

Q3

Contents

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Webcast and dial-in information

A webcast relating to the Q3 2023 Interim Report will be held on 3 November 2023 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 Q3 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

08 February 2024
Annual Report 2023

Management review

Highlights Q3 2023	03
Summary financial information	04
Review Q3 2023	05
– Financials reflect significantly lower freight rates	05
– ESG update	06
Financial guidance and targets	07
Market insights	08
Segments	09
– Ocean	09
– Logistics & Services	11
– Terminals	12
– Towage & Maritime Services	14
Review 9M 2023	15

Financials

Condensed income statement	16
Condensed statement of comprehensive income	16
Condensed balance sheet at 30 September	17
Condensed cash flow statement	18
Condensed statement of changes in equity	19
Notes	20

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Management's statement	24
Quarterly summary	25
Definition of terms	26

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 103,000+ 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 Q3 2023 were in line with expectations in a difficult market environment, with good performance in Terminals and a stabilised Logistics & Services which partly offset continued erosion in Ocean. While volumes were up in most segments and cost reductions improved results, rates continued to erode, in particular in Ocean, and are now close to 2019-levels.


As the market is expected to remain volatile, with profitability increasingly tested by the ongoing increase in supply in Ocean, A.P. Moller - Maersk has intensified its cost reduction efforts and increased its existing restructuring programme. A.P. Moller - Maersk now aims to reduce the workforce below 100,000, from 110,000 in January 2023, resulting in savings of USD 600m in 2024 compared to 2023 and increased restructuring costs of USD 350m, up from USD 150m announced in early 2023, of which the majority of the increase is expected to impact 2023.


In addition, given the uncertainty ahead, CAPEX has been reduced for 2023 and 2024, and further measures, including the continuation of the share buy-back programme in 2024, are under review.


The full year guidance is maintained but is now expected to be at the lower end of the previously communicated EBIT and EBITDA ranges of USD 3.5-5.0bn and USD 9.5-11.0bn, respectively. Guidance for 2024 will be provided with the release of the 2023 full year results on 8 February 2024.

Highlights Q3 2023

Revenue for Q3 decreased by USD 10.6bn to USD 12.1bn (USD 13.0bn in Q2) led by USD 10.1bn lower revenue from Ocean, and lower revenue of USD 665m and USD 118m from Logistics & Services and Terminals, respectively. **EBITDA** decreased by USD 9.0bn to USD 1.9bn (USD 2.9bn in Q2), driven by a USD 8.8bn lower contribution from Ocean. **EBIT** decreased by USD 8.9bn to USD 538m (USD 1.6bn in Q2) with USD 8.8bn of the decrease stemming from Ocean.

 **Ocean** results have reached break-even levels due to continuing challenging market conditions resulting in substantially lower freight rates compared to the abnormally high rates in 2022. The impact of lower rates was partially offset by lower operating costs, which decreased despite an increase in volumes. 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 market and by lower volumes for lead logistics and e-commerce. Profitability decreased versus previous year and stabilised sequentially with an increased emphasis on cost management to protect margins in a lower-rate environment.

 **Terminals** storage revenue declined given the normalisation of storage cost and lower volumes, mostly due to ongoing construction work and exits of terminals. However, tariff increases in line with local inflation as well as strong cost control secured a continued solid financial performance.

Free cash flow of negative USD 124m (positive USD 7.8bn) declined due to decreased cash flow from operating activities, slightly offset by higher financial income and lower capital expenditures.

During Q3, A.P. Moller - Maersk continued to make solid progress on its net zero roadmap, celebrating a historic milestone with the name-giving of the world's first methanol-enabled vessel and welcoming a new company C2X, formed together with A.P. Moller Holding to scale green methanol production facilities. Ambitious partnerships with industry peers and customers are vital to secure progress towards the net zero target.

