

Q4

Contacts for further information

Vincent Clerc
CEO

Patrick Jany
CFO

Investors

Stefan Gruber
Head of Investor Relations
Tel. +45 3363 3106

Media

Jesper Lov
Head of Media Relations
Tel. +45 3363 1901

Webcast and dial-in information

A webcast relating to the Q4 2023 Interim Report will be held on 8 February 2024 at 11.00 (CET). Dial-in information on investor.maersk.com.

Presentation material for the webcast will be available on the same page.

The Interim Report for Q4 2023 of A.P. Møller - Mærsk A/S (further referred to as A.P. Møller - Maersk as the consolidated group of companies) has been prepared in accordance with IAS 34 Interim Financial Reporting as issued by the International Accounting Standards Board (IASB) and adopted by the EU and additional Danish disclosure requirements for interim financial reporting of listed companies.

The interim consolidated financial statements have not been subject to audit or review.

Comparative figures

Unless otherwise stated, all figures in parentheses refer to the corresponding figures for the same period prior year.

Financial calendar

14 March 2024
Annual General Meeting

02 May 2024
Interim Report Q1 2024

07 August 2024
Interim Report Q2 2024

31 October 2024
Interim Report Q3 2024

ESEF data

Domicile of entity
Denmark

Description of nature of entity's operations and principal activities
Shipping company

Country of incorporation
Denmark

Principal place of business
Global

Legal form of entity
A/S

Name of reporting entity or other means of identification
A.P. Møller - Mærsk A/S

Address of entity's registered office
Esplanaden 50, DK-1263 Copenhagen K

Contents

Management Review

Highlights Q4 2023	03
Summary financial information	04
Review Q4 2023	05
– Financials reflect significantly lower freight rates	05
Guidance for 2024	07
Segments	08
– Ocean	08
– Logistics & Services	09
– Terminals	10
– Towage & Maritime Services	12

Financials

Condensed income statement	13
Condensed statement of comprehensive income	13
Condensed balance sheet at 31 December	14
Condensed cash flow statement	15
Condensed statement of changes in equity	16
Notes	17
—	
Management's statement	21
Quarterly summary	22
Definition of terms	23

Improving life for all by integrating the world

At A.P. Møller - Maersk, we aspire to provide truly integrated logistics. Across oceans, ports, on land and in the air, we are combining our supply chain infrastructure with the power of our people and technology to drive end-to-end innovation that accelerates our customers' success.

With a dedicated team of around 100,000 employees, operating in more than 130 countries, we explore new frontiers and embrace new technologies because we see change as an opportunity. No matter the challenge, we stay confident and resilient because our values are constant. By living our values, we inspire trust in our efforts to integrate the world and improve life for all.

Management Review

The financial results for Q4 2023 were in line with A.P. Moller - Maersk's revised outlook and continued to show the transition of the business from the peak levels of the COVID-19 years to an environment marked by the increasing overcapacity in the shipping segment, which the Red Sea situation in the last weeks of December did not alter. While a rather stable macroeconomic environment ensured a volume increase in most businesses compared to the low previous year, prices in Ocean continued to be under pressure given the new additions combined with subdued idling and ship recycling activities.

Faced with this environment and in line with previously announced measures, A.P. Moller - Maersk continued to focus on cash preservation measures and reduced its operating costs position with significant improvements in Ocean, Logistics & Services and more generally in SG&A.

Given the uncertainties ahead and in line with the implementation of its Integrator strategy, A.P. Moller - Maersk will exercise a prudent capital allocation. As a consequence, the Board of Directors proposes a dividend of DKK 515 per share, equivalent to a payout of approx. USD 1.2bn and has decided to demerge and spinoff the Svitzer towage activities, which will be subject to approval at an Extraordinary General Meeting in April 2024. As indicated in November 2023, the Board of Directors has decided to immediately suspend the share buy-back programme, with a re-initiation to be reviewed once market conditions in Ocean have settled.

Considering the significant oversupply challenges and high uncertainty about the duration and degree of the Red Sea disruption, A.P. Moller - Maersk expects an underlying EBITDA of USD 1.0bn to 6.0bn, an underlying EBIT of USD -5.0bn to 0.0bn and a free cash flow (FCF) of USD -5.0bn or higher for the full-year 2024, with front-loading towards the start of the year.

Highlights Q4 2023

A.P. Moller - Maersk's results for Q4 were marked by increasing volumes while rates continued to experience downward pressure, resulting in **revenue** for Q4 of USD 11.7bn (USD 12.1bn in Q3), a decrease of USD 6.1bn from Q4 2022 led by USD 6.1bn lower revenue in Ocean and lower revenue of USD 318 in Logistics & Services with revenue on par in Terminals. **EBITDA** decreased by USD 5.7bn to USD 839m (USD 1.9bn in Q3), driven by a USD 5.8bn lower contribution from Ocean. **EBIT** decreased by USD 5.7bn to negative USD 537m (USD 538m in Q3) stemming from Ocean.

 **Ocean** results turned negative in Q4, in line with expectations following the challenging market development. Volumes increased but from a low base in Q4 2022, due to improved global consumer demand, among other things following the normalisation of the inventory levels in North America. However, the increase in offered capacity in the market continues to put pressure on the rates which developed negatively across geographies with significant decreases as well as compared to Q4 2022, though less dramatically compared to Q3 2023. Cost containment remains a key focus while ensuring quality and reliability of the Ocean products.

 **Logistics & Services** business performance continues to be impacted by lower rates, particularly in the air and haulage business, however, with increasing volumes across the business except for warehousing and distribution. Profitability decreased versus previous year and sequentially with a continued emphasis on improving utilisation of assets to protect margins in a lower-rate environment. Profitability was also negatively impacted by restructuring costs.

 **Terminals** saw strong volume with like-for-like growth across all regions leading to a higher total revenue despite a normalisation in congestion-related storage. At the same time, total cost remains flat leading to an increase in earnings.

Free cash flow of negative USD 1.7bn (positive USD 6.5bn) declined due to decreased cash flow from operating activities and higher capital expenditures, slightly offset by higher financial income together with sale proceeds and dividends received.

Highlights Q4

USD million

	Revenue		EBITDA		EBIT		CAPEX	
	2023	2022	2023	2022	2023	2022	2023	2022
Ocean	7,180	13,299	196	6,034	-920	4,817	692	427
Logistics & Services	3,542	3,860	285	328	60	139	224	174
Terminals	1,019	999	303	288	234	232	220	132
Towage & Maritime Services	571	568	88	82	107	122	95	118
Unallocated activities, eliminations, etc.	-571	-906	-33	-192	-18	-188	20	44
A.P. Moller - Maersk consolidated	11,741	17,820	839	6,540	-537	5,122	1,251	895

