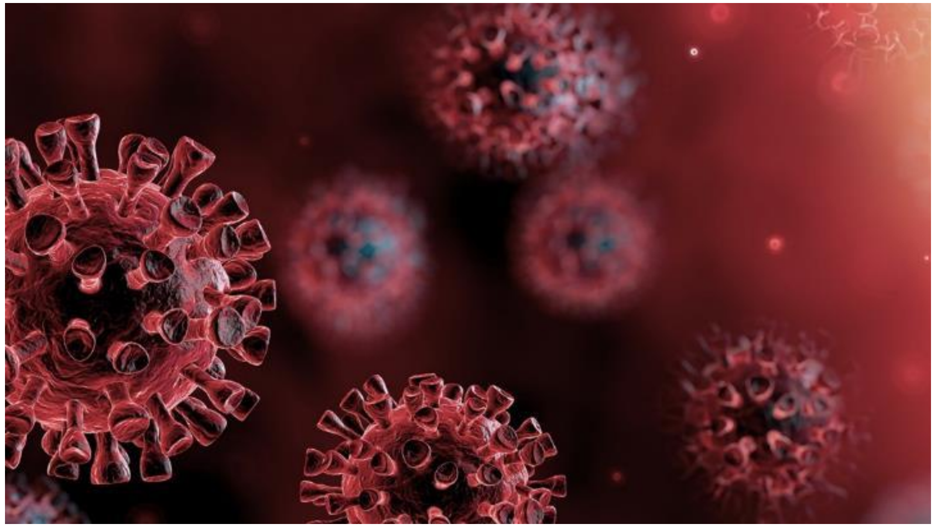
Q1 2020 trading update

30 april 2020

Unprecedented deterioration of market environment

Pandemic



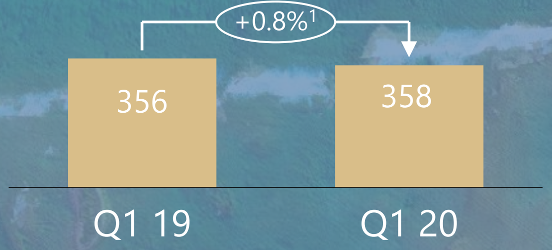
Related oil price collapse

- IMF expects deep contraction in global economy in 2020, recovery in 2021

- Priority 1: protect the health and safety of Fugro's employees, partners and clients
- Priority 2: ensure business continuity in collaboration with clients and other stakeholders
- Priority 3: reduce costs and capex in order to protect liquidity and profitability

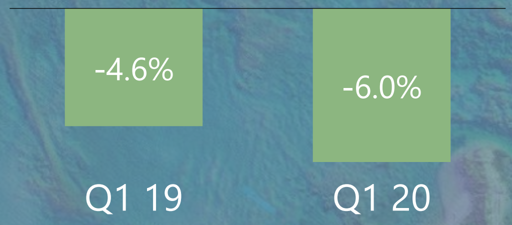
Q1 2020 key financials

Revenue

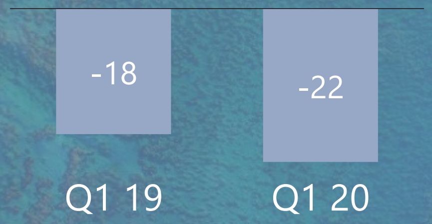


EBIT margin

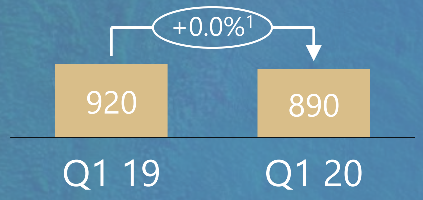
adjusted



Free cash flow



12-month backlog



- Revenue in line with Q1 2019, with growth in Asia Pacific and decline in the other regions, especially in Europe-Africa.
- Covid-19 impact in particular in Europe-Africa. Improved results in Asia Pacific; in Americas and Middle East result broadly in line Q1 2019.
- Year started with 9.9% higher backlog. After good order intake in first 2 months, very low intake in March, resulting in flat year-on-year backlog.

