,000	7,300,000
HH	-			Wtd-avg pric	e (\$/MMBtu)	(\$0.82)	(\$0.55)	(\$0.53)
Volume (MMBtu)	20,787,000 ¹	42,522,500						
Wtd-avg price (\$/MMBtu)	\$2.66	\$2.59						



Includes 65,000 MMBtu/d in J ul-20, Aug-20 & Dec-20 and 162,000 MMBtu/d in Sep-20 - Nov-20 Note: Open positions as of 6-30-20, hedges executed through 9-1-20 Natural gas liquids consist of Mt. Belvieu punty ethane and Mt. Belvieu non-TET propane, normal butane, isobutane, and natural gasoline

Supplemental Non-GAAP Financial Measures

Adjusted EBITDA

Adjusted EBITDA is a non-GAAP financial measure that we define as net income or loss plus adjustments for share-settled equity-based compensation, depletion, depreciation and amortization, impairment expense, mark-to-market on derivatives, premiums paid for commodity derivatives that matured during the period, accretion expense, gains or losses on disposal of assets, interest expense, income taxes and other non-recurring income and expenses. Adjusted EBITDA provides no information regarding a company's capital structure, horrowings, interest costs, capital expenditures, working capital movement or tax position. Adjusted EBITDA does not represent funds available for future discretionary use because it excludes funds 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 because that measure is widely used by 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 cluding the inability to analyze the effect of certain recurring and non-recurring items that materially affect our net income or loss and the lack of comparability of results of operations to different companies due to the different methods of calculating Adjusted EBITDA are ported by different companies. Our measurements of Adjusted EBITDA for financial reporting as compared to compliance under our debt agreements different.

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

		Three months ended,		
(in thousands, unaudited)	9/30/19	12/31/19	3/31/201	6/30/20
Net income (loss)	(\$264,629)	(\$241,721)	\$74,646	(\$545,455)
Plus:				
Share-settled equity-based compensation, net	(1,739)	3,046	2,376	1,694
Depletion, depreciation and amortization	69,099	67,846	61,302	66,574
Impairment expense	397,890	222,999	186,699	406,448
Organizational restructuring expense	5,965			4,200
Mark-to-market on derivatives:				
(Gain) loss on derivatives, net	(96,684)	57,562	(297,836)	90,537
Settlements received (paid) for matured derivatives, net	25,245	14,394	47,723	86,872
Settlements paid for early terminations of derivatives, net		—		—
Premiums paid for derivatives	(1,415)	(1,399)	(477)	
Accretion expense	1,005	1,041	1,106	1,117
(Gain) loss on disposal of assets, net	(1,294)	(67)	602	(152)
Interest expense	15,191	15,044	24,970	27,072
Loss on extinguishment of debt			13,320	_
Write-off of debt issuance costs	-	935	_	1,103
Income tax (benefit) expense	(2,467)	(1,776)	2,417	(7,173)
Adjusted EBITDA	\$146,167	\$137,904	\$116,848	\$132,837

¹Reflects revised and restated figures in 1Q-20 10-Q/A

Consolidated EBITDAX (Credit Agreement Calculation)

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<u>Consolidated EBIIDAX (Credit Agreement Calculation)</u> <u>"Consolidated EBIIDAX</u>" means, for any Person for any period, the Consolidated Net Income of such Person for such period, plus each of the following, to the extent deducted in determining Consolidated Net Income without duplication, determined for such Person and its Consolidated Subsidiaries on a consolidated basis for such period: any provision for (or less any benefit from) income or franchise Taxes; interest expense (as determined under GAAP as in effect as of December 31, 2016), depreciation, depletion and amortization expense; exploration expenses; and other non-cash charges to the extent not already included in the foregoing clauses (ii), (iii) or (iv), plus the aggregate Specified EBIITDAX Adjustments during such period; provided that the aggregate Specified EBIITDAX Adjustments shall not exceed fifteen percent (15%) of the Consolidated EBIITDAX for such period prior to giving effect to any Specified EBIITDAX Adjustments shall not exceed fifteen percent (15%) of the Consolidated EBIITDAX for such period prior to giving effect to any Specified EBIITDAX for such period, and minus all non-cash income to the extent included in determining Consolidated Net Income. For the purposes of calculating Consolidated EBIITDAX for any Rolling Period in connection with any determination of the financial ratio contained in <u>Section 10.1(b)</u>, if during such Rolling Period, Borrower or any Consolidated Restricted Subsidiary shall have made a Material Disposition or Material Acquisition, as applicable, occurred on the first day of such Rolling Period. For additional information, places even the Company's Effth Amended and Restated Crudit Arguments as amended dated Mey 2, 2017 as filed with Securities and

