

IPAA Private Capital Conference

Mark Womble, CFO



February 24, 2011

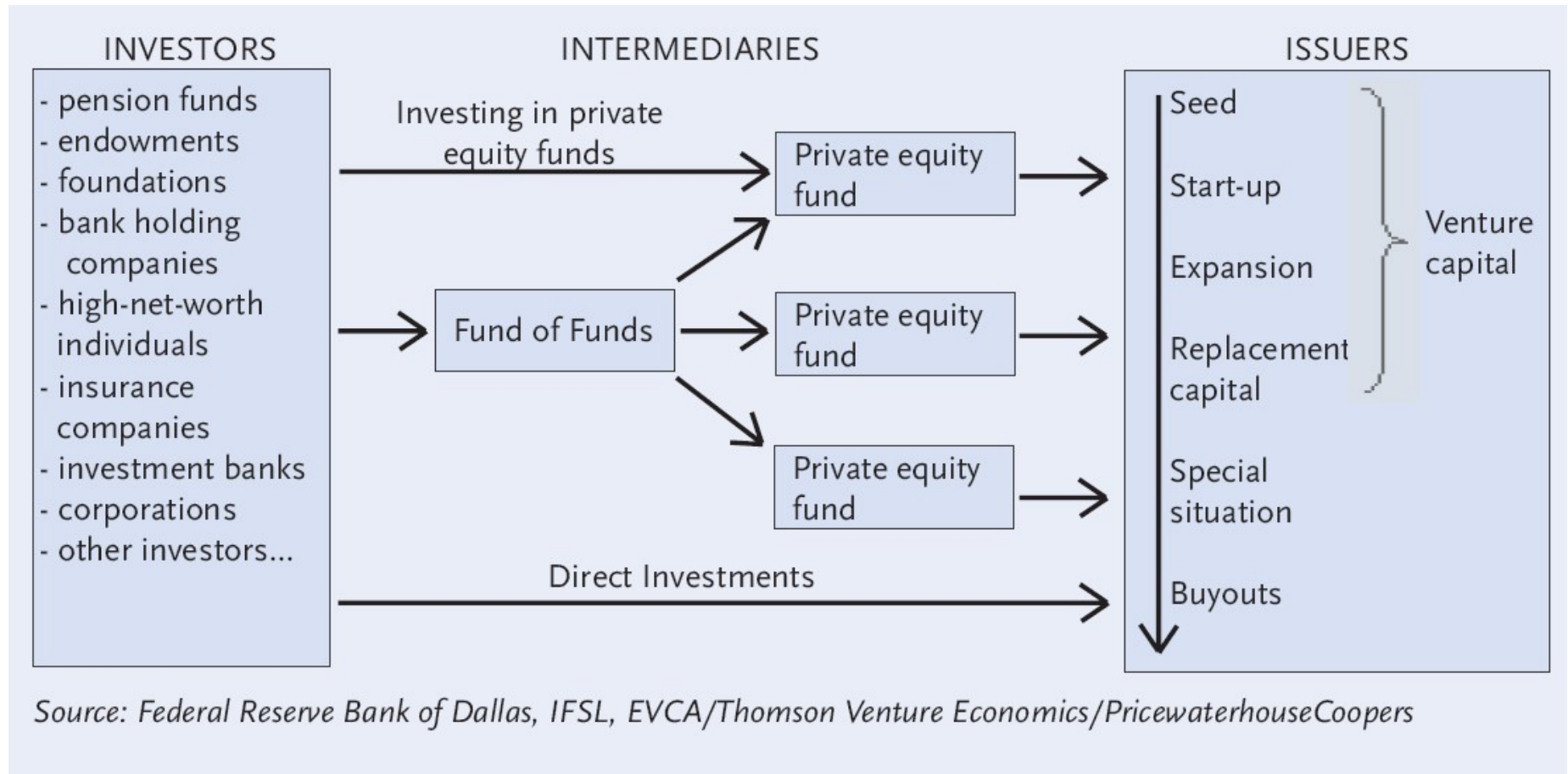
Houston, TX

W. Mark Womble

32 Years in E&P Industry

- SVP & CFO of Laredo Petroleum, Inc. since July 2007
- VP & CFO of Latigo Petroleum, Inc. 2002 – 2006
- 1993 VP & CFO of Hugoton Energy Corporation – sold in 2008
- 1978 - 1992 Mesa Petroleum, Inc. VP and Treasurer
- BBA & MBA Finance and Accounting from West Texas State University in Canyon, TX

