# 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): March 27, 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

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)

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

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01. Regulation FD Disclosure.

On March 27, 2017, Laredo Petroleum, Inc. (the "Company") posted to its website a Corporate Presentation (the "Presentation") utilized in connection with the Scotia Howard Weil 45th Annual Energy Conference on March 27, 2017 in New Orleans, Louisiana. The Presentation is available on the Company's website, www.laredopetro.com, and is attached to this Current Report on Form 8-K as Exhibit 99.1 and incorporated into this Item 7.01 by reference.

All statements in this Item 7.01, the Presentation and any oral statements made during the conference, other than historical financial information, may be deemed to be forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Although the Company believes the expectations expressed in such forward-looking statements are based on reasonable assumptions, such statements are not guarantees of future performance, and actual results or developments may differ materially from those in the forward-looking statements. See the Company's Annual Report on Form 10-K for the year ended December 31, 2016 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 exhibit attached hereto are deemed to be "furnished" and shall not be deemed "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall such information and exhibit be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended.

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

(d) Exhibits.

Exhibit Number Description

99.1 Presentation dated March 27, 2017.

#### **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: March 27, 2017 By: /s/ Kenneth E. Dornblaser

Kenneth E. Dornblaser

Senior Vice President and General Counsel

EXHIBIT INDEX

Exhibit Number Description

99.1 Presentation dated March 27, 2017.



#### Forward-Looking / Cautionary Statements

This presentation, including any oral statements made regarding the contents of this presentation, contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of historical fact, included in this presentation that address activities, events or developments that Laredo Petroleum, inc. (together with its subsidiaries, the "company", "Laredo" or "LPI") assumes, plans, expects, believes or anticipates will or may occur in the future are forward-looking statements. The words "believe," "expect," "any," "estimates," "will," "anticipate," "plan," "project," "intend," "indicator," "foresee," "forecast," "guidance," "should," "would," "could," "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, statements be generally to the foregoing, forward-looking statements contained in his presentation specifically include the expectations of plans, strategies, objectives and anticipated financial and operating results of the Company, including the Company based on management's expectations and perception of historical trends, current conditions, anticipated 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 expresses by the forward-looking statements are assumptions and resulting capital restraints, prices and demand for oil and natural gas and the related impact to financial statements as a result of asset impairments and revisions to reserve estimates, valiability and cost of drilling equipment

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 not confirmed," "notroutal productivity not confirmed," or there 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 recovered with additional drilling or recovery extendings." 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" 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, which, when compared to a conventional play, typically has a lower geological and/or commercial development risk. The Company does not choose to include unproved reserve estimates in its filings with the SEC. "Estimated ultimate recovery," or "EUR," refers to the Company's internal estimates of per-well hydrocarbon quantities that may be potentially recovered from a hypothetical and/or actual well compiging drilling program, which will be directly affected by the availability and cost of drilling services and equipment, lease expirations, transportation constraints, regulatory approvals and other factors, as

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



#### **Exceptional Performance in 2016**

- Grew production 11% and funded drilling program with operating cash flow
- Increased proved developed reserves organically by ~40% at a PD F&D cost of \$5.12 per BOE
- Reduced LOE 37% during 2016 with 4Q-16 unit LOE decreasing to \$3.56 per BOE
- Decreased leverage from 3.3x net debt/TTM Adj. EBITDA in 1Q-16 to 2.9x at YE-2016

Profitable growth in production and reserves



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#### **Prior Investments Creating Value**

- Multi-zone, contiguous acreage position enabling capital efficiencies
  - Pushing lateral lengths to ~15,000'
- Multivariate Earth Model drives above type curve production
  - >50 well sample with optimized completions averaging ~36% higher than type curve
- Production corridors lower operating costs
  - · Benefits increase in a rising cost environment
- Medallion-Midland Basin system growing transported volumes
  - <u>Doubled</u> delivered volumes in 2016, expected to grow >75% exit-to-exit in 2017

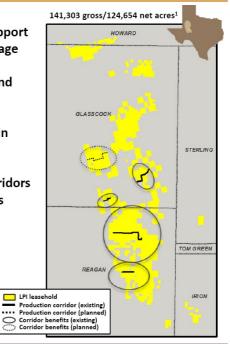
Prior strategic investments and continuous performance improvements yield repeatable benefits



## **Capitalizing on Contiguous Acreage Position**

- The company has identified >2,000 locations that support lateral lengths of 10,000+ feet on its contiguous acreage
- Proven development of multiple targeted horizons and landing points
- The expected average lateral length for wells drilled in 2017 will be ~10,000 feet
- Centralized infrastructure in multiple production corridors enables increased capital and operational efficiencies

~85% of acreage HBP, enabling a concentrated development plan along production corridors