Figures in this presentation in million euro and from continuing operations, unless otherwise indicated; growth percentage corrected for currency effect

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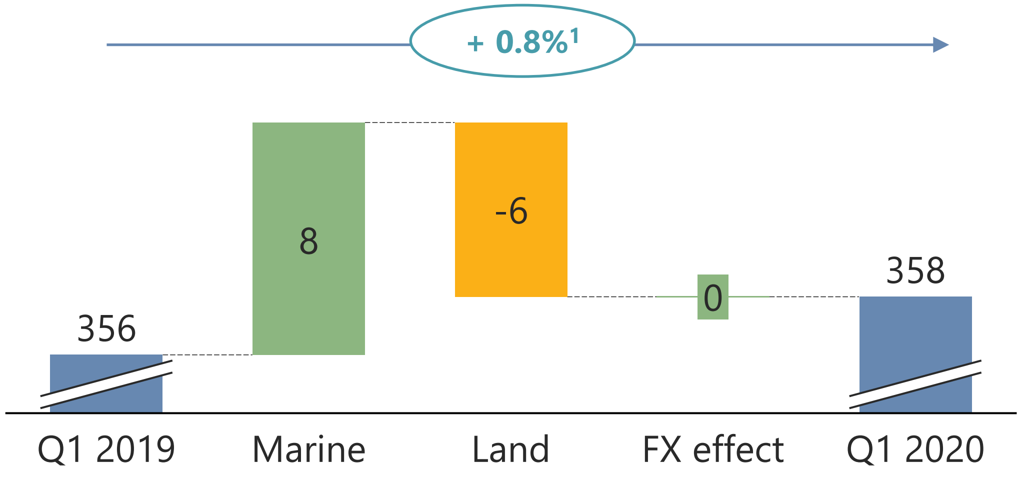
EBIT impacted in both marine and land

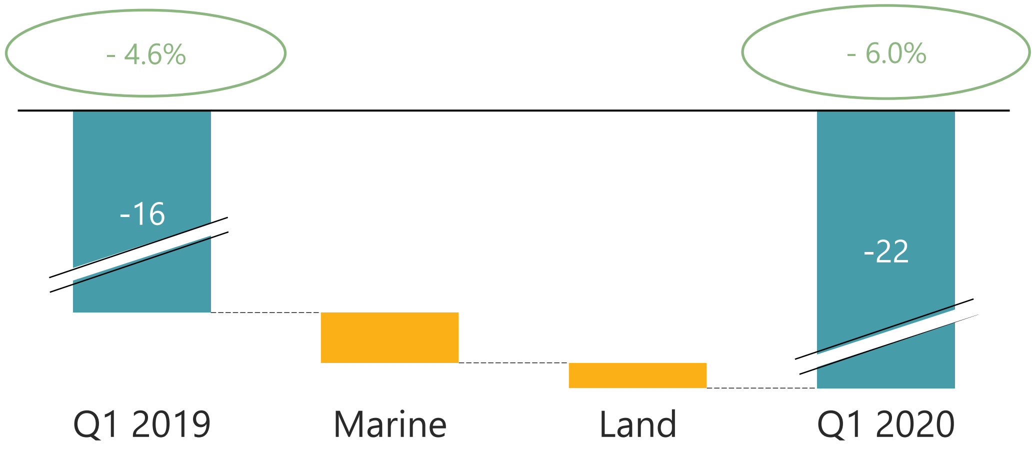
Revenue

X EUR million



Adjusted EBIT

X EUR million, excl. specific items



- **Marine site characterisation** mid-single digit revenue growth; margin hit by lower revenue & margin in Europe-Africa
- **Marine asset integrity** revenue in line with Q1 2019, margin up driven by Asia Pacific.
- **Land site characterisation** revenue down in Americas and Asia Pacific, margin slightly below Q1 2019.
- **Land asset integrity** revenue down in Americas and Europe-Africa, margin slightly below Q1 2019.

1 Corrected for currency effect

Cost and capex reduction programme

Immediate action to mitigate impact of sudden & unprecedented market deterioration

