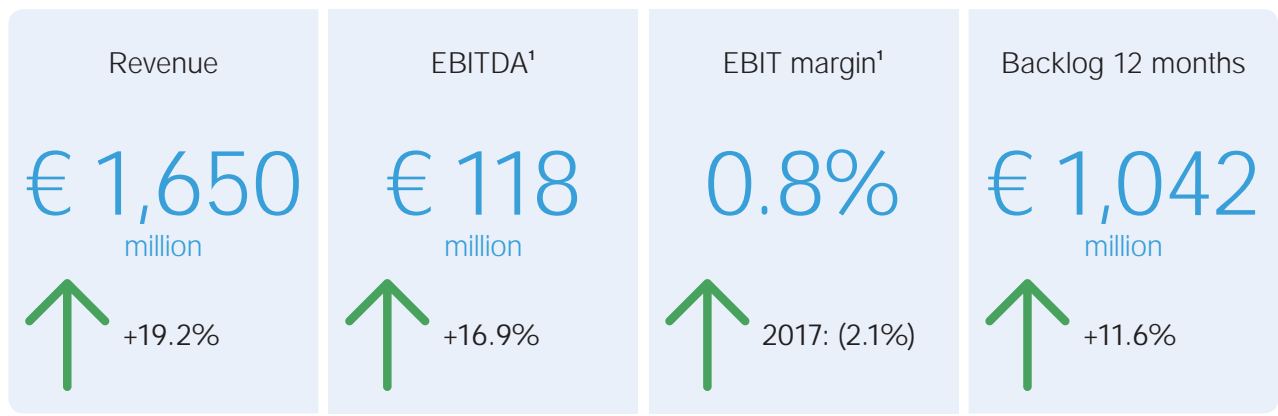
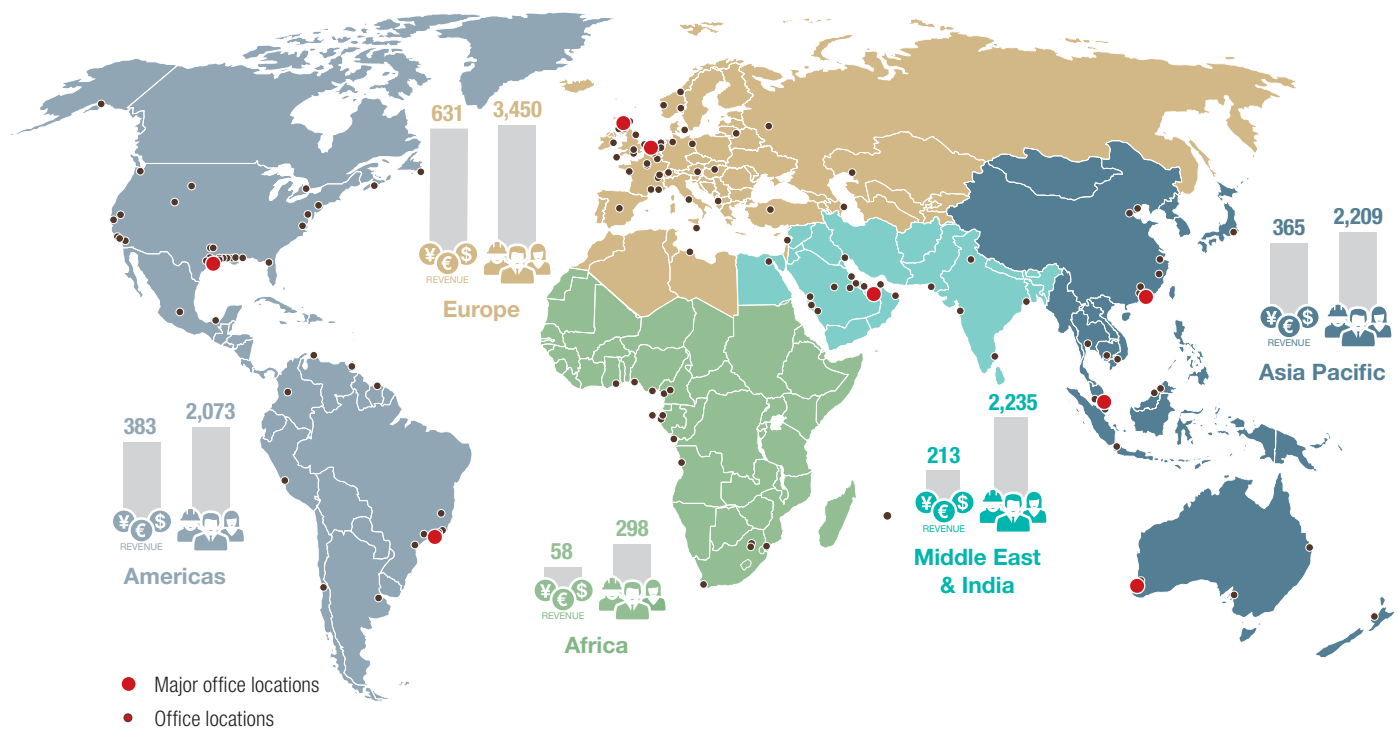


# KEY FIGURES



<sup>1</sup> Excluding exceptional items.