Summary financial information

	Q4 2023	Q4 2022	12M 2023	12M 2022
Income statement				
Revenue	11,741	17,820	51,065	81,529
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	839	6,540	9,591	36,813
Depreciation, amortisation and impairment losses, net	1,580	1,612	6,615	6,186
Gain on sale of non-current assets, etc., net	84	33	523	101
Share of profit/loss in joint ventures and associated companies	120	161	435	132
Profit/loss before financial items (EBIT)	-537	5,122	3,934	30,860
Financial items, net	101	171	428	-629
Profit/loss before tax	-436	5,293	4,362	30,231
Tax	20	312	454	910
Profit/loss for the period	-456	4,981	3,908	29,321
A.P. Møller - Mærsk A/S' share	-436	4,950	3,822	29,198
Underlying profit/loss ¹	-442	4,863	3,954	29,703
Balance sheet				
Total assets	82,100	93,680	82,100	93,680
Total equity	55,090	65,032	55,090	65,032
Invested capital	50,430	52,410	50,430	52,410
Net interest-bearing debt	-4,658	-12,632	-4,658	-12,632
Cash flow statement				
Cash flow from operating activities	166	8,200	9,643	34,476
Repayments of lease liabilities	763	861	3,226	3,080
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	1,251	895	3,646	4,163
Cash flow from financing activities	-1,545	-1,601	-16,805	-14,135
Free cash flow	-1,714	6,462	3,967	27,107
Financial ratios				
Revenue growth	-34.1%	-3.7%	-37.4%	32.0%
EBITDA margin	7.1%	36.7%	18.8%	45.2%
EBIT margin	-4.6%	28.7%	7.7%	37.9%
Cash conversion	20%	125%	101%	94%
Return on invested capital after tax (ROIC) (last twelve months)	7.4%	60.4%	7.4%	60.4%
Equity ratio	67.1%	69.4%	67.1%	69.4%
Underlying ROIC ¹ (last twelve months)	7.5%	61.2%	7.5%	61.2%
Underlying EBITDA ¹	911	6,517	9,771	36,843
Underlying EBITDA margin ¹	7.8%	36.6%	19.1%	45.2%
Underlying EBIT ¹	-520	5,002	3,962	31,244
Underlying EBIT margin ¹	-4.4%	28.1%	7.8%	38.3%
Stock market ratios				
Earnings per share, USD	-27	278	227	1,600
Diluted earnings per share, USD	-27	277	227	1,595
Cash flow from operating activities per share, USD	16	461	572	1,889
Share price (B share), end of period, DKK	12,140	15,620	12,140	15,620
Share price (B share), end of period, USD	1,800	2,242	1,800	2,242
Total market capitalisation, end of period, USD	28,541	39,135	28,541	39,135

¹ Definition of terms → See page 23.

Review Q4 2023

Financials reflect significantly lower freight rates

Revenue decreased by USD 6.1bn to USD 11.7bn (USD 17.8bn) in Q4 2023, with a decrease of USD 6.1bn and USD 318m in Ocean and Logistics & Services, respectively, and with an increase of USD 20m in Terminals.

With inventory levels starting to normalise, in particular in North America, volumes improved across the board compared to Q4 2022. However, the downward pressure on rates was significant compared to Q4 2022 and further compared to Q3 2023 and was also negatively impacted by the oversupply in Ocean.

EBITDA decreased to USD 839m (USD 6.5bn) due to lower revenue, with a decrease in Ocean of USD 5.8bn because of significantly lower freight rates partly offset by lower operating costs, in Logistics & Services by USD 43m due to lower rates and utilisation of certain assets with an increase in Terminals by USD 15m.

Ocean (Q4 2022: 6.0bn)	Logistics & Services (Q4 2022: 328m)	Terminals (Q4 2022: 288m)
196m	285m	303m

EBIT decreased to a negative USD 537m (positive USD 5.1bn), with a negative EBIT margin of 4.6% (positive 28.7%), impacted by the decreased EBITDA, specifically in Ocean. In Logistics & Services, the EBIT margin of 1.7% (3.6%), was negatively impacted by contract logistics, air and restructuring costs. In Terminals, EBIT was on par.

Ocean (Q4 2022: 4.8bn)	Logistics & Services (Q4 2022: 139m)	Terminals (Q4 2022: 232m)
-920m	60m	234m

Financial items, net, was a gain of USD 101m (gain of USD 171m), positively impacted by increased interest income and capitalised interest, slightly offset by higher interest expense and foreign exchange rate impact.

Tax decreased to USD 20m (USD 312m), primarily due to lower profit before tax and utilisation of tax losses carried forward within the joint taxation group.

The underlying profit/loss of USD 442m (USD 4.9bn) was adjusted for net gains of USD 83m primarily from the net gain

Multi-year comparison of financials

From 2020 to 2022, the supply side of the logistics industry was disrupted by COVID-19, which accelerated already existing issues in the global supply chains with a significant impact on world trade.

The demand for logistics services significantly increased, and, in turn, freight rates saw all-time highs due to capacity shortages, where container availability and air capacity remained tight, and wait times for vessels outside of ports remained lengthy given the bottlenecks in landside transportation and warehousing.

As a result of this exceptional market, freight rates peaked in Q3 2022, which was the 16th quarter in a row with year-on-year earnings growth for A.P. Moller - Maersk. After that, the high demand eventually started to normalise as congestions eased, and consumer demand declined leading to an inventory overhang, the correction of which resulted in rapid and steep declines in shipped volumes and rates starting in late Q3 2022.

In Q4 2023, the deterioration of rates continued with the increased supply in Ocean.

Selected financials for Q4 2019-2023

USD million

	Q4 2023	Q4 2022	Q4 2021	Q4 2020	Q4 2019
Income statement					
Revenue	11,741	17,820	18,506	11,255	9,668
Ocean	7,180	13,299	14,589	8,257	7,148
Logistics & Services	3,542	3,860	3,016	2,061	1,529
Terminals	1,019	999	1,089	872	802
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	839	6,540	7,990	2,711	1,463
Profit/loss before financial items (EBIT)	-537	5,122	6,634	1,594	342
Profit/loss for the period	-456	4,981	6,109	1,301	-61
Cash flow statement					
Cash flow from operating activities	166	8,200	7,880	2,569	1,535
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	1,251	895	1,585	370	469
Free cash flow	-1,714	6,462	5,637	1,666	800
Financial ratios					
Revenue growth	-34.1%	-3.7%	64.4%	16.4%	-5.5%
EBITDA margin	7.1%	36.7%	43.2%	24.1%	15.1%
EBIT margin	-4.6%	28.7%	35.8%	14.2%	3.5%

on sale of shares in Höegh Autoliners of USD 39m and the sale of vessels and containers in Ocean of USD 28m, offset by restructuring charges of USD 78m.

Cash flow from operating activities of USD 166m (USD 8.2bn) was driven by EBITDA of USD 839m, partly offset by negative change in net working capital of USD 513m, translating into a cash conversion of 20% (125%).

Gross capital expenditure (CAPEX) of USD 1.3bn (USD 895m) was primarily driven by higher investments in Ocean from the Equinox-class vessel payment and ongoing modernisation in Terminals.

Free cash flow was negative USD 1.7bn (positive USD 6.5bn) due to decreased cash flow from operating activities and higher capital expenditures, slightly offset by higher financial income together with sale proceeds and dividends received.

Share buy-back

During Q4, A.P. Moller - Maersk bought back 93,698 A shares and 382,813 B shares, worth DKK 5.3bn (approximately USD 768m), which includes shares bought for the long-term incentive programme.

Capital structure, credit rating, dividend and share buy-back

Reference is made to page 33 in the A.P. Moller - Maersk's Annual Report 2023.

→ See the 2023 Annual Report

ESG update

For a full overview of A.P. Moller - Maersk's ESG strategy and roadmap, → see www.maersk.com/sustainability

For a summary ESG update for 2023, reference is made to page 20 in the A.P. Moller - Maersk's Annual Report 2023.

→ See the 2023 Annual Report

Market insights

Reference is made to page 14 in the A.P. Moller - Maersk's Annual Report 2023.

→ See the 2023 Annual Report



Guidance for 2024

Guidance is based on the expectation that global container volume growth in 2024 will be in the range of 2.5% to 4.5% and that A.P. Moller - Maersk will grow in line with the market. It is further expected that the significant oversupply challenges in the Ocean industry will materialise fully over

the course of 2024. High uncertainty remains around the duration and degree of the Red Sea disruption with the duration from one quarter to full year reflected in the guidance range. Front-loading is expected towards the start of 2024.