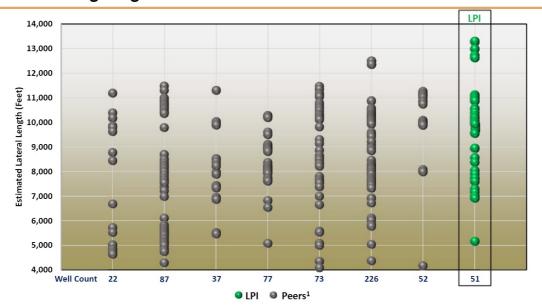
# **Multiple Targeted Horizons**

Primary targets Secondary targets	Hz Wells Drilled	Thickness	OOIP <sup>1</sup>	Identified Landing Points
Clearfork Upper/Middle Spraberry				
Lower Spraberry	2	~415'	90	2 - 3
Dean	474.1	A FAN FOR	4744	47.6 Fm
Upper Wolfcamp	127	~405′	72	2 - 3
Middle Wolfcamp	61	~620′	69	2-3
Lower Wolfcamp	30	~520′	69	1
Canyon	2	~470′	40	1
Penn Shale Cline	57	~330′	47	2
Strawn	the state of	The second	Market State of	W WAR
Atoka, Barnett, Woodford	10 1 TO	~375′	41	4201 1 TOTAL



Representative of the estimated mean original oil in place (OOIP) per section, measured in stock tank million barrels of oil equivalent lote: As of 12/31/16

# Peer-Leading Long-Lateral Execution

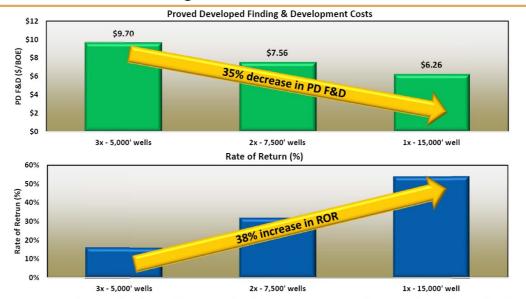


# Contiguous acreage position enables drilling of longer laterals

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<sup>1</sup> Peers: Callon, Diamondback, Encana, Energen, Parsley, Pioneer & RSP Permian Note: Data is from IHS Enerdeq for the period of 01/01/2016 – 12/31/2016 for Glasscock, Howard, Irion, Midland, Reagan and Martin & Upton counties, TX

## **Economic Benefits of Longer Laterals**

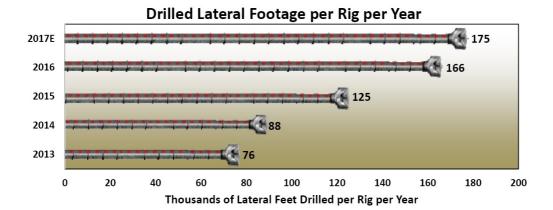


Longer laterals develop equivalent resources for reduced capital, yielding capital efficiency and rate of return improvements

8



Note: Utilizing 75% NRI and EUR of 1.3 MMBOE per 10,000' lateral Utilizing flat benchmark of WTI: \$56.10/Bbl & HH: \$3.00/Mcf and flat realized pricing of WTI: \$50.49/Bbl, HH: \$2.16/Mcf & NGLs: \$17.95/B

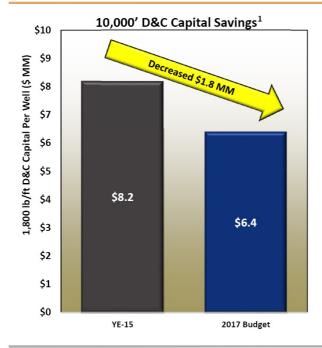


Significant drilling efficiency improvements realized without material increases in capex per rig, improving capital efficiency



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# **Drilling & Completions Efficiencies Drive Savings**



- Cost-efficient development:
  - Longer laterals
  - Multi-well packages
  - Zipper fracing
  - High-spec rigs

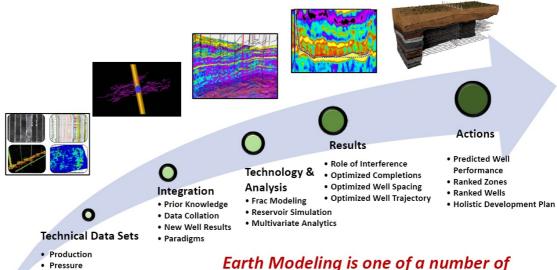
Efficiency gains mitigating recent increases in service costs



Propresentative of multi-well pad costs

Note: D&C capital includes: \$1 MM for 1,800 lb/ft sand, pad preparation, well-site metering, heater treaters, separation equipment & artificial lift equipment.