Highlights Q3

USD million

	Revenue		EBITDA		EBIT		CAPEX	
	2023	2022	2023	2022	2023	2022	2023	2022
Ocean	7,897	18,018	1,133	9,924	-27	8,734	443	520
Logistics & Services	3,517	4,182	339	394	136	258	196	163
Terminals	999	1,117	353	391	270	357	113	199
Towage & Maritime Services	483	591	90	127	194	100	60	58
Unallocated activities, eliminations, etc.	-767	-1,141	-37	26	-35	28	7	-34
A.P. Moller - Maersk consolidated	12,129	22,767	1,878	10,862	538	9,477	819	906

Summary financial information

	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
Income statement					
Revenue	12,129	22,767	39,324	63,709	81,529
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	1,878	10,862	8,752	30,273	36,813
Depreciation, amortisation and impairment losses, net	1,584	1,649	5,035	4,574	6,186
Gain on sale of non-current assets, etc., net	136	4	439	68	101
Share of profit/loss in joint ventures and associated companies	108	260	315	-29	132
Profit before financial items (EBIT)	538	9,477	4,471	25,738	30,860
Financial items, net	153	-303	327	-800	-629
Profit before tax	691	9,174	4,798	24,938	30,231
Tax	137	263	434	598	910
Profit for the period	554	8,911	4,364	24,340	29,321
A.P. Møller - Mærsk A/S' share	521	8,879	4,258	24,248	29,198
Underlying profit ¹	489	8,818	4,396	24,840	29,703
Balance sheet					
Total assets	83,459	89,058	83,459	89,058	93,680
Total equity	55,973	60,231	55,973	60,231	65,032
Invested capital	49,080	53,386	49,080	53,386	52,410
Net interest-bearing debt	-6,844	-6,855	-6,844	-6,855	-12,632
Cash flow statement					
Cash flow from operating activities	1,385	9,444	9,477	26,276	34,476
Capital lease instalments – repayments of lease liabilities	816	811	2,463	2,219	3,080
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	819	906	2,395	3,268	4,163
Cash flow from financing activities	-1,200	-1,968	-15,260	-12,534	-14,135
Free cash flow	-124	7,787	5,681	20,645	27,107
Financial ratios					
Revenue growth	-46.7%	37.1%	-38.3%	47.2%	32.0%
EBITDA margin	15.5%	47.7%	22.3%	47.5%	45.2%
EBIT margin	4.4%	41.6%	11.4%	40.4%	37.9%
Cash conversion	74%	87%	108%	87%	94%
Return on invested capital after tax (ROIC) (last twelve months)	17.7%	66.6%	17.7%	66.6%	60.4%
Equity ratio	67.1%	67.6%	67.1%	67.6%	69.4%
Underlying ROIC ¹ (last twelve months)	17.5%	68.1%	17.5%	68.1%	61.2%
Underlying EBITDA ¹	1,907	10,851	8,860	30,326	36,843
Underlying EBITDA margin ¹	15.7%	47.7%	22.5%	47.6%	45.2%
Underlying EBIT ¹	450	9,381	4,482	26,242	31,244
Underlying EBIT margin ¹	3.7%	41.2%	11.4%	41.2%	38.3%
Stock market ratios					
Earnings per share, USD	31	488	250	1,318	1,600
Diluted earnings per share, USD	31	487	249	1,313	1,595
Cash flow from operating activities per share, USD	87	519	556	1,428	1,889
Share price (B share), end of period, DKK	12,735	13,865	12,735	13,865	15,620
Share price (B share), end of period, USD	1,809	1,817	1,809	1,817	2,242
Total market capitalisation, end of period, USD	29,490	32,099	29,490	32,099	39,135

¹ Definition of terms → See page 26.

Review Q3 2023

Financials reflect significantly lower freight rates

Revenue decreased by USD 10.6bn to USD 12.1bn (USD 22.8bn) in Q3 2023, with a decrease in Ocean by USD 10.1bn, in Logistics & Services by USD 665m and in Terminals by USD 118m.