The Private Equity Market



Identify, Approach & Secure Private Capital

Business Plan Keys

Advantages to Private Capital

Strong Equity Partners

Operating Under the Capital Provider

Business Plan Keys

- **Need for Capital**
- **Equity Level Returns**
- **Unique “Niche” for Business ✓**
- **Reasonable and Achievable Projections**
- **Exit Strategy**

Advantages to Private Capital

- Access to Capital Markets ✓
- Credibility
- Flexibility / Speed ✓
- Investment Cycle
- Stable Shareholder Base
- Better Corporate Governance

Strong Equity Partners

- Industry Reputation
- Understand Oil & Gas Risk and Reward ✓
- Value Added
- Commitment Size; Access to Capital
- Compatibility
- Long-term Investment Cycle ✓
- Strategic Advice / Experience

Operating Under the Capital Provider

- Experienced Management Team ✓
- Motivated Employee Base
 - Employee Ownership
- Technological Awareness
- Corporate Direction
 - Strong independent Board of Directors

Laredo's Private Equity: Warburg Pincus

- Warburg Pincus has a strong track record of supporting E&P companies ✓
- Warburg Pincus' philosophy of not "over leveraging" entities provides prudent balance sheet stewardship
- Laredo represents one of Warburg Pincus' larger E&P investments in its portfolio with approximately \$550 million invested to date
- Management leverages Warburg Pincus' relationships and industry contacts to support Company ✓

Other Warburg Pincus Energy Companies Include:



Laredo's Debt Financing

- Established relationship with equity investors and financial institutions
- Active, comprehensive risk management program
- Bank Group utilized as counterparties for hedge transactions
- \$500 million Revolving Credit Facility from Commercial Banks
- \$350 million HY 9.5% Senior Notes due 2019—Strong Market Reception, Significantly Oversubscribed

Laredo's Bank Group Includes:

Bank of America
Merrill Lynch



JPMORGAN CHASE & CO.

BMO  **Financial Group**

Capital One

 **UnionBank**

 **Scotiabank**

 **BANK OF OKLAHOMA**
LONG LIVE YOUR MONEY™

BBVA **Compass**

 **SOCIETE GENERALE**

Experienced Management and Board

<u>Name</u>	<u>Title</u>	<u>Years with "L" Companies</u>	<u>Years in E&P Industry</u>
Randy Foutch	Chairman & Chief Executive Officer	14	35
Jerry Schuyler	President & Chief Operating Officer	3	32
Mark Womble	SVP & Chief Financial Officer	8	32
Pat Curth	SVP - Exploration & Land	13	35
John Minton	SVP - Reservoir Engineering	10	36