# Creating Value with the Multivariate Earth Model



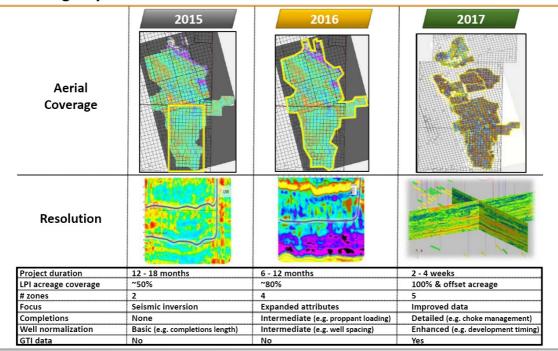
Earth Modeling is one of a number of technologies being applied at Laredo to enhance shareholder value



• Rock properties

• Stress

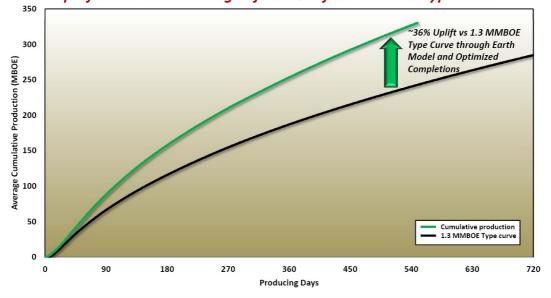
# **Evolving Beyond the Earth Model**





## **Earth Model and Optimized Completions Benefits**

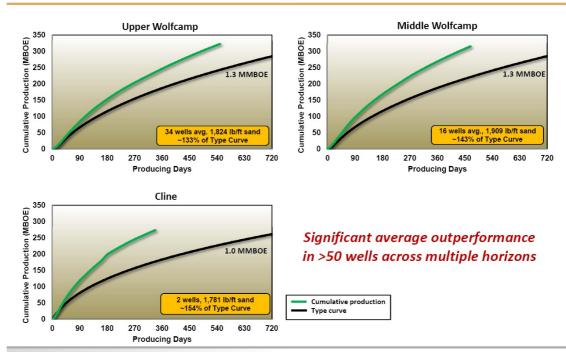
50 wells utilizing the Earth Model and optimized completions have performed at an average of ~136% of 1.3 MMBOE Type Curve¹



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<sup>1</sup> Average cumulative production data through 2/6/17. This includes 50 Hz UWC/MWC wells that have utilized both the Earth Model and optimized completions with ~1,850 lb/ft sand Note: Production has been scaled to 10,000' EUR type curves and non-producing days (for shut-ins) have been removed

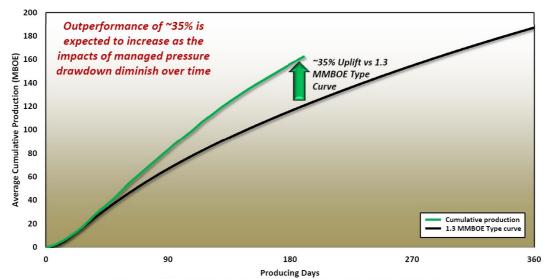
## **Multivariate Earth Model Enhancing Production**



LAREDO NOTE: AVETA

Note: Average cumulative production data through 2/6/17. Production has been scaled to 10,000' EUR type curves and non-producing days (for shut-ins) have been removed

# **Latest Optimizations Tests Significantly Exceeding Type Curve**

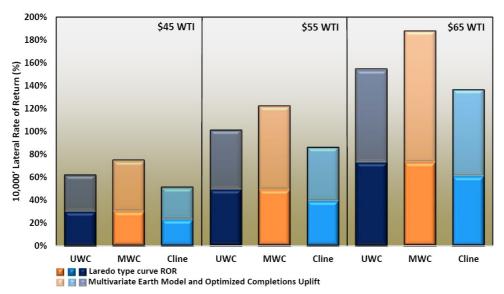


Nine wells utilizing the multivariate Earth Model and optimized completions with 2,400 lb/ft sand are yielding results significantly greater than type curve



Note: Production through 2/6/2017 for SUGG A 171-172/173, SUGG A 208-209/207 & SUGG A 185 utilizing 2,400 lb/ft sand

## Multivariate Earth Model Driving Meaningful Uplift in Returns



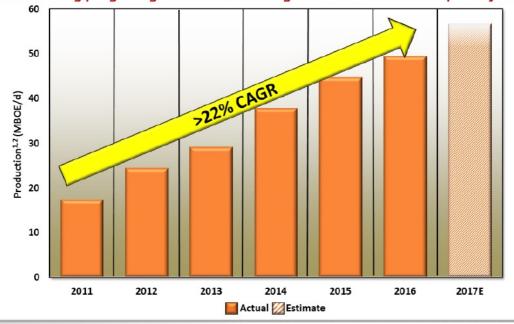
# Demonstrated performance uplifts in each zone yield significant return improvements



Note: Rate of returns calculated using benchmark prices of WTI: \$45.00/Bbl, \$55.00/Bbl, \$55.00/Bbl & HH: \$3.00/Mcf, \$3.25/Mcf, \$3.50/Mcf and realized pricing of WTI: \$40.50/Bbl, \$49.50/Bbl, \$58.50/Bbl & HH: \$2.16/Mcf, \$2.24/Mcf, \$2.52/Mcf & NGLs: \$14.40/Bbl, \$17.60/Bbl, \$20.80/Bbl ROR includes static capital for 10,000° (laterals and uplift reflective of current multivariate Earth Model and optimized completions outperformance above type curve by target and can change based on observed performance