For additional information, please see the Company's Fifth Amended and Restated Credit Agreement, as amended, dated May 2, 2017 as filed with Securities and Exchange Commission

The following table presents a reconciliation of net income (loss) (GAAP) to Consolidated EBITDAX (Credit Agreement Calculation; non-GAAP):

		Three mon	ths ended,	
(in thousands, unaudited)	9/30/2019	12/31/2019	3/31/20201	6/30/2020
Net income (loss)	(\$264,629)	(\$241,721)	\$74,646	(\$545,455
Organizational restructuring expenses	5,965	-	-	4,200
Loss on early redemption of debt	-	-	13,320	-
(Gain) loss on disposal of assets, net	(1,294)	(67)	602	(152)
Consolidated Net Income (Loss)	(259,958)	(241,788)	88,568	(541,407)
Mark-to-market on derivatives:				
(Gain) loss on derivatives, net	(96,684)	57,562	(297,836)	90,537
Settlements received (paid) for matured commodity derivatives, net	25,245	14,394	47,723	86,872
Settlements received (paid) for early terminations of commodity derivatives, net	-	1.71	-	-
Mark-to-market (gain) loss on derivatives, net	(71,439)	71,956	(250,113)	177,409
Premiums paid for commodity derivatives	(1,415)	(1,399)	(477)	(50,593)
Non-Cash Charges/Income:				
Deferred income tax expense (benefit)	(2,467)	(1,776)	2,417	(7,173)
Depletion, depreciation and amortization	69,099	67,846	61,302	66,574
Share-settled equity-based compensation, net	(1,739)	3,046	2,376	1,694
Accretion expense	1,005	1,041	1,106	1,117
Impairment expense	397,890	222,999	186,699	406,448
Write-off of debt issuance costs	-	935	-	1,103
Interest Expense	15,191	15,044	24,970	27,072
Consolidated EBITDAX after EBITDAX Adjustments (limited to 15%)	\$146,167	\$137,904	\$116,848	\$82,244
-AREDO ¹ Reflects revised and restated figures in 1Q-20 10-Q/A				21
PETROLEUM				

Supplemental Non-GAAP Financial Measures

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 Appendix slides for a definition of Adjusted EBITDA and for a reconciliation of Net Income to Adjusted EBITDA.

Net debt to TTM Consolidated EBITDAX (Credit Agreement Calculation)

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

Net Debt to Consolidated EBITDAX is used by the banks in our Senior Secured Credit Agreement as a measure of indebtedness and as a calculation to measure compliance with the Company's leverage covenant.

See Appendix slides for a definition of Consolidated EBITDAX and for a reconciliation of Net Income to Consolidated EBITDAX.

Liquidity

Calculated as the Company's outstanding borrowings on its Senior Secured Credit Agreement, less outstanding letters of credit, plus cash and cash equivalents.

Cash Flow

Cash flow, a non-GAAP financial measure, represents cash flows from operating activities before changes in operating assets and liabilities, net.

Free Cash Flow

Free Cash Flow, a non-GAAP financial measure, represents net cash provided by operating activities before changes in operating assets and liabilities, net, less costs incurred, excluding non-budgeted acquisition costs. It does not represent funds available for future discretionary use because it excludes funds required for future debt service, capital expenditures, acquisitions, working capital, income taxes, franchise taxes and other commitments and obligations. Management believes Free Cash Flow is useful to management and investors in evaluating operating trends in our business that are affected by 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 the different methods of calculating Free Cash Flow reported by different companies.