USDbn

EBITDA Underlying	1.0-6.0	EBIT Underlying	-5.0-0.0	Free cash flow (FCF) or higher	-5.0
CAPEX guidance, maintained 2023-2024		8.0-9.0	CAPEX guidance 2024-2025		9.0-10.0

Sensitivity guidance

Financial performance for A.P Moller - Maersk for 2024 depends on several factors subject to uncertainties related to the given uncertain macroeconomic conditions, bunker fuel prices and freight rates. All else being equal, the sensitivities for 2024 for four key assumptions are listed below:

Factors	Change	Effect on EBIT (Full year 2024)
Container freight rate	+/- 100 USD/FFE	+/- USD 1.2bn
Container freight volume	+/- 100,000 FFE	+/- USD 0.1bn
Bunker price (net of expected BAF coverage)	+/- 100 USD/tonne	+/- USD 0.3bn
Foreign exchange rate (net of hedges)	+/- 10% change in USD	+/- USD 0.3bn

For an update on the financial guidance and the roadmap towards 2025 with specific targets for the transformation towards becoming the integrator of container logistics, as well as the ESG commitments for present, medium and long-term reference is made to page 34-35 in the A.P Moller - Maersk's Annual Report 2023.
→ See the 2023 Annual Report

Forward-looking statements

The Interim Report contains forward-looking statements. Such statements are subject to risks and uncertainties as several factors, many of which are beyond A.P Moller - Maersk's control, may cause the actual development and results to differ materially from expectations contained in the Interim Report.

Segments

Ocean

Ocean reported a significant increase in loaded volumes of 11%, approaching historical levels after proceeding a low base in Q4 2022. In line with expectations, following the challenging market development, Ocean reported an EBITDA of USD 196m (USD 6.0bn) and an EBIT of negative USD 920m (positive USD 4.8bn). The volume increase was due to improved global consumer demand, among other things following the normalisation of the inventory levels in North America. However, the increase in offered capacity in the market has put pressure on the rates which developed negatively across geographies with a decrease compared to Q4 2022 and Q3 2023 of 50% and 8.1%, respectively. Total operating costs decreased by 3.2% compared to Q4 2022. Given the continuous challenging market, cost containment remains a key focus while ensuring quality and reliability of the Ocean products.

Financial and operational performance

Revenue decreased due to a decline in freight revenue of 49% with loaded freight rates down by 50%, partly offset by 11% higher loaded volumes. Revenue decreased by USD 717m or 9.1% compared to Q3 2023 mainly due to lower rates.

Ocean performance Q4 2019-2023

USD million

	Q4 2023	Q4 2022	Q4 2021	Q4 2020	Q4 2019
Revenue	7,180	13,299	14,589	8,257	7,148
Total operating costs	7,056	7,293	7,319	6,044	5,971
EBIT	-920	4,817	6,346	1,327	259
EBIT margin	-12.8%	36.2%	43.5%	16.1%	3.6%
<i>Operational and financial metrics</i>					
Loaded volumes	3,108	2,807	3,263	3,400	3,294
Loaded freight rate	1,925	3,869	4,009	2,192	1,862
Unit cost, fixed bunker	2,280	2,638	2,327	2,070	2,030

Ocean highlights

	Q4 2023	Q4 2022	12M 2023	12M 2022
Freight revenue	5,889	11,581	28,421	56,499
Other revenue, including hubs	1,291	1,718	5,232	7,800
Revenue	7,180	13,299	33,653	64,299
Container handling costs	2,353	2,477	9,233	10,214
Bunker costs	1,647	1,834	6,064	8,077
Network costs, excluding bunker costs	1,737	1,771	6,917	7,516
Selling, General & Administration (SG&A) costs	686	778	2,921	2,947
Cost of goods sold and other operational costs	633	433	1,646	1,835
Total operating costs	7,056	7,293	26,781	30,589
Other income/costs, net	72	28	68	60
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	196	6,034	6,940	33,770
EBITDA margin	2.7%	45.4%	20.6%	52.5%
Profit before financial items (EBIT)	-920	4,817	2,227	29,149
EBIT margin	-12.8%	36.2%	6.6%	45.3%
Invested capital	29,851	32,368	29,851	32,368
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	692	427	1,987	2,620
<i>Operational and financial metrics</i>				
Loaded volumes (FFE in '000)	3,108	2,807	11,904	11,924
Loaded freight rate (USD per FFE)	1,925	3,869	2,313	4,628
Unit cost, fixed bunker (USD per FFE incl. VSA income) ¹	2,280	2,638	2,371	2,533
Bunker price, average (USD per tonne)	655	720	616	763
Bunker consumption (tonne in '000)	2,513	2,547	9,838	10,579
Average operated fleet capacity (TEU in '000)	4,131	4,270	4,162	4,285
Fleet owned (end of period)	310	318	310	318
Fleet chartered (end of period)	362	389	362	389

¹ Unit cost, fixed bunker figures have been restated as a result of the fixed bunker price being changed to 550 USD/tonne from 450 USD/tonne.

Loaded volumes

	FFE ('000)			
	Q4 2023	Q4 2022	Change	Change %
East-West	1,462	1,247	215	17.2
North-South	1,001	919	82	8.9
Intra-regional	645	641	4	0.6
Total	3,108	2,807	301	10.7

Average freight rates

	USD/FFE			
	Q4 2023	Q4 2022	Change	Change %
East-West	1,818	4,066	-2,248	-55.3
North-South	2,702	4,705	-2,003	-42.6
Intra-regional	1,405	2,353	-948	-40.3
Total	1,925	3,869	-1,944	-50.2

Fleet overview, end Q4 2023

	Q4 2023	Q4 2022
<i>'000 TEU</i>		
Own container vessels	2,363	2,393
Chartered container vessels	1,754	1,828
Total fleet capacity	4,117	4,221
<i>Number of vessels</i>		
Own container vessels	310	318
Chartered container vessels	362	389
Total fleet	672	707

EBITDA decreased by USD 5.8bn to USD 196m (USD 6.0bn), due to lower revenue, partly offset by lower costs, and the EBITDA margin decreased by 43 percentage points to 2.7% (45.4%). EBITDA decreased by USD 937m compared to Q3 2023. Correspondingly, **EBIT** decreased by USD 5.7bn to negative USD 920m (positive USD 4.8bn) and decreased by USD 893m compared to Q3 2023.

Loaded volumes increased significantly by 11% due to higher demand for Asia to Europe, North and Latin America as well as Africa trades. Loaded volumes were largely on a par with Q3 2023, with a decrease of 58k FFE or 1.8%.

The **average loaded freight rate** decreased by 50% driven by a rate decline in most trades. The average loaded freight rate decreased by 170 USD/FFE or 8.1% compared to Q3 2023 (2,095 USD/FFE).

Total operating costs were 3.2% lower despite an increase in volumes driven by lower bunker costs, lower container handling costs and lower slot charter costs, which decreased by 10%, 5.0% and 29%, respectively, compared to Q4 2022. The net impact of foreign exchange rates was negligible. Total operating costs increased slightly compared to Q3 2023 due to marginally higher network costs driven by bunker costs.

Bunker costs decreased by 10% driven by a decrease in bunker price of 9.0% to 655 USD/tonne (720 USD/tonne) and a 1.3% decrease in bunker consumption. Bunker efficiency improved by 8.1% to 39.1 g/TEU*NM (42.5 g/TEU*NM). Bunker costs were 12% higher compared to Q3 2023 due to an increase in the bunker price.

The **unit cost at fixed bunker** decreased by 14% to 2,280 USD/FFE (2,638 USD/FFE), driven by a lower Time Charter Equivalent, terminal costs, bunker consumption and higher volumes. The net impact of foreign exchange rates was negligible. The unit cost at fixed bunker decreased by 7 USD/FFE or 0.3% compared to Q3 2023.