# Anticipate 2017 Production Growth of >15%

#### 2016 drilling program generated an average return on invested capital of >40%



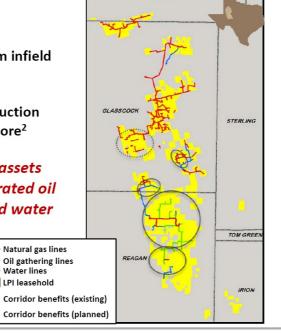


<sup>1</sup> Production numbers prior to 2014 have been converted to 3-stream using an 18% uplift. 2014 results have been converted to 3-stream using actual gas plant economics <sup>2</sup> 2011 - 2013 adjusted for Granite Wash divestiture, closed August 1, 2013

#### **Prior Investment in Infrastructure Providing Tangible Benefits**

- ~\$24 MM total benefits for FY-161
- ~\$5.5 MM total realized benefits from infield infrastructure in 4Q-161
- ~195 horizontal wells served by production corridors with potential for >2,500 more<sup>2</sup>

In 4Q-16, Laredo's infrastructure assets gathered on pipe 73% of gross operated oil production & 65% of total produced water



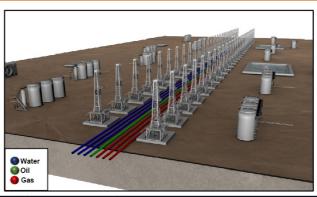


<sup>1</sup> Benefits defined as capital savings, LOE savings, price uplift and LMS net operating income
<sup>2</sup> Includes planned Western Glasscock production corridor
Note: Infrastructure includes crude gathering/transportation, water gathering, distribution & recycle, natural gas gathering and centralized gas lift compression

LPI leasehold

# **Production Corridor Investments Yielding Substantial Financial Benefits**

~\$1.3 MM benefit over life of each 10,000' corridor well, with ~25% of the benefit received in the first six months<sup>1</sup>



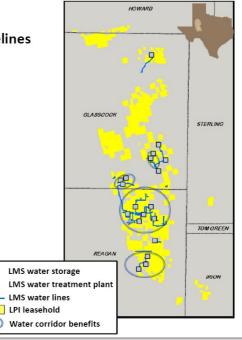
LMS Service	2016 Benefits Actual (\$ MM)	2017 Benefits Estimated (\$ MM) <sup>1</sup>	LPI Financial Benefits
Crude Gathering	\$10.4	\$14.1	Increased revenues & 3 <sup>rd</sup> -party income
Centralized Gas Lift	\$0.9	\$0.9	LOE savings
Frac Water (Recycled vs Fresh)	\$1.1	\$1.8	Capital savings
Produced Water (Recycled vs Disposed)	\$2.0	\$2.4	Capital & LOE savings
Produced Water (Gathered vs Trucked)	\$9.6	\$8.7	Capital & LOE savings
Corridor Benefit	\$24.1	\$27.9	



<sup>1</sup>Benefits estimates as of December 31, 2016

## Significant Benefits through Water Infrastructure Investments

- Water infrastructure consists of:
  - 78 miles of total water gathering pipelines
  - Recycling plant capable of processing 30,000 BWPD
  - Linked water storage assets with >5 MMBW capacity
- Enables drilling of multi-well pads
- Yields significant capital and LOE savings
- Minimizes trucking

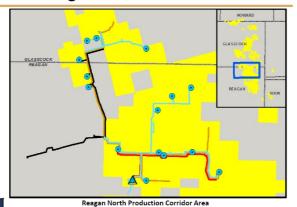




#### Water Infrastructure Capital and LOE Savings

- 11.3 MMBW (61%) of total 2016 produced water was gathered on pipe
  - Expected to increase to ~75% in 2017
- 6.3 MMBW (34%) of total 2016 produced water was recycled by LMS
  - Expected to increase to ~57% in 2017
- 4.4 MMBW (15%) of water for completions in 2016 was supplied with recycled water
  - Expected to increase to ~20% in 2017

LMS Service	LPI Financial Benefits (2016)						
LIVIS Service	Category	(\$/BW)	(\$ MM)				
Produced Water (Recycled vs Disposed)	Capital & LOE savings	\$0.32	\$2.0				
Produced Water (Gathered vs Trucked)	Capital & LOE savings	\$0.85	\$9.6				
Frac Water (Recycled vs Fresh)	Capital savings	\$0.26	\$1.1				





Laredo's water gathering system displaced ~95,000 truckloads of water in 2016



Note: 2017 estimates as of 2/7/2016

#### **LMS Crude Gathering System Benefits**

- 44 miles of crude oil gathering lines
- 7.4 MMBO (64%) of gross operated production in 2016 was gathered on pipe
- Eliminated ~41,000 truckloads of oil in 2016
- Reduces time from production to sales
- Benefits of system increase as trucking costs rise