Warburg Pincus Board Members

Jeffrey Harris <i>Managing Director - Energy</i>	Peter Kagan <i>Managing Director - Energy</i>	James Levy <i>Principal - Energy</i>
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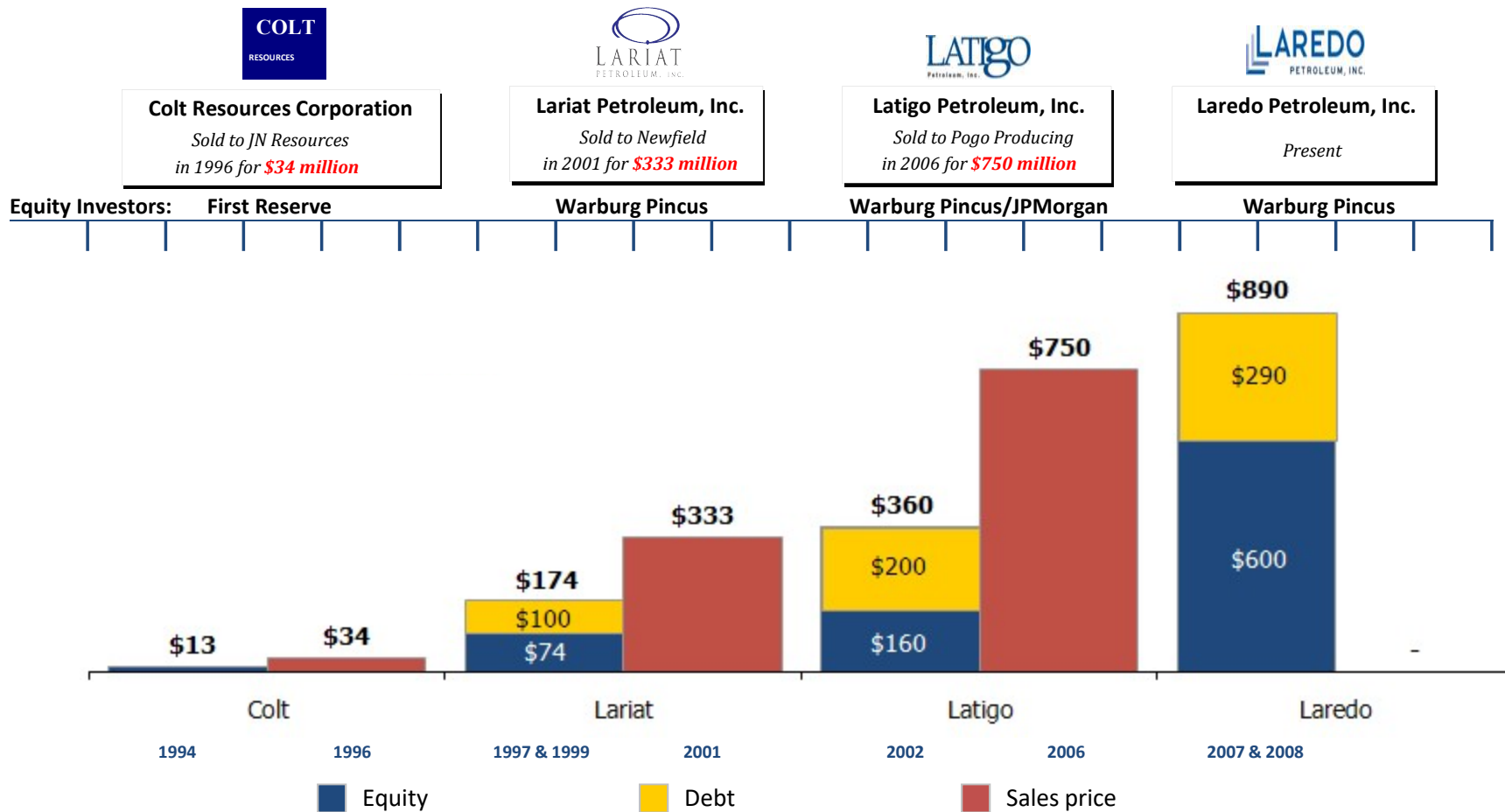
Independent Board Members