The **average operated capacity** decreased by 3.3% compared to Q4 2022. The current order book for carbon-neutral vessels able to operate on green fuel totals 24 at the end of Q4 2023. The fleet consisted of 310 owned and 362 chartered vessels, of which 149k TEU or 3.6% (20 vessels) of the fleet were idle, including due to dry docking and repairs.



Logistics & Services

For Logistics & Services, the progression in volume growth year-over-year was driven by all products, except Warehouse and Distribution. Despite increasing volumes, revenue performance was negatively impacted by continuing low rates across all products compared to Q4 2022. Logistics & Services continues to focus on cost management to readjust its cost base through operational efficiencies and an increase in asset utilisation with the impact expected to materialise progressively in 2024.

Financial and operational performance

Revenue decreased by 8.2% to USD 3.5bn (USD 3.9bn) driven by all three 'by Maersk' service models. Organic revenue growth was negative 10%, affected by lower rates across all products. Organic decline was primarily from retail, lifestyle, automotive and technology verticals. The 2023 acquisitions of the Martin Bencher Group and Grindrod Logistics contributed revenue growth of USD 59m in Q4 2023. In Q4 2023, more than 70% of the decline in organic revenue was driven by the top 200 customers.

Organic/inorganic

	USD million			
	2022	Organic	Inorganic	2023
Revenue	3,860	-377	59	3,542
Growth		-10%	2%	
EBITA	183	-86	7	104

Managed by Maersk's revenue decreased by USD 130m to USD 479m (USD 609m), affected by lower rates in Lead Logistics and Customs, partly offset by higher volumes from both Supply Chain Management and Customs, with declarations at 1,474k in Q4 2023 (1,342k in Q4 2022).

Fulfilled by Maersk's revenue decreased by USD 119m to USD 1.5bn (USD 1.6bn), driven by lower volumes from Warehousing and Distribution, mainly in North America.

Transported by Maersk's revenue decreased by USD 69m to USD 1.6bn (USD 1.7bn), due to lower rates in Air, LCL and Inland. This was partly offset by higher volumes and inorganic revenue growth.

EBITDA decreased by USD 43m due to lower rates, and the EBITDA margin decreased to 8.0% (8.5%).

The **EBIT margin** of 1.7% (3.6%), was affected by lower freight rates, along with a higher cost base due to restructuring charges of USD 33m.

Terminals

Terminals' volume grew significantly during Q4 2023 with an 6.8% like-for-like (LFL) increase adjusted for exits, bouncing back from a very weak Q4 2022. Particularly the Americas and Africa recovered well with 10-12% (LFL) growth, while the remaining regions grew 2-4% (LFL). Compared to Q3 2023, volumes were flat. Utilisation only increased by 3 percentage

points to 77% as the ongoing terminal modernisation programme increased capacity in North America and Europe. The EBITDA margin remains strong and improved by 0.9 percentage points to 29.7% as Terminals managed to implement effective cost-saving measures despite inflationary pressure, ensuring that cost per move (LFL) remained at par. CAPEX increased to USD 220m (USD 132m) driven by modernisation programmes in North America and in Spain.

Financial and operational performance

Revenue increased by 2.0% to USD 1.0bn (USD 999m) due to an increase in volume, partly offset by a normalisation of storage revenue. Volumes increased by 3.2% (increase of 6.8% like-for-like excluding exits), driven by strong market recovery in the Americas with higher volumes across most terminals. Utilisation increased to 77% (74%) as the increase in volumes was partly offset by increasing capacity in North America and Europe. Revenue per move decreased by 1.8% to USD 321 (USD 327), due to lower congestion related storage revenue and exits, while underlying tariffs increased in line with local inflation. Cost per move decreased by 2.4% to USD 267 (USD 273) due to a positive volume impact, exits and measures taken to mitigate the impact of inflation on the cost base.

At fixed foreign exchange rates and terminal mix, revenue per move increased by 1.2% while cost per move increased by 0.6%.

Logistics & Services highlights

	Q4 2023	Q4 2022	12M 2023	12M 2022
Revenue	3,542	3,860	13,916	14,423
Direct costs (third-party costs)	2,492	2,831	9,694	10,717
Gross profit	1,050	1,029	4,222	3,706
Direct operating expenses	488	435	1,895	1,482
Selling, General & Administration (SG&A)	277	266	1,076	846
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	285	328	1,251	1,378
EBITDA margin	8.0%	8.5%	9.0%	9.6%
Profit after depreciation and impairment losses, before amortisations (EBITA)	104	183	619	944
EBITA margin	2.9%	4.7%	4.4%	6.5%
Profit before financial items (EBIT)	60	139	446	814
EBIT margin	1.7%	3.6%	3.2%	5.6%
Invested capital	10,779	9,858	10,779	9,858
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	224	174	771	657
<i>Operational and financial metrics</i>				
EBIT conversion (EBIT/gross profit - %)	5.7%	13.5%	10.6%	22.0%
Managed by Maersk revenue ¹	479	609	2,168	2,491
Fulfilled by Maersk revenue ¹	1,450	1,569	5,452	4,916
Transported by Maersk revenue ¹	1,613	1,682	6,296	7,016
Supply chain management volumes (cbm in '000)	26,114	24,568	102,252	110,264
Intermodal volumes (FFE in '000)	1,017	969	4,031	4,526
Air freight volumes (tonne in '000)	85	54	295	211

¹ The 2022 by Maersk revenue figures have been restated in order to reflect changes within the Logistics & Services model definition.

Regional volume¹

	Moves ('000)		
	Q4 2023	Q4 2022	Growth %
North America	789	706	11.8
Latin America	603	592	1.9
Europe and the Baltics	667	657	1.6
Africa	205	248	-17.3
Asia and Middle East	904	867	4.3
Total	3,168	3,070	3.2

1 Financially consolidated.

EBITDA increased by USD 15m to USD 303m (USD 288m), with the impact of higher volumes being only partly offset by a reduction in storage revenue. Accordingly, the EBITDA margin increased to 29.7% (28.8%).

EBIT increased by USD 2m to USD 234m, driven by the higher volume.

ROIC (LTM) increased to 10.5% (7.6%), driven by the impact of the GPI divestment in 2022. Adjusted for the GPI divestment, ROIC decreased by 1.8% from 12.3% in 2022 due to the gradual normalisation of storage revenue during 2023.

CAPEX increased to USD 220m (USD 132m), driven by the ongoing modernisation of terminals in Los Angeles, USA, Elizabeth, USA, and Barcelona, Spain, and the completion of construction work in Mumbai, India.

Terminals performance Q4 2019-2023

	USD million				
	Q4 2023	Q4 2022	Q4 2021	Q4 2020	Q4 2019
Revenue	1,019	999	1,089	872	802
Total operating costs	716	711	705	555	549
EBIT	234	232	307	174	166
EBITDA margin	29.7%	28.8%	35.3%	36.4%	31.5%
<i>Operational and financial metrics</i>					
ROIC	10.5%	7.6%	10.9%	6.5%	5.8%
Volumes ('000)	3,168	3,070	3,232	3,122	2,978
Revenue per move	321	327	336	279	274
Cost per move	267	273	259	220	230

In **North America**, volume increased by 12% due to a strong market recovery. Utilisation only increased by 3 percentage points to 74% due to increased capacity from ongoing modernisation projects.

In **Asia and Middle East**, volume increased by 4.3%, driven by higher volumes from new customers in Yokohama, Japan, partly offset by lower volume in Mumbai, India, due to construction. Utilisation increased to 88% (80%).