## 2018 revenue and people per region

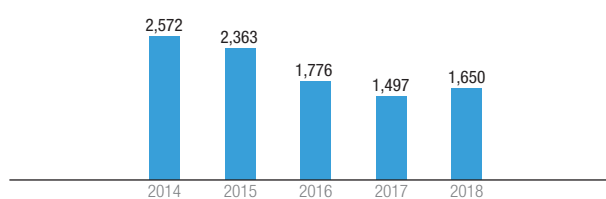


(x EUR million)	2018	2017
Revenue	1,650.0	1,497.4
■ reported growth	10.2%	(15.7%)
■ comparable growth <sup>1,2</sup>	19.2%	(13.2%)
EBITDA (excluding exceptional items) <sup>1</sup>	117.8	100.8
EBIT (excluding exceptional items) <sup>1</sup>	13.1	(32.1)
EBIT	8.8	(51.7)
EBIT margin (excluding exceptional items) <sup>1</sup>	0.8%	(2.1%)
EBIT margin <sup>1</sup>	0.5%	(3.5%)
Net result	(51.1)	(159.9)
Backlog next 12 months <sup>1</sup>	1,041.5	927.8
■ reported growth	12.3%	(20.7%)
■ comparable growth <sup>2</sup>	11.6%	(7.3%)
Cash flow from operating activities after investments	(33.4)	(50.5)
Capex	72.7	108.0
Capital employed <sup>1</sup>	1,207.9	1,184.1
Return on capital employed <sup>1</sup>	0.2%	(3.3%)
Net debt/EBITDA <sup>1</sup>	2.2	1.9
Number of employees (at year-end)	10,265	10,044
Lost time injury frequency (x million hours)	0.46	0.66

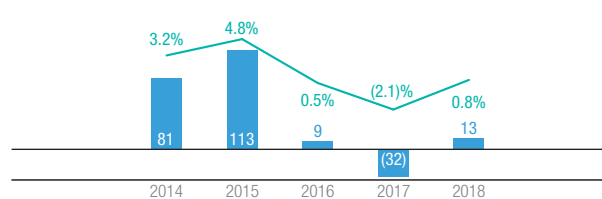
<sup>1</sup> Refer to glossary (page 194) for definitions.

<sup>2</sup> Revenue and backlog growth corrected for currency effect (of around -4% on revenues and +1% on backlog) and for portfolio changes related to the divestment of the marine construction and installation activities in 2017.

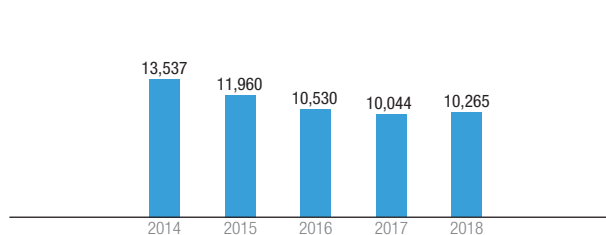
## Revenue



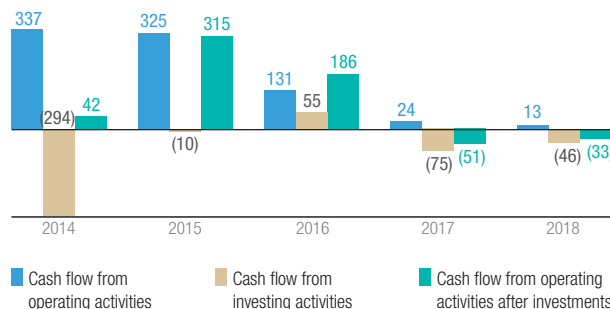
## EBIT (margin) excluding exceptional items



## Number of employees



## Cash flow



The term 'shares' as used in this annual report should, with respect to ordinary shares issued by Fugro N.V., be construed to include certificates of shares (also referred to as 'share certificates' or 'depository receipts' for shares) issued by Stichting Administratiekantoor Fugro (also referred to as 'Foundation Trust Office' or 'Trust Office'), unless the context otherwise requires or unless it is clear from the context that this is not the case. In this annual report, Fugro N.V. is also referred to as 'the company' or 'Fugro'. Fugro N.V. and its subsidiary companies are together referred to as 'the Group'.