	HOWARD
	GLASSCOCK
LPI leasehold LPI Oil Gathering Reagan truck station	REAGAN
Reagan North Production Corri	dor Area

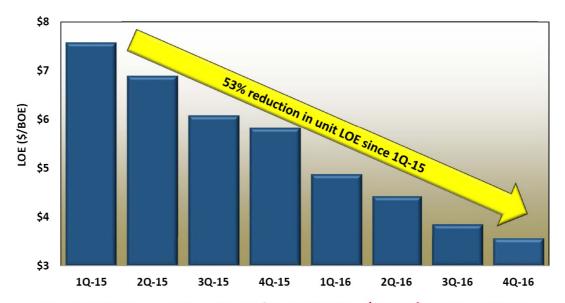
LMS is anticipated to gather ~85% of Laredo's gross operated oil production in 2017

LMS Service	LPI Financial Benefits (2016)					
LIVIS Service	Category	(\$/Bbl)	(\$ MM)			
Produced Oil (Gathered vs Trucked)	LMS Operating Income	\$0.57	\$4.3			
Produced Oil (Gathered vs Trucked)	Realized prices	\$0.83	\$6.2			

LAREDO

Note: 2017 estimates as of 2/7/2016

## **Infrastructure Drives Unit LOE Reduction**

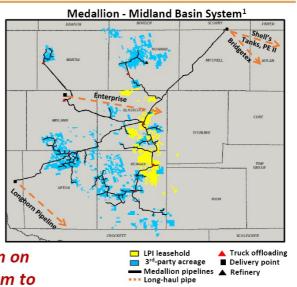


Production corridors benefited LOE by \$0.51/BOE in 4Q-16



# Medallion-Midland Basin System

	YE-15	YE-16
Throughput (MBOPD)	67.6	134.3
Miles of Pipeline	~460	~6501,2
System Deliverability (MBOPD)	125	550
# of AMI or Firm Commitment Acres	~1.8 MM	~2.0 MM
# of Dedicated Producers	8	10
# of Dedicated or Firm Commitment Acres	>290,000	>520,000



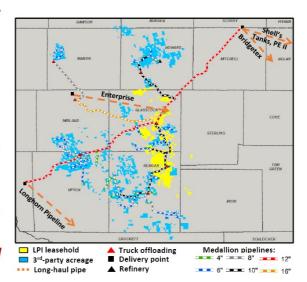
Laredo has firm transportation on Medallion-Midland Basin system to Colorado City and firm transportation of ~30 MBOPD gross to the Gulf Coast



## **Medallion-Midland Basin System Pipeline Capacity**

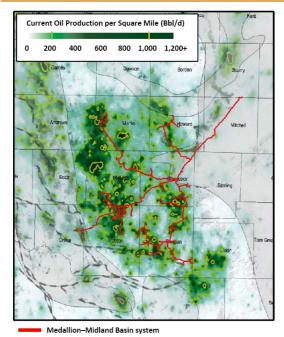
- Majority of system is large-diameter pipe to multiple delivery points
  - 16-inch line to Midland delivery point with 200,000 BOPD capacity
  - 12-inch line to Colorado City delivery point with 150,000 BOPD capacity
  - 12-inch line to Crane delivery point with 150,000 BOPD capacity

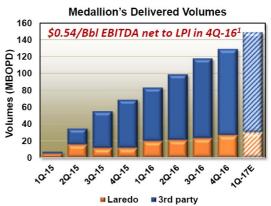
More than 500 miles of the systems' pipelines are 6" or larger, enabling the delivery of ~550,000 barrels of oil to multiple delivery points





# Medallion-Midland Basin: The Premier Pipeline in the Permian

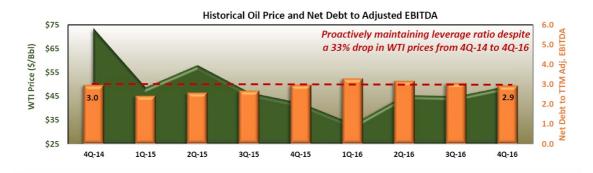




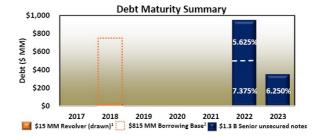
The Medallion-Midland Basin system is expected to grow >75% exit-to-exit in 2017



# **Maintaining Strong Financial Position**

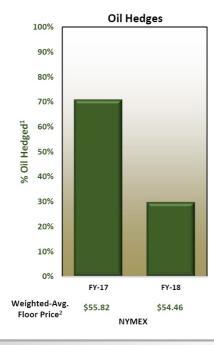


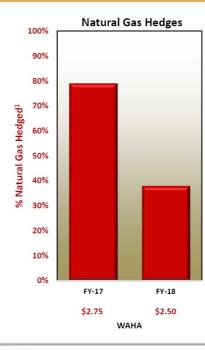
- No term debt due until 2022
  - \$950 million of notes callable at Laredo's option in 2017
- \$824 MM of liquidity<sup>1</sup>