Terminals highlights

	Q4 2023	Q4 2022	12M 2023	12M 2022
Revenue	1,019	999	3,844	4,371
Concession fees (excl. capitalised lease expenses)	77	79	308	362
Labour costs (blue collar)	299	327	1,121	1,270
Other operational costs	213	155	618	638
Selling, General & Administration (SG&A) and other costs, etc.	127	150	519	566
Total operating costs	716	711	2,566	2,836
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	303	288	1,278	1,535
EBITDA margin	29.7%	28.8%	33.2%	35.1%
Profit/loss before financial items (EBIT)	234	232	980	832
EBIT margin	23.0%	23.2%	25.5%	19.0%
Invested capital	7,813	7,593	7,813	7,593
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	220	132	541	516
<i>Operational and financial metrics</i>				
Volumes – financially consolidated (moves in '000)	3,168	3,070	12,204	12,752
Ocean segment	1,090	1,053	4,245	4,558
External customers	2,078	2,017	7,959	8,194
Revenue per move – financially consolidated (USD)	321	327	313	341
Cost per move – financially consolidated (USD)	267	273	252	263
Result from joint ventures and associated companies (USDm)	91	60	282	-46

In **Latin America**, volume increased by 1.9%, driven by higher volume in Pecem, Brazil, and Callao, Peru, partly offset by the exit from Itajai, Brazil. Adjusted for the exit volume increased by 9.8% while utilisation increased to 81% (77%).

In **Europe**, volume increased by 1.6% due to strong demand in Poti, Georgia, partly offset by a weaker performance in Aarhus, Denmark. Utilisation decreased to 67% (74%) due to increased capacity in existing terminals.

In **Africa**, volume decreased by 18% purely driven by the divestment of Luanda, Angola. Adjusted for the exit, volume increased by 9.5%, mainly driven by Apapa, Nigeria, while utilisation increased to 71% (60%).

Results from joint ventures and associated companies

The share of profits in joint ventures and associated companies increased to USD 91m (USD 60m), driven by higher results in West Africa.



Towage & Maritime Services

Revenue was USD 571m (USD 568m) with an EBITDA of USD 88m (USD 82m). EBIT decreased by USD 15m to 107m (USD 122m).

Towage

Financial and operational performance

Revenue in Svitser increased by USD 26m to USD 222m (USD 196m), and adjusted for foreign exchange rate effects, the increase was 11% or USD 23m. Harbour Towage revenue increased by USD 16m driven by activity and tariff increases across most regions, and new contracts commenced in Europe and Australia.

EBITDA increased to USD 66m (USD 59m), due to increased revenue partly offset by increased fuel and other operating costs. EBIT increased to USD 39m (USD 36m) driven by the higher EBITDA slightly offset by higher depreciations and lower gain on sale of assets.

Results from joint ventures and associated companies

The share of profit in joint ventures and associated companies was USD 3m (USD 5m).

Maritime Services

For **Maersk Container Industry**, revenue increased by USD 77m to USD 158m (USD 81m), driven by higher market demand. EBITDA was on par at USD 15m (USD 14m) with Q4 2022 positively impacted by a non-recurring provision. EBIT increased to USD 11m (USD 7m).

EBIT in **Other Maritime Services** decreased by USD 20m to USD 57m (USD 77m) as the contribution from Höegh Autoliners AS decreased by USD 71m due to the divestment of share ownership and was partially offset by a gain on sale of shares of USD 39m as it was fully divested in Q4 2023.

Financials

Condensed income statement

Note	Q4 2023	Q4 2022	12M 2023	12M 2022
1 Revenue	11,741	17,820	51,065	81,529
1 Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	839	6,540	9,591	36,813
Depreciation, amortisation and impairment losses, net	1,580	1,612	6,615	6,186
4 Gain on sale of non-current assets, etc., net	84	33	523	101
Share of profit/loss in joint ventures and associated companies	120	161	435	132
1 Profit/loss before financial items (EBIT)	-537	5,122	3,934	30,860
Financial items, net	101	171	428	-629
Profit/loss before tax	-436	5,293	4,362	30,231
Tax	20	312	454	910
Profit/loss for the period	-456	4,981	3,908	29,321
<i>Of which:</i>				
Non-controlling interests	-20	31	86	123
A.P. Møller - Mærsk A/S' share	-436	4,950	3,822	29,198
Earnings per share, USD	-27	278	227	1,600
Diluted earnings per share, USD	-27	277	227	1,595

Condensed statement of comprehensive income

	Q4 2023	Q4 2022	12M 2023	12M 2022
Profit/loss for the period	-456	4,981	3,908	29,321
Translation from functional currency to presentation currency	219	353	-16	-551
Reclassified to income statement, gain on sale of non-current assets, etc., net	2	-9	44	53
Cash flow hedges	93	81	16	115
Tax on other comprehensive income	-2	9	-6	-10
Share of other comprehensive income of joint ventures and associated companies, net of tax	-3	-2	-1	6
Total items that have been or may be reclassified subsequently to the income statement	309	432	37	-387
Other equity investments	26	-34	17	54
Actuarial gains/losses on defined benefit plans, etc.	8	36	9	36
Tax on other comprehensive income	3	30	3	30
Total items that will not be reclassified to the income statement	37	32	29	120
Other comprehensive income, net of tax	346	464	66	-267
Total comprehensive income for the period	-110	5,445	3,974	29,054
<i>Of which:</i>				
Non-controlling interests	-25	29	71	92
A.P. Møller - Mærsk A/S' share	-85	5,416	3,903	28,962

Condensed balance sheet at 31 December

	2023	2022
Intangible assets	10,124	10,785
Property, plant and equipment	27,059	28,194
Right-of-use assets	9,670	10,967
Financial non-current assets, etc.	3,882	3,272
Deferred tax	343	399
Total non-current assets	51,078	53,617
Inventories	1,658	1,604
2 Receivables, etc.	20,873	27,391
Securities	-	942
Cash and bank balances	6,701	10,057
Assets held for sale	1,790	69
Total current assets	31,022	40,063
Total assets	82,100	93,680
	2023	2022
3 Equity attributable to A.P. Møller - Mærsk A/S	54,030	63,991
Non-controlling interests	1,060	1,041
Total equity	55,090	65,032
Lease liabilities, non-current	7,798	8,582
Borrowings, non-current	4,169	3,774
Other non-current liabilities	2,652	2,971
Total non-current liabilities	14,619	15,327
Lease liabilities, current	2,650	3,032
Borrowings, current	197	255
Other current liabilities	9,296	10,025
Liabilities associated with assets held for sale	248	9
Total current liabilities	12,391	13,321
Total liabilities	27,010	28,648
Total equity and liabilities	82,100	93,680