BZ Parker <i>Former Executive VP Phillips Petroleum Company</i>	Pam Pierce <i>Former President & COO J.M. Huber Energy</i>	Ambassador Francis Rooney <i>Chief Executive Officer Rooney Holdings, Inc. and Manhattan Construction Group</i>	Donald Wolf <i>Chairman Quantum Resources Management, LLC</i>
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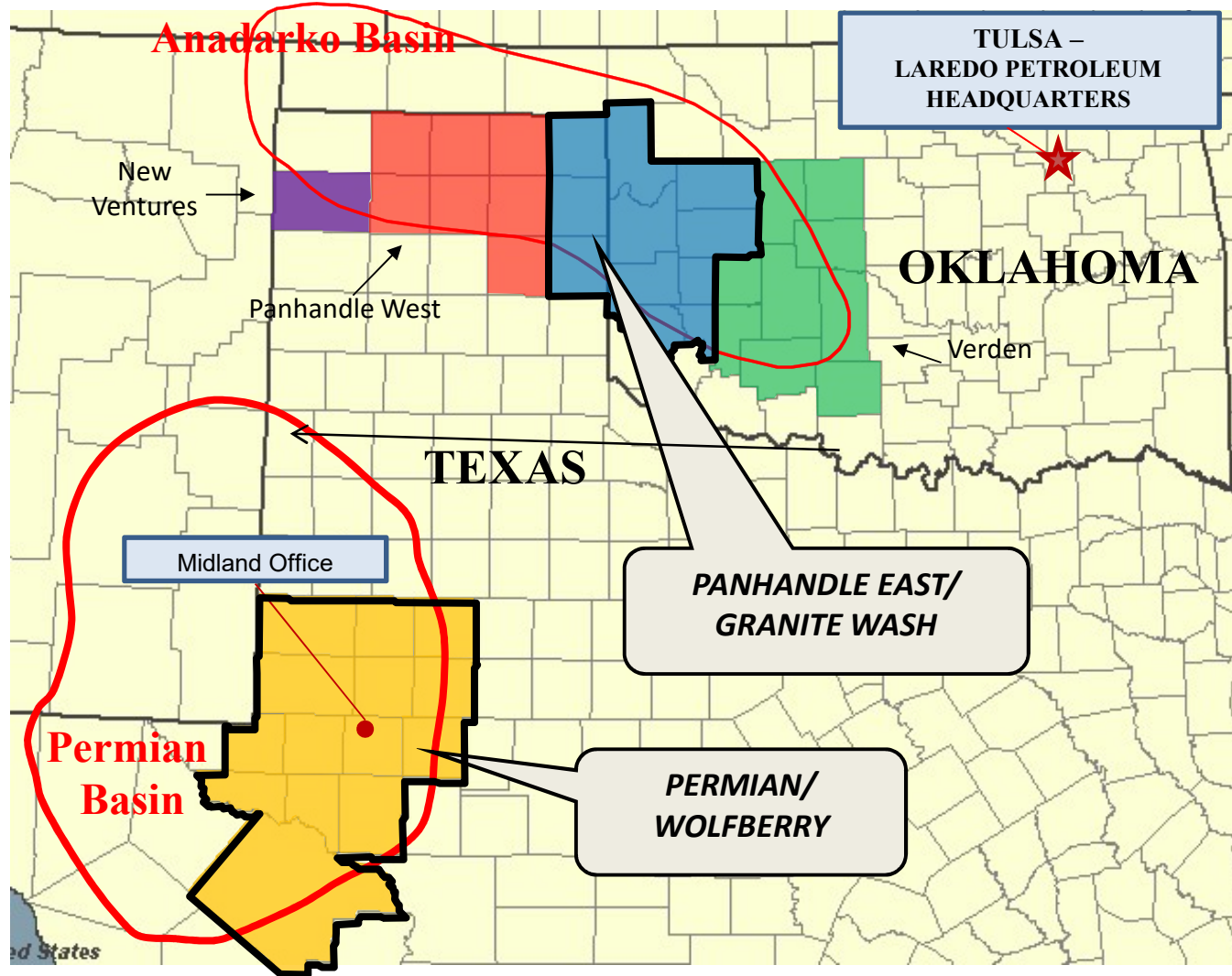
Senior Management Averages 34 Years of Industry Experience