# **Disciplined Hedging Program**

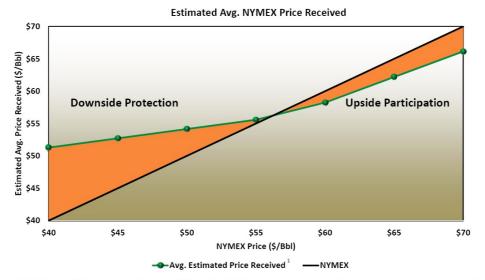




Hedging program provides price protection while retaining substantial upside



<sup>1</sup> Utilizing actual 2016 production plus 15% growth for FY-17 and FY-18 percent hedged <sup>2</sup> Oil derivatives are settled based on the month's average daily NYMEX price of WTI Light Sweet Crude Oil and natural gas derivatives are settled based on Inside FERG indicex price for West Texas Wah for the calculation period Note: Does not include 2017 NGL hedges of 444,000 Bbl of ethane or 375,000 Bbl of propane



2017 oil hedges provide significant downside protection while maintaining upside exposure to an increase in the price of oil



## **Prior Strategic Investments Yield Repeatable Benefits**

- Multi-zone, contiguous acreage position enabling development efficiencies
- Data powering the multivariate Earth Model
- Production corridors lowering operating costs
- Medallion-Midland Basin system growing transported volumes

Decisions made at the Company's inception are the basis for today's success





## 2017 Guidance

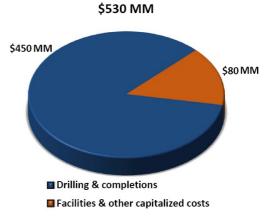
	1Q-17	2Q-17
Production (MBOE/d)	52 - 54	55 - 58
Product % of total production:		
Crude oil	44% - 46%	45% - 47%
Natural gas liquids	27% - 28%	*
Natural gas	27% - 28%	*
Price Realizations (pre-hedge):		
Crude oil (% of WTI)	~90%	*
Natural gas liquids (% of WTI)	~32%	*
Natural gas (% of Henry Hub)	~72%	*
Operating Costs & Expenses:		
Lease operating expenses (\$/BOE)	\$3.50 - \$4.00	*
Midstream expenses (\$/BOE)	\$0.20 - \$0.30	*
Production and ad valorem taxes (% of oil, NGL and natural gas revenue)	6.75%	*
General and administrative expenses:		
Cash (\$/BOE)	\$3.35 - \$3.85	*
Non-cash stock-based compensation (\$/BOE)	\$2.00 - \$2.25	*
Depletion, depreciation and amortization (\$/BOE)	\$7.50 - \$8.00	*



Vill be provided in conjunction with first-quarter 2017 earnings releas

#### 2017 Drilling & Completions

- Operating 4 Hz rigs
- Drilling and completing ~70 Hz wells
- ~85% targeting the UWC & MWC
- ~95% average working interest
- Hz wells average ~10,000' lateral length
- Developed as 4-5 well packages



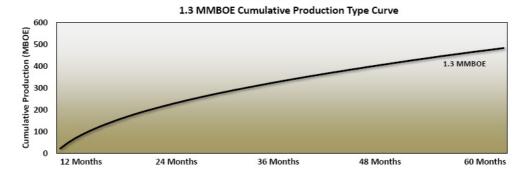
2017 Capital Budget<sup>1</sup>

Over 98% of wells planned for 2017 are expected to be developed as multi-well packages



<sup>1</sup> Does not include acquisitions or investments in Medallion-Midland Basin system

## New UWC & MWC 1.3 MMBOE Cumulative Production Type Curve



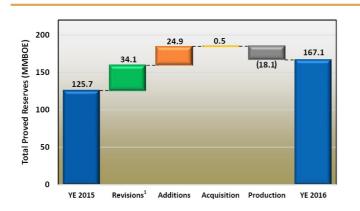
Months	Cumulative Production (MBOE)	Cumulative % Oil
12	189	60%
24	288	56%
36	363	54%
48	426	52%
60	482	51%

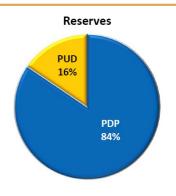
Increasing UWC & MWC type curve due to well performance uplifts from the multivariate Earth Model optimized drilling and completions



Note: 10,000' lateral length with 1,800 lb/ft completions

#### **YE-16 Proved Reserves**





# Grew proved developed reserves organically by ~40% at a PD F&D cost of \$5.12 per BOE



Note: Assuming current commodity price environment, service costs and rig cadence as of 2/15/17

¹ includes reserves from locations developed in 2016 that had previously been booked as PUD reserves but were subsequently removed