Condensed cash flow statement

Note	Q4 2023	Q4 2022	12M 2023	12M 2022
Profit/loss before financial items	-537	5,122	3,934	30,860
Non-cash items, etc.	1,370	1,643	5,973	6,225
Change in working capital	-513	1,678	417	-1,808
Cash flow from operating activities before tax	320	8,443	10,324	35,277
Taxes paid	-154	-243	-681	-801
Cash flow from operating activities	166	8,200	9,643	34,476
Purchase of intangible assets and property, plant and equipment (CAPEX)	-1,251	-895	-3,646	-4,163
Sale of intangible assets and property, plant and equipment	46	47	601	303
4 Acquisition of subsidiaries and activities	-2	-20	-140	-4,774
4 Sale of subsidiaries and activities	-7	-19	953	2
Acquisition of joint ventures and associated companies	-	-46	-18	-46
Sale of joint ventures and associated companies	168	3	356	219
Dividends received	121	83	305	327
Sale of other equity investments	-	5	22	31
Financial investments, etc., net	1,461	-3,991	5,644	-13,518
Cash flow from investing activities	536	-4,833	4,077	-21,619
Repayments of/proceeds from borrowings, net	33	35	185	-717
Repayments of lease liabilities	-763	-861	-3,226	-3,080
Financial payments, net	108	29	853	-238
Financial expenses paid on lease liabilities	-141	-141	-563	-518
Purchase of treasury shares	-771	-685	-3,120	-2,738
Dividends distributed	-	-	-10,876	-6,847
Dividends distributed to non-controlling interests	-25	-23	-92	-78
Other equity transactions	14	45	34	81
Cash flow from financing activities	-1,545	-1,601	-16,805	-14,135
Net cash flow for the period	-843	1,766	-3,085	-1,278
Cash and cash equivalents, beginning of period	7,612	8,330	10,038	11,565
Currency translation effect on cash and bank balances	-39	-58	-223	-249
Cash and cash equivalents, end of period	6,730	10,038	6,730	10,038
Of which classified as assets held for sale	-47	-1	-47	-1
Cash and cash equivalents, end of period	6,683	10,037	6,683	10,037
<i>Cash and cash equivalents</i>				
Cash and bank balances	6,701	10,057	6,701	10,057
Overdrafts	18	20	18	20
Cash and cash equivalents, end of period	6,683	10,037	6,683	10,037

Cash and bank balances include USD 1.0bn (USD 1.4bn at 31 December 2022) relating to cash and bank balances in countries with exchange control or other restrictions. These funds are not readily available for general use by the parent company or other subsidiaries.

Condensed statement of changes in equity

Note	A.P. Møller - Mærsk A/S						Non-controlling interests	Total equity
	Share capital	Translation reserve	Reserve for other equity investments	Reserve for hedges	Retained earnings	Total		
Equity 1 January 2023	3,392	-1,232	212	-27	61,646	63,991	1,041	65,032
Other comprehensive income, net of tax	-	84	-25	12	10	81	-15	66
Profit for the period	-	-	-	-	3,822	3,822	86	3,908
Total comprehensive income for the period	-	84	-25	12	3,832	3,903	71	3,974
Dividends to shareholders	-	-	-	-	-10,824	-10,824	-94	-10,918
Value of share-based payment	-	-	-	-	28	28	-	28
Acquisition of non-controlling interests	-	-	-	-	-16	-16	15	-1
Sale of non-controlling interests	-	-	-	-	-	-	1	1
3 Purchase of treasury shares	-	-	-	-	-3,072	-3,072	-	-3,072
3 Sale of treasury shares	-	-	-	-	24	24	-	24
3 Capital increases and decreases	-206	-	-	-	206	-	26	26
Transfer of gain/loss on disposal of equity investments to retained earnings	-	-	2	-	-2	-	-	-
Transfer of cash flow hedge reserve to non-current assets	-	-	-	-4	-	-4	-	-4
Total transactions with shareholders	-206	-	2	-4	-13,656	-13,864	-52	-13,916
Equity 31 December 2023	3,186	-1,148	189	-19	51,822	54,030	1,060	55,090
Equity 1 January 2022	3,513	-767	135	-160	41,787	44,508	1,080	45,588
Other comprehensive income, net of tax	-	-465	90	103	36	-236	-31	-267
Profit for the period	-	-	-	-	29,198	29,198	123	29,321
Total comprehensive income for the period	-	-465	90	103	29,234	28,962	92	29,054
Dividends to shareholders	-	-	-	-	-6,845	-6,845	-80	-6,925
Value of share-based payment	-	-	-	-	26	26	-	26
Sale of non-controlling interests	-	-	-	-	1	1	-1	-
Sale of subsidiaries	-	-	-	-	-	-	-67	-67
3 Purchase of treasury shares	-	-	-	-	-2,785	-2,785	-	-2,785
3 Sale of treasury shares	-	-	-	-	31	31	-	31
3 Capital increases and decreases	-121	-	-	-	121	-	17	17
Transfer of gain/loss on disposal of equity investments to retained earnings	-	-	-13	-	13	-	-	-
Transfer of cash flow hedge reserve to non-current assets	-	-	-	30	-	30	-	30
Other equity movements	-	-	-	-	63	63	-	63
Total transactions with shareholders	-121	-	-13	30	-9,375	-9,479	-131	-9,610
Equity 31 December 2022	3,392	-1,232	212	-27	61,646	63,991	1,041	65,032

Note 1 Segment information

	Ocean	Logistics & Services	Terminals	Towage & Maritime Services	Unallocated items	Eliminations	Consolidated total
<i>Q4 2023</i>							
External revenue	6,881	3,555	763	510	32	-	11,741
Inter-segment revenue	299	-13	256	61	10	-613	-
Total revenue	7,180	3,542	1,019	571	42	-613	11,741
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	196	285	303	88	-28	-5	839
Profit/loss before financial items (EBIT)	-920	60	234	107	-17	-1	-537
<i>Key metrics</i>							
Invested capital	29,851	10,779	7,813	2,037	-12	-38	50,430
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	692	224	220	95	29	-9	1,251

	Ocean	Logistics & Services	Terminals	Towage & Maritime Services	Unallocated items	Eliminations	Consolidated total
<i>Q4 2022</i>							
External revenue	12,628	3,945	736	482	29	-	17,820
Inter-segment revenue	671	-85	263	86	7	-942	-
Total revenue	13,299	3,860	999	568	36	-942	17,820
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	6,034	328	288	82	-188	-4	6,540
Profit before financial items (EBIT)	4,817	139	232	122	-189	1	5,122
<i>Key metrics</i>							
Invested capital	32,368	9,858	7,593	2,794	-145	-58	52,410
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	427	174	132	118	14	30	895

Note 1 Segment information – continued

	Ocean	Logistics & Services	Terminals	Towage & Maritime Services	Unallocated items	Eliminations	Consolidated total
<i>12M 2023</i>							
External revenue	32,149	14,075	2,859	1,865	117	-	51,065
Inter-segment revenue	1,504	-159	985	295	39	-2,664	-
Total revenue	33,653	13,916	3,844	2,160	156	-2,664	51,065
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	6,940	1,251	1,278	320	-192	-6	9,591
Profit before financial items (EBIT)	2,227	446	980	457	-187	11	3,934
<i>Key metrics</i>							
Invested capital	29,851	10,779	7,813	2,037	-12	-38	50,430
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	1,987	771	541	318	42	-13	3,646

	Ocean	Logistics & Services	Terminals	Towage & Maritime Services	Unallocated items	Eliminations	Consolidated total
<i>12M 2022</i>							
External revenue	61,497	14,710	3,323	1,894	105	-	81,529
Inter-segment revenue	2,802	-287	1,048	399	26	-3,988	-
Total revenue	64,299	14,423	4,371	2,293	131	-3,988	81,529
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	33,770	1,378	1,535	369	-207	-32	36,813
Profit before financial items (EBIT)	29,149	814	832	307	-229	-13	30,860
<i>Key metrics</i>							
Invested capital	32,368	9,858	7,593	2,794	-145	-58	52,410
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	2,620	657	516	350	35	-15	4,163

USD million	Types of revenue	Q4 2023	Q4 2022	12M 2023	12M 2022
Ocean	Freight revenue	5,889	11,581	28,421	56,499
	Other revenue, including hubs	1,291	1,718	5,232	7,800
Logistics & Services	Managed by Maersk ¹	479	609	2,168	2,491
	Fulfilled by Maersk ¹	1,450	1,569	5,452	4,916
	Transported by Maersk ¹	1,613	1,682	6,296	7,016
Terminals	Terminal services	1,019	999	3,844	4,371
Towage & Maritime Services	Towage services	222	196	839	774
	Sale of containers and spare parts	158	81	496	499
	Offshore supply services ²	-	98	111	390
	Other shipping activities ²	46	68	263	282
	Other services	145	125	451	348
Unallocated activities and eliminations		-571	-906	-2,508	-3,857
Total revenue		11,741	17,820	51,065	81,529

1 The 2022 by Maersk revenue figures have been restated in order to reflect changes within the Logistics & Services model definition.