Consistent Track Record of Success

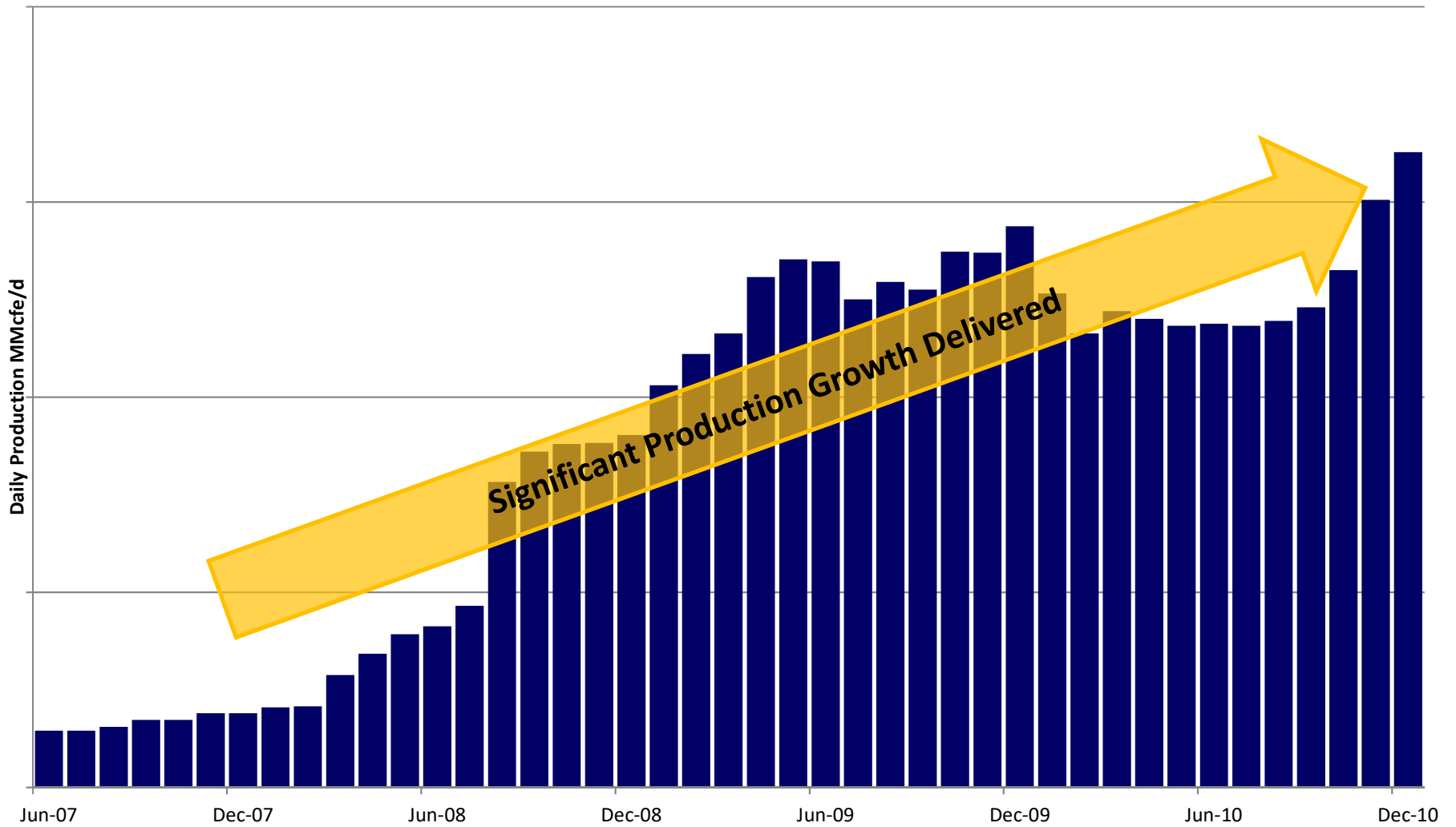
History of conservative financial management through multiple cycles while providing substantial returns to all stakeholders