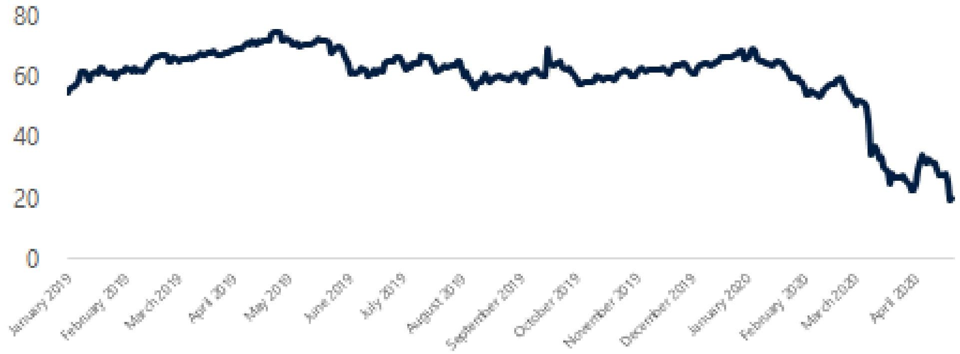
- minimise use of short-term charters
- implement hiring and salary freeze
- reduce workforce by up to10%
- reduce overhead costs
- cut on executive pay
- further optimise service offering through rationalisation of geographic footprint
- assess available possibilities for government support
- reduce 2020 capex to EUR 60-70 million

Oil & gas: demand and price fall result in spending cuts

Global oil and gas market

- Brent oil has fallen to $20-25. Only major production cuts can rebalance market on short notice
- Exceptionally low demand in April, increase expected based on pace economic recovery
- 30% capex cuts and FID delays oil majors for short- and medium-term
- Number of offshore projects with FIDs in 2020 decreased from 126 (December) to 33 (current outlook)

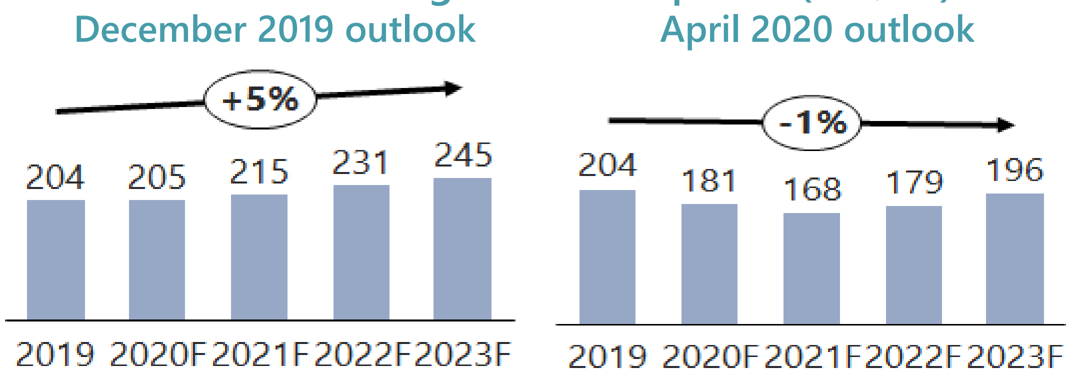
Oil price 2014-2020[1] ($/bbl)



Growth drivers

Final Investment Decisions	▪ 21 of 33 offshore FIDs planned for 2020 have already been sanctioned, leaving doubts for sanctioning activity for rest of the year
Offshore oil field services expenditures	▪ Compared to December 2019, 2020 and 2021 spend is expected to fall by 11 to 22%, with recovery as of 2022
Non-conventional technologies	▪ Without government intervention, shake out expected due to high break-even price of $45 (20% global supply)
Conventional service companies	▪ Limited price reduction possible, increased opportunity for remote and asset-light operations

Offshore oil and gas market spend[2] (US$bn)



1: Up to 22.04.2020, source: uk.investing.com 2: Global OFS (oilfield services) spend. Source: Rystad Energy

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Offshore wind: no cancellations, some projects delayed