2 Revenue from US Marine Management and Maersk Supply Service are included in Other shipping activities and Offshore supply services, respectively, for the period 1 January 2023 until divestment.

Note 2 Term deposits

Receivables, etc. amount to USD 21.0bn (USD 27.4bn at 31 December 2022) and consist primarily of term deposits with a maturity of more than three months amounting to USD 12.8bn (USD 17.6bn at 31 December 2022).

Note 3 Share capital

Development in the number of shares:

	A shares of		B shares of		Nominal value	
	DKK 1,000	DKK 500	DKK 1,000	DKK 500	DKK million	USD million
1 January 2022	10,468,107	216	8,907,718	166	19,376	3,513
Conversion	1	-2	3	-6	-	-
Cancellations	133,779	-	535,076	-	669	121
31 December 2022	10,334,329	214	8,372,645	160	18,707	3,392
1 January 2023	10,334,329	214	8,372,645	160	18,707	3,392
Conversion	1	-2	1	-2	-	-
Cancellations	227,390	-	910,056	-	1,137	206
31 December 2023	10,106,940	212	7,462,590	158	17,570	3,186

All shares are fully issued and paid up.

One A share of DKK 1,000 holds two votes. B shares have no voting rights.

At the Annual General Meeting of A.P. Møller - Mærsk A/S on 28 March 2023, the shareholders decided on the cancellation of treasury shares whereby the share capital would be decreased from nominally DKK 18,707,161,000 to nominally DKK 17,569,715,000. The cancellation was completed during Q2 2023.

Development in the holding of treasury shares:

	No. of shares of DKK 1,000		Nominal value DKK million		% of share capital	
	2023	2022	2023	2022	2023	2022
Treasury shares						
<i>A shares</i>						
1 January	201,717	120,494	202	121	1.08%	0.62%
Additions	332,309	215,002	332	215	1.89%	1.15%
Cancellations	227,390	133,779	227	134	1.22%	0.69%
31 December	306,636	201,717	307	202	1.75%	1.08%
<i>B shares</i>						
1 January	887,557	549,587	888	550	4.74%	2.84%
Additions	1,327,842	904,856	1,328	905	7.54%	4.83%
Cancellations	910,056	535,076	910	535	4.86%	2.76%
Disposals	26,223	31,810	27	32	0.14%	0.17%
31 December	1,279,120	887,557	1,279	888	7.28%	4.74%

The share buy-back programme was carried out with the purpose to adjust the capital structure of the company. Cancellation of shares which are not used for hedging purposes for the long-term incentive programmes will be proposed at the Annual General Meeting.

Disposals of treasury shares are related to the share option plan and the restricted share unit plan.

From 1 January 2023 to 31 December 2023, A.P. Møller - Mærsk A/S bought back as treasury shares 171,022 A shares with a nominal value of DKK 171m and 514,238 B shares with a nominal value of DKK 514m from A.P. Møller Holding A/S as well as 162,005 B shares with a nominal value of DKK 162m from A.P. Møller og Hustru Chastine Mc-Kinney Møllers Familie-fond, which are considered related parties.

The dividend of DKK 4,300 per share of DKK 1,000 – a total of DKK 74.4bn is equivalent to USD 10.9bn, excluding treasury shares. Of this, USD 9.4bn was paid to shareholders on 31 March 2023 and the withholding tax of USD 1.5bn was paid during Q2 2023. Payment of dividends to shareholders does not trigger taxes for A.P. Møller - Maersk.

Note 4 Commitments

The total commitment across segments of USD 4.9bn (USD 5.0bn at 31 December 2022) is related to investments in new methanol container vessels, tugs and aircraft as well as commitments towards terminal concession grantors.

Note 5 Accounting policies, judgements and significant estimates

The interim consolidated financial statements have been prepared in accordance with IAS 34 Interim Financial Reporting as issued by the International Accounting Standards Board (IASB) and adopted by the EU and additional Danish disclosure requirements for interim financial reporting of listed companies. The accounting policies, judgements and significant estimates are consistent with those applied in the Annual Report 2022, except for below.

Amendments to IAS 12 Income Taxes

In May 2023, the IASB issued amendments to IAS 12 Income Taxes, which provides temporary relief from the requirement to recognise and disclose deferred taxes arising from enacted or substantively enacted tax law that implements the Pillar Two Model Rules published by the OECD, including tax law that implements qualified domestic minimum top-up taxes. The amendments have been adopted by the EU, and the company has applied this relief. Taking the transitional Safe Harbour regulations into consideration, the full effect of Pillar Two has been assessed, and the analysis shows that no material top-up tax should apply to the company in 2024.

Deferred tax related to assets and liabilities arising from a single transaction: The amendments narrow the scope of the initial recognition exception so that it no longer applies to transactions that give rise to equal taxable and deductible temporary differences such as leases and decommissioning liabilities. The amendments had no material impact on the Group's consolidated financial statements.

Management's statement

The Board of Directors and the Executive Board have considered and approved the Annual Report of A.P. Møller - Mærsk A/S for 2023, including the audited consolidated financial statements. The Board of Directors and the Executive Board have also approved this interim report for 2023, containing condensed financial information. This interim report for 2023 has not been audited or reviewed by the company's independent auditor.

The consolidated financial statements in the Annual Report 2023 have been prepared in accordance with IFRS Accounting Standards as adopted by the EU, and further requirements in the Danish Financial Statements Act.

In our opinion, the interim consolidated financial statements (pages 13-20) give a true and fair view of A.P. Møller - Maersk's consolidated assets, liabilities and financial position at 31 December 2023 and of the results of A.P. Møller - Maersk's consolidated operations and cash flows for 2023.

The Management Review (pages 3-12), in our opinion, includes a fair review of the development in A.P. Møller - Maersk's operations and financial conditions, the results for the period, cash flows and financial position.

Together with what is disclosed in the Annual Report 2023, this interim report for Q4 2023 furthermore provides a description of the most significant risks and uncertainty factors that A.P. Møller - Maersk faces.