# Oil, Natural Gas & Natural Gas Liquids Hedges

OIL <sup>1</sup>	2017	2018
Puts:		
Hedged volume (Bbls)	1,049,375	1,779,375
Weighted average price (\$/Bbl)	\$60.00	\$55.90
Swaps:		
Hedged volume (Bbls)	2,007,500	1,095,000
Weighted average price (\$/Bbl)	\$51.54	\$52.12
Collars:		
Hedged volume (Bbls)	3,796,000	
Weighted average floor price (\$/Bbl)	\$56.92	
Weighted average ceiling price (\$/Bbl)	\$86.00	
Total volume with a floor (Bbls)	6,852,875	2,874,375
Weighted-average floor price (\$/Bbl)	\$55.82	\$54.46

NATURAL GAS <sup>2</sup>		
Put		
Hedged volume (MMBtu)	8,040,000	8,220,000
Weighted average floor price (\$/MMBtu)	\$2.50	\$2.50
Collars:		
Hedged volume (MMBtu)	19,016,500	4,635,500
Weighted average floor price (\$/MMBtu)	\$2.86	\$2.50
Weighted average ceiling price (\$/MMBtu)	\$3.54	\$3.60
Total volume with a floor (MMBtu)	27,056,500	12,855,500
Weighted-average floor price (\$/MMBtu)	\$2.75	\$2.50

NATURAL GAS LIQUIDS <sup>3</sup>		
Swaps - Ethane:		
Hedged volume (Bbls)	444,000	
Weighted average price (\$/BbI)	\$11.24	
Swaps - Propane:		
Hedged volume (Bbls)	375,000	
Weighted average price (\$/Bbl)	\$22.26	
Total volume with a floor (Bbls)	819,000	



1 Oil derivatives are settled based on the month's average daily NYMEX price of WTI Light Sweet Crude Oil
3 Natural gas derivatives are settled based on Inside ERE (Index price for West Texas Waha for the calculation period
3 Natural gas liquid derivatives are settled based on the month's daily average of OPIS Mt. Belvieu Purity Ethane and TET Propane
Note: Open positions as of 01/01/17 and includes hedges added through 03/24/17

#### **Hydraulic Fracture Test Site (HFTS)**

\$23.1 MM high-profile, joint-industry project led by Laredo and the Gas Technology Institute (GTI)

#### **Laredo's Project Contribution**

- Selected as operator
- Conducted on Laredo's acreage
- No cost to Laredo
- On-time, on-budget
- Strong linkage to completions optimization





In-Progress

- **✓** Complete
- → Slant Well Fracture & Proppant Analysis
- Hydraulic Fracture Modeling
- → Fracture Attribute Studies

**Key Initiatives** 

#### **Data Sets Acquired**

- ✓ Drilling, Coring & Logging Slant Well
- Pilot Hole Logs & Sidewall Cores
- ✓ Offset Well Refracs (μ-seismic & tracers)
- **✓** Horizontal DFIT's
- Radioactive Tracers & Fluid Tracers
- Microseismic Monitoring
- ✓ Cross-Well Seismic
- Surface Seismic Monitoring
- Colored Proppant Cluster Indicators
- Inter-well Pressure Monitoring
- Fiber Optic Production Logging
- Environmental Sampling
- Oil Fingerprinting / Fluid Sampling



## 2015 & 2016 YTD Actuals

		<u>1Q-15</u>	<u>2Q-15</u>	<u>3Q-15</u>	<u>4Q-15</u>	FY-15	1Q-16	<u>2Q-16</u>	<u>3Q-16</u>	<u>4Q-16</u>	<u>FY-16</u>
Production	Production (3-Stream) MBOE BOE/D % oil	4,274 47,487 51%	4,234 46,532 46%	4,124 44,820 45%	3,714 40,368 45%	16,346 44,782 47%	4,204 46,202 48%	4,338 47,667 46%	4,718 51,276 46%	4,889 53,141 46%	18,149 49,586 47%
Realized Pricing	3-Stream Prices Gas (\$/Mcf) NGL (\$/BbI) Oil (\$/BbI) Avg. Price (\$/BOE)	\$2.14 \$13.34 \$41.73 \$27.64	\$1.82 \$12.85 \$50.77 \$29.65	\$2.01 \$10.36 \$42.88 \$25.37	\$1.76 \$11.06 \$36.97 \$22.47	\$1.93 \$11.86 \$43.27 \$26.41	\$1.31 \$8.50 \$27.51 \$17.40	\$1.31 \$12.24 \$39.37 \$23.64	\$2.07 \$11.54 \$39.10 \$24.34	\$2.13 \$14.79 \$43.98 \$27.82	\$1.73 \$11.91 \$37.73 \$23.50
Unit Cost Metrics	3-Stream Unit Cost Metrics Lease Operating (\$/BOE) Midstream (\$/BOE) General & Administrative (\$/BOE) Cash Non-cash stock-based compensation DD&A (\$/BOE)	\$7.58 \$0.37 \$3.99 \$1.12 \$16.83	\$6.90 \$0.38 \$3.99 \$1.49 \$17.03	\$6.09 \$0.26 \$3.89 \$1.67 \$16.19	\$5.83 \$0.43 \$4.29 \$1.75 \$18.01	\$6.63 \$0.36 \$4.03 \$1.50 \$16.99	\$4.88 \$0.14 \$3.73 \$0.90 \$9.87	\$4.43 \$0.27 \$3.32 \$1.41 \$7.88	\$3.85 \$0.22 \$3.49 \$2.05 \$7.45	\$3.56 \$0.26 \$3.28 \$1.98 \$7.68	\$4.15 \$0.22 \$3.45 \$1.61 \$8.17