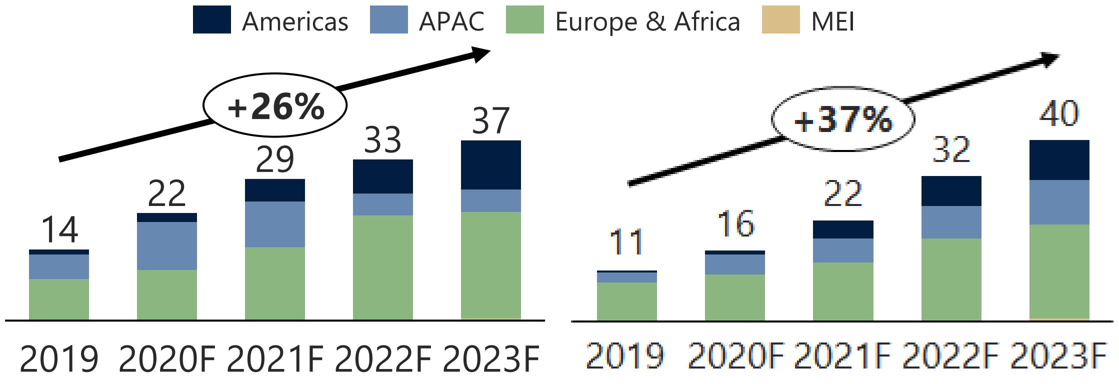
Global offshore wind market

- Some projects face delays due to Covid-19
- Strengthening USD (components prices in USD) impacts project IRR
- Postponed spending in 2021, accelerated growth in 2022-23 result in higher CAGR
- Risk of reduced energy demand due to weaker economic growth and prolonged global recession

Offshore wind capex (€bn)[1]

December 2019 outlook

April 2020 outlook



1. Offshore Wind Capex, excl China. Source: 4COffshore

Growth drivers

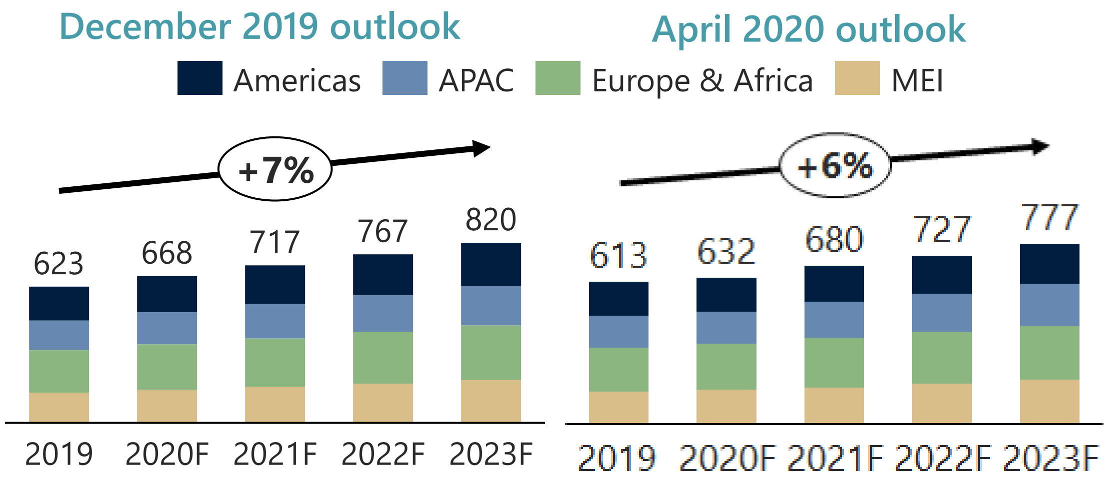
Economic growth	▪ Negative GDP outlook 2020 will impact global energy demand ▪ Strong economic recovery in 2021 can stimulate increased renewable investments
Energy transition	▪ Covid-19 and oil imbalance can potential support earlier energy transition ▪ Strong capex reduction energy companies may impact OW ▪ Climate agreements provide continued support for growth
Covid 19	▪ Some delay of tendering/projects due to Covid-19 ▪ Potential adaption of incentive schemes
Technology	▪ Growing number of floating windfarms presents additional opportunities for site characterisation services

Continued growth in infrastructure markets

Global infrastructure market

- Expenditure for construction services continues to grow in medium/longer term
- Economic slowdown possibly not yet fully absorbed in latest numbers.

Onshore energy & infrastructure spend (US$bn)[1]



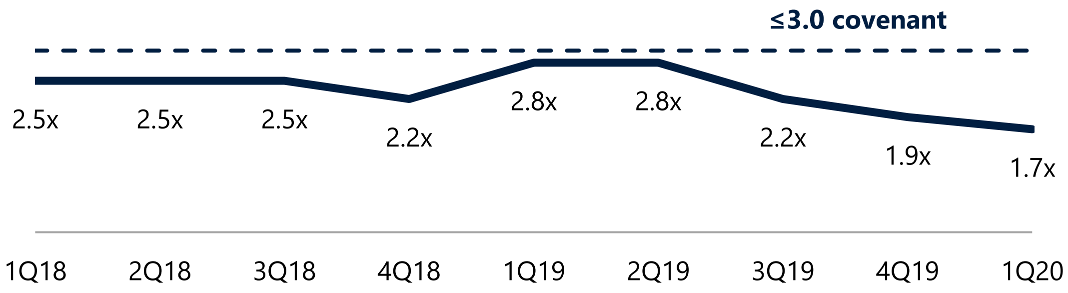
1. Source: Global Data Construction Intelligence Centre (CIC), Capex/opex for construction services in oil & gas, electricity & power, rail, road and other infrastructure, excl China.