Copenhagen, 8 February 2024

Executive Board

Vincent Clerc
CEO

Patrick Jany
CFO

Board of Directors

Robert Mærsk Uggla
Chair

Marc Engel
Vice Chair

Bernard L. Bot

Marika Fredriksson

Arne Karlsson

Thomas Lindegaard Madsen

Amparo Moraleda

Kasper Rørsted

Julija Voitiekute

Quarterly summary

	2023				2022			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Income statement								
Revenue	11,741	12,129	12,988	14,207	17,820	22,767	21,650	19,292
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	839	1,878	2,905	3,969	6,540	10,862	10,327	9,084
Depreciation, amortisation and impairment losses, net	1,580	1,584	1,571	1,880	1,612	1,649	1,418	1,507
Gain on sale of non-current assets, etc., net	84	136	163	140	33	4	37	27
Share of profit/loss in joint ventures and associated companies	120	108	110	97	161	260	42	-331
Profit/loss before financial items (EBIT)	-537	538	1,607	2,326	5,122	9,477	8,988	7,273
Financial items, net	101	153	-16	190	171	-303	-203	-294
Profit before tax	-436	691	1,591	2,516	5,293	9,174	8,785	6,979
Tax	20	137	104	193	312	263	164	171
Profit/loss for the period	-456	554	1,487	2,323	4,981	8,911	8,621	6,808
A.P. Møller - Mærsk A/S' share	-436	521	1,453	2,284	4,950	8,879	8,593	6,776
Underlying profit ¹	-442	489	1,346	2,561	4,863	8,818	8,553	7,469
Balance sheet								
Total assets	82,100	83,459	83,500	85,490	93,680	89,058	80,426	73,031
Total equity	55,090	55,973	56,427	55,833	65,032	60,231	52,586	44,940
Invested capital	50,430	49,080	49,343	50,322	52,410	53,386	49,195	45,167
Net interest-bearing debt	-4,658	-6,844	-7,090	-7,002	-12,632	-6,855	-3,356	-689
Cash flow statement								
Cash flow from operating activities	166	1,385	2,758	5,334	8,200	9,444	8,611	8,221
Repayments of lease liabilities	763	816	822	825	861	811	762	646
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	1,251	819	738	838	895	906	1,008	1,354
Cash flow from financing activities	-1,545	-1,200	-3,334	-10,726	-1,601	-1,968	-3,046	-7,520
Free cash flow	-1,714	-124	1,581	4,224	6,462	7,787	6,844	6,014
Financial ratios								
Revenue growth	-34.1%	-46.7%	-40.0%	-26.4%	-3.7%	37.1%	52.1%	55.1%
EBITDA margin	7.1%	15.5%	22.4%	27.9%	36.7%	47.7%	47.7%	47.1%
EBIT margin	-4.6%	4.4%	12.4%	16.4%	28.7%	41.6%	41.5%	37.7%
Cash conversion	20%	74%	95%	134%	125%	87%	83%	90%
Return on invested capital after tax (ROIC) (last twelve months)	7.4%	17.7%	34.3%	49.1%	60.4%	66.6%	62.5%	53.6%
Equity ratio	67.1%	67.1%	67.6%	65.3%	69.4%	67.6%	65.4%	61.5%
Underlying ROIC ¹ (last twelve months)	7.5%	17.5%	34.1%	49.0%	61.2%	68.1%	64.2%	55.4%
Underlying EBITDA ¹	911	1,907	2,916	4,037	6,517	10,851	10,289	9,186
Underlying EBITDA margin ¹	7.8%	15.7%	22.5%	28.4%	36.6%	47.7%	47.5%	47.6%
Underlying EBIT ¹	-520	450	1,469	2,563	5,002	9,381	8,924	7,937
Underlying EBIT margin ¹	-4.4%	3.7%	11.3%	18.0%	28.1%	41.2%	41.2%	41.1%
Stock market ratios								
Earnings per share, USD	-27	31	85	131	278	488	466	364
Diluted earnings per share, USD	-27	31	85	131	277	487	464	363
Cash flow from operating activities per share, USD	16	87	163	306	461	519	467	442
Share price (B share), end of period, DKK	12,140	12,735	11,975	12,445	15,620	13,865	16,555	20,370
Share price (B share), end of period, USD	1,800	1,809	1,745	1,816	2,242	1,817	2,313	3,040
Total market capitalisation, end of period, USD	28,541	29,490	29,273	30,957	39,135	32,099	42,108	55,662

¹ Underlying is computed as the relevant performance measure adjusted for the net gains/losses from the sale of non-current assets, etc. and net impairment losses as well as transaction, restructuring and integration costs related to major transactions. The adjustments include A.P. Møller - Maersk's share of mentioned items in joint ventures and associated companies and, when applicable, the adjustments are net of tax.

Definition of terms

Technical terms, abbreviations and definitions of key figures and financial ratios.

A

A.P. Møller - Maersk

A.P. Møller - Maersk is referred to as the consolidated group of companies and A.P. Møller - Mærsk A/S as the parent company.

B

Backhaul

The direction of the trade route with the lowest volumes, whereas the opposite direction is referred to as headhaul.

C

CAPEX

Cash payments for intangible assets and property, plant and equipment, excluding acquisitions and divestments.

Cash conversion

Cash flow from operating activities to EBITDA ratio.

Cash flow from operating activities per share

A.P. Møller - Maersk's operating cash flow from continuing operations divided by the number of shares (of DKK 1,000 each), excluding A.P. Møller - Maersk's holding of treasury shares.

Cost base

EBIT costs including VSA income and hub income and adjustments for restructuring costs, the result from associated companies and gains/losses.

E

EBIT

Earnings Before Interest and Taxes.

EBITA

Earnings Before Interest, Tax and Amortisation.

EBITDA

Earnings Before Interest, Taxes, Depreciation and Amortisation.

Equity ratio

Calculated as equity divided by total assets.

F

FFE

Forty Foot container Equivalent unit.

Free cash flow (FCF)

Comprised of cash flow from operating activities, purchase/sale of intangible assets and property, plant and equipment, dividends received, repayments of lease liabilities, financial payments and financial expenses paid on lease liabilities.

G

Gross profit

The sum of revenue, less variable costs and loss on debtors.

H

Headhaul

The direction of the trade route with the highest volumes, whereas the return direction is referred to as backhaul.

I

Invested capital

Segment operating assets less segment operating liabilities, including investments and deferred taxes related to the operation.

L

Loaded volumes

Loaded volumes refer to the number of FFEs loaded on a shipment which are loaded on first load at vessel departure time, excluding displaced FFEs.

Logistics & Services, Top 200 organic growth

Logistics & Services' organic revenue increase from the top 200 customers excluding freight forwarders. The top 200 customers are selected annually based on volumes.

N

Net interest-bearing debt (NIBD)

Equals interest-bearing debt, including leasing liabilities, fair value of derivatives hedging the underlying debt, less cash and bank balances as well as other interest-bearing assets.

O

Ocean, average operated fleet capacity (TEU in '000)

Average Ocean fleet capacity for the period excluding idle vessels.

Ocean, loaded freight rate (USD per FFE)

Average freight rate per FFE for all the A.P. Møller - Maersk containers loaded in the period in either Maersk Line or Hamburg Süd vessels or third parties (excluding intermodal). Hamburg Süd is not excluding intermodal.

Ocean, unit cost, fixed bunker (USD per FFE incl. VSA income)

Cost per FFE assuming a bunker price at USD 550/tonne excluding intermodal but including hubs and time charter income. Hamburg Süd is not excluding intermodal.

R

Return on invested capital after tax (ROIC)

Profit/loss before financial items for the year (EBIT) less tax on EBIT divided by the average invested capital, last twelve months.

Revenue per move

Includes terminal revenue, other income, government grants and excludes IFRIC12 construction revenue.

T

TEU

Twenty-foot container Equivalent Unit.

Time charter

Hire of a vessel for a specified period.

Total market capitalisation

Total number of shares – excluding A.P. Møller - Mærsk A/S' holding of treasury shares – multiplied by the end-of-quarter price quoted by Nasdaq Copenhagen.

U

Underlying EBITDA

Underlying EBITDA is earnings before interest, taxes, depreciation and amortisation adjusted for restructuring and integration costs.

Underlying EBIT

Underlying EBIT is operating profit before interest and taxes adjusted for restructuring and integration costs, net gains/losses from sale of non-current – assets and net impairment losses.

Underlying profit/loss

Underlying profit/loss is profit/loss for the year from continuing operations adjusted for net gains/losses from sale of non-current assets, etc., and net impairment losses as well as transaction, restructuring and integration costs related to major transactions. The adjustments are net of tax and include A.P. Møller - Maersk's share of mentioned items in joint ventures and associated companies.

Unit cost, fixed bunker

Unit cost, fixed bunker is calculated using a fixed bunker price of USD 550 USD/tonne for all periods presented.

V

VSA

A vessel Sharing Agreement is usually reached between various partners within a shipping consortium who agree to operate a liner service along a specified route using a specified number of vessels.