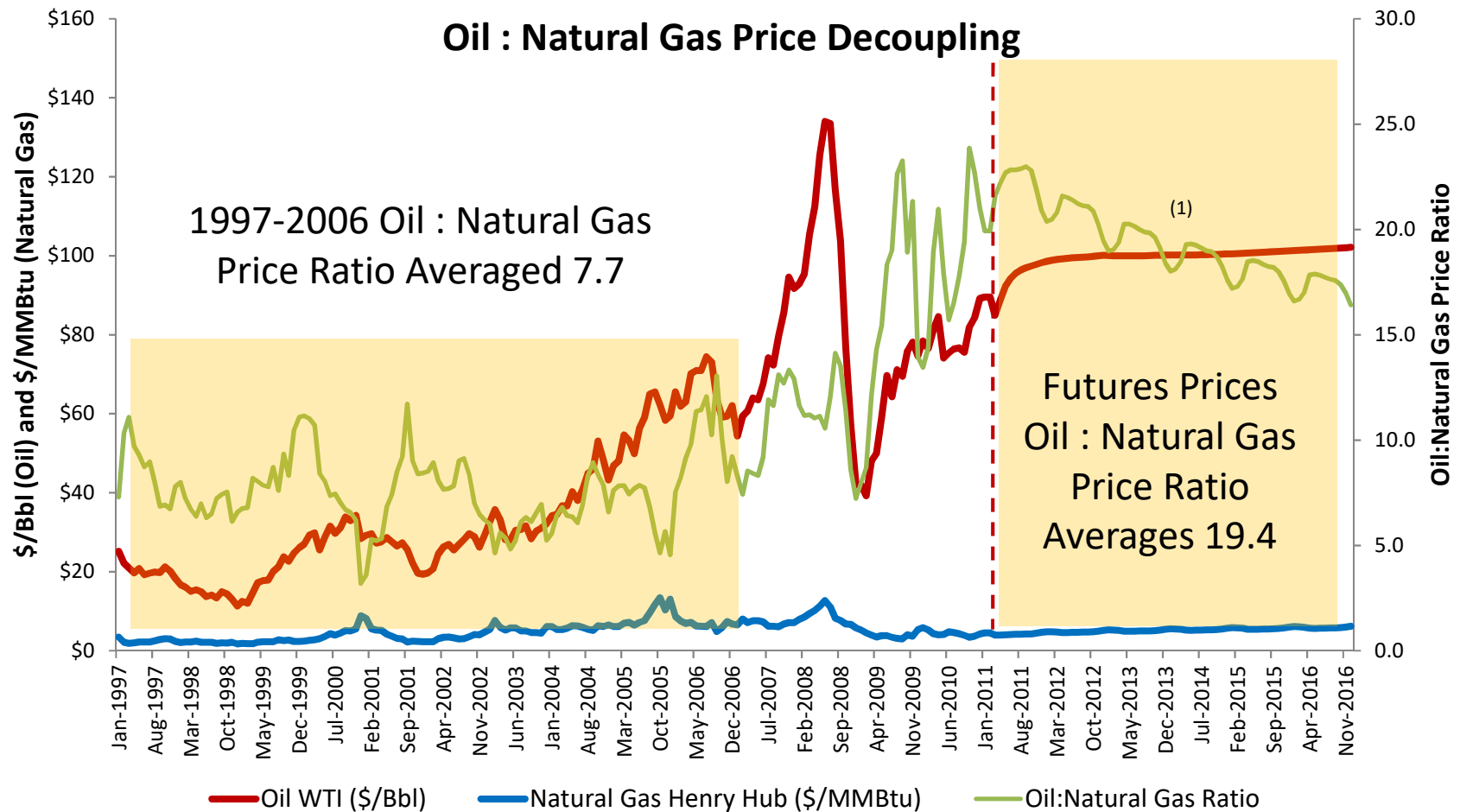
Core Asset Areas



Production Growth



Increasing Oil Focus Due to Prices



(1) Futures prices based on WTI and Nymex Henry Hub prices on 2-14-11



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