The results reflect the normalisation from the COVID-19-implied peak, which resulted in lower volumes and lower rates compared to Q3 2022 and a further reduction compared to Q2 2023, increasingly impacted by the oversupply situation in Ocean.

EBITDA decreased to USD 1.9bn (USD 10.9bn) due to lower revenue, with a decrease in Ocean of USD 8.8bn because of significantly lower freight rates partly offset by lower operating costs, in Logistics & Services by USD 55m due to lower rates and in Terminals by USD 38m caused by lower storage revenue.

Ocean (Q3 2022: 9.9bn)	Logistics & Services (Q3 2022: 394m)	Terminals (Q3 2022: 391m)
1.1bn	339m	353m

EBIT decreased to USD 538m (USD 9.5bn), with an EBIT margin of 4.4% (41.6%), negatively impacted by the decreased EBITDA, specifically in Ocean. In Logistics & Services, the EBIT margin was 3.9% (6.2%), impacted by lower rates and lower volumes for lead logistics and e-commerce and higher depreciation from an increased footprint. In Terminals, the decrease in EBIT was driven by the lower storage revenue and the net positive USD 32m impact from divestments and impairments taken in Q3 2022.

Ocean (Q3 2022: 8.7bn)	Logistics & Services (Q3 2022: 258m)	Terminals (Q3 2022: 357m)
-27m	136m	270m

Financial items, net, was a gain of USD 153m (loss of USD 303m), positively impacted by increased interest income, decreased interest expense and foreign exchange rate impact.

Tax decreased to USD 137m (USD 263m), primarily due to lower profit before tax.

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 Q3 2023, the deterioration of rates regained momentum this time as a result of increased supply in Ocean.

Selected financials for Q3 2019-2023

USD million

	Q3 2023	Q3 2022	Q3 2021	Q3 2020	Q3 2019
Income statement					
Revenue	12,129	22,767	16,612	9,917	10,055
Ocean	7,897	18,018	13,093	7,118	7,423
Logistics & Services	3,517	4,182	2,601	1,891	1,702
Terminals	999	1,117	1,027	816	833
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	1,878	10,862	6,943	2,297	1,656
Profit before financial items (EBIT)	538	9,477	5,859	1,289	737
Profit for the period	554	8,911	5,461	947	520
Cash flow statement					
Cash flow from operating activities	1,385	9,444	6,572	2,176	1,732
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	819	906	610	280	343
Free cash flow	-124	7,787	5,298	1,486	946
Financial ratios					
Revenue growth	-46.7%	37.1%	67.5%	-1.4%	-0.9%
EBITDA margin	15.5%	47.7%	41.8%	23.2%	16.5%
EBIT margin	4.4%	41.6%	35.3%	13.0%	7.3%

The underlying profit of USD 489m (USD 8.8bn) was adjusted for net gains primarily from the sale of vessels and containers in Ocean of USD 30m and the net gain after tax from the sale of US Marine Management of USD 74m.

Cash flow from operating activities of USD 1.4bn (USD 9.4bn) was driven by EBITDA of USD 1.9bn, partly offset by negative change in net working capital of USD 435m, translating into a cash conversion of 74% (87%).

Gross capital expenditure (CAPEX) of USD 819m (USD 906m) was primarily driven by lower investments in Ocean.

Free cash flow was negative USD 124m (positive USD 7.8bn) impacted by the decreased cash flow from operating activities, slightly offset by higher financial income and lower capital expenditures.

Share buy-back

During Q3, A.P. Moller - Maersk bought back 80,706 A shares and 321,132 B shares, worth DKK 5.2bn (approximately USD 766m), and no shares were bought for the long-term incentive programme. At 30 September 2023, A.P. Moller - Maersk owns a total of 212,938 A shares and 898,475 B shares as treasury shares, corresponding to 6.32% of the share capital.

The Annual General Meeting has authorised the Board of Directors to allow the company to acquire own shares to the extent that the nominal value of the company's total holding of own shares at no time exceeds 15% of the company's share capital.