Growth drivers

Economic growth	▪ Negative GDP growth 2020. Unclear impact infra development ▪ Many national governmental support programs launched
Major infrastructure developments	▪ Limited signals on delay or reduction of projects ▪ Government incentives expected to support earlier development and economy
Covid 19	▪ Uncertainty on current outlook and future demand ▪ No major project delays foreseen
Urbanisation	▪ Uncertain impact

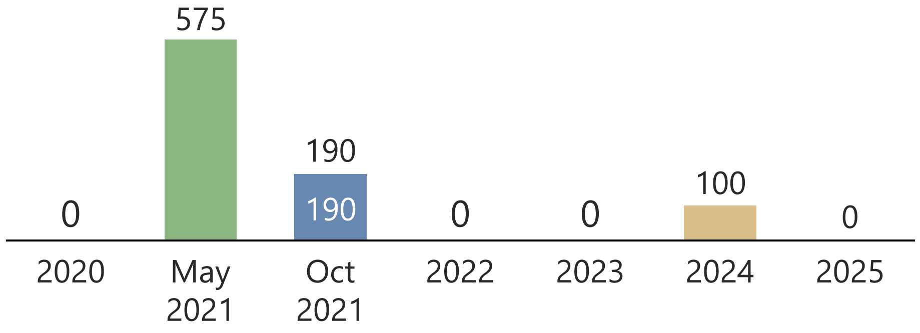
Within covenants; reassessing refinancing options

Net debt / EBITDA

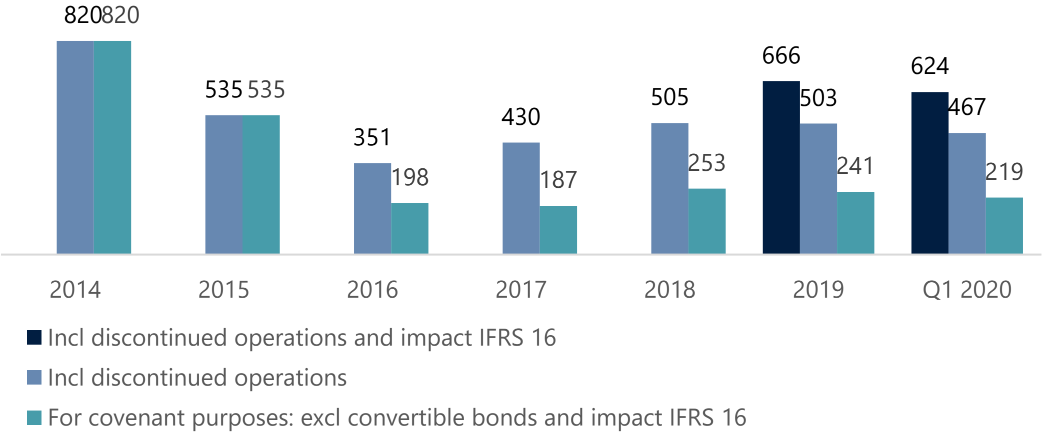


Maturity profile

X EUR million equivalents



Net debt



Note: numbers include Seabed unless stated otherwise

Refinancing

- On 28 February, Fugro did not proceed with planned EUR 500 million senior secured note offering due to sharp deterioration in financial market conditions
- Company did raise EUR 81.8 million on 19 February via sub-10 issue of new shares
- Fugro is reassessing its refinancing options
- Current liquidity is good with close to EUR 400 million in cash and available facilities

Outlook 2020

- Covid-19 pandemic expected to have considerable impact on Q2.
- At this stage, it is impossible to forecast magnitude and duration of impact. Several scenarios have been worked out; will continue to monitor the situation closely, and decide on additional measures when needed.
- Given current level of uncertainty, specific implications for revenue, margin and free cash flow cannot be reliably assessed or quantified at this moment. Therefore, the company currently cannot provide a meaningful outlook for 2020.