## 2014 Two-Stream to Three-Stream Conversions

		<u>1Q-14</u>	2Q-14	3Q-14	4Q-14	<u>FY-14</u>
	Production (2-Stream)					
	MBOE	2,434	2,607	3,033	3,655	11,729
o	BOE/D	27,041	28,653	32,970	39,722	32,134
늉	% oil	58%	58%	59%	60%	59%
Production	Production (3-Stream)					
	MBOE	2,902	3,113	3,614	4,330	13,959
	BOE/D	32,358	33,829	38,798	46,379	37,882
-	% oil	49%	49%	50%	51%	50%
	2-Stream Prices					
50	Gas (\$/Mcf)	\$7.04	\$6.08	\$5.80	\$4.46	\$5.72
Realized Pricing	Oil (\$/Bbl)	\$91.78	\$94.47	\$87.65	\$65.05	\$82.83
P	Avg. Price (\$/BOE)	\$71.17	\$70.13	\$65.78	\$49.70	\$64.62
ed .	3-Stream Prices					
Ιį	Gas (\$/Mcf)	\$4.00	\$3.73	\$3.25	\$3.00	\$3.45
Şeş	NGL (\$/Bbl)	\$32.88	\$28.79	\$29.21	\$19.65	\$27.00
	Oil (\$/Bbl)	\$91.78	\$94.47	\$87.65	\$65.05	\$82.83
	Avg. Price (\$/BOE)	\$59.70	\$58.80	\$55.41	\$41.94	\$52.81
	2-Stream Unit Cost Metrics					
	Lease Operating (\$/BOE)	\$8.95	\$7.74	\$8.30	\$8.04	\$8.23
	Midstream (\$/BOE)	\$0.35	\$0.59	\$0.40	\$0.50	\$0.46
	General & Administrative (\$/BOE)					
ics	Cash	\$9.58	\$8.88	\$6.89	\$4.25	\$7.07
et	Non-cash stock-based compensation	\$1.78	\$2.46	\$2.04	\$1.70	\$1.97
Unit Cost Metrics	DD&A (\$/BOE)	\$20.38	\$20.35	\$21.08	\$21.85	\$21.01
ost.	3-Stream Unit Cost Metrics					
ŏ	Lease Operating (\$/BOE)	\$7.48	\$6.55	\$7.05	\$6.88	\$6.98
nj.	Midstream (\$/BOE)	\$0.29	\$0.50	\$0.34	\$0.43	\$0.39
$\supset$	General & Administrative (\$/BOE)					
	Cash	\$8.05	\$7.44	\$5.78	\$3.59	\$5.94
	Non-cash stock-based compensation	\$1.48	\$2.06	\$1.72	\$1.43	\$1.65
	DD&A (\$/BOE)	\$17.03	\$17.23	\$17.91	\$18.72	\$17.83



te: 2014 conversion based on management estimates. Utilizes an 18% volume uplift, for converting from 2-stream to 3-stream volume

# **EBITDA Reconciliation**

LPI Adjusted EBITDA (in thousands)		4Q-16		FY 2016
Net income	\$	(18,421)	\$	(260,739)
Plus:				
Depletion, depreciation and amortization	\$	37,526	Ś	148,339
Impairment expense	\$	37,320	\$	162,027
Non-cash stock-based compensation, net of amounts capitalized		9.667	Ś	29,229
	•	896	\$	
Accretion of asset retirement obligations	\$	896	Þ	3,483
Mark-to-market on derivatives:				
(Gain) loss on derivatives, net	\$	43,642	\$	87,425
Cash settlements received for matured derivatives, net	\$	37,655	\$	195,281
Cash settlements received for early termination derivatives, net	\$	_	\$	80,000
Cash premiums paid for derivatives	\$	(2,697)	\$	(89,669)
Interest expense	\$	23,004	\$	93,298
Write-off debt issuance costs	\$	-	\$	842
Loss on disposal of assets, net	\$	411	\$	790
Income from equity method investee	\$	(3,144)	\$	(9,403)
Proportionate Adjusted EBITDA of equity method investee(1)	\$	6,386	\$	20,367
Adjusted EBITDA	\$	134,925	\$	461,270
18.4 LU' A L' L LEDITO A				
¹Medallion Adjusted EBITDA		4Q-16		FY 2016
(in thousands)	\$	2 144	Ś	0.403
Income from equity method investee	ş	3,144	ş	9,403
Adjusted for proportionate share of:				
Depreciation and amortization	\$	3,242	\$	10,964
Proportionate Adjusted EBITDA of equity method investee	\$	6,386	\$	20,367