Net interest-bearing debt changed to a net cash position of USD 6.8bn (a net cash position of USD 12.6bn at year-end 2022), as free cash flow for the first nine months of USD 5.7bn and sale of companies of USD 960m were offset by share buy-backs of USD 2.3bn and dividends of USD 10.9bn. Further, lease liabilities decreased by USD 982m. Excluding lease liabilities, the Group had a net cash position of USD 17.5bn (USD 24.2bn at year-end 2022).

A.P. Moller - Maersk is **investment grade-rated** and holds a Baa2 (positive outlook) from Moody's and a BBB+ (stable) rating from Standard & Poor's.

The **liquidity reserve** decreased to USD 26.8bn (USD 33.3bn at year-end 2022) and was composed of cash and bank balances (excluding restricted cash), term deposits and securities of USD 20.7bn (USD 27.3bn at year-end 2022) and undrawn revolving credit facilities of USD 6.1bn (USD 6.0bn at year-end 2022).

ESG update

In September 2023, the company took delivery of the world's first methanol-enabled container vessel, which was named Laura Mærsk by European Commission President Ursula von der Leyen at a ceremony in Copenhagen. The green methanol for the vessel's first voyage was secured via the company OCI Global, and the fuel for the months of operation into Q1 2024 has been secured through an agreement with the international energy company Equinor. Hereafter the vessel will be operated on fuel from the energy developer European Energy. Over the coming years, the company will welcome a growing fleet of methanol-enabled large ocean liners, with currently 24 on order. To accelerate the supply of green fuels for the industry, A.P. Moller - Maersk together with its majority shareholder A.P. Moller Holding, has formed a new company - C2X. This to explore ventures in production of green methanol.

In September, A.P. Moller - Maersk and CMA CGM announced that the shipping lines will work together to develop high standards for more sustainable, green fuels as well as for operation of green methanol vessels with regards to safety and bunkering. The companies will combine efforts to reach their respective net zero ambitions by exploring the potential of other alternative fuels, like ammonia, or innovative technology for vessels. Moreover, the companies will pursue joint advocacy particular encouraging IMO member states to adopt ambitious measures supporting the energy transition of shipping.

Three major deals were announced with customers for the low-GHG shipping solution ECO Delivery. A.P. Moller - Maersk and Amazon have finalised a 2023-2024 agreement for the transport of 20,000 FFE containers using green biofuel. Volvo Cars has also chosen to collaborate with A.P. Moller - Maersk with almost 15,000 FFE containers under Maersk ECO Delivery, and global fashion retailer Inditex has also partnered with A.P. Moller - Maersk to use alternative fuels for all its ocean cargo with the carrier, alongside low-emissions pilots on its multimodal transport.

From 1 January 2024, the EU Emissions Trading System (EU ETS) will extend to include shipping. The cost of compliance is expected to be significant and will be covered by an 'Emissions Surcharge' to all bookings subject to the EU ETS. ECO Delivery Ocean bookings will be exempted from EU ETS surcharges from A.P. Moller - Maersk.

In India, the company took an important step forward by strengthening its EV fleet to over 500 vehicles in 26 cities covering first, middle and last mile distribution across the country. The small EVs were unveiled in September 2022 and have seen strong demand from several customers. In the US, A.P. Moller - Maersk continues to grow its fleet of electric heavy-duty trucks with more than 90 now in operation.

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



Financial guidance and targets

Financial guidance for 2023

A.P. Moller - Maersk now sees global container volume growth in the range of -2% to -0.5% compared to -4% to -1% previously. Ocean expects to grow in line with the market.

A.P. Moller - Maersk maintains its ranges for the full year 2023 guidance but now expects results towards the lower end of the previously communicated ranges of underlying EBITDA of USD 9.5-11.0bn and underlying EBIT of USD 3.5-5.0bn. Guidance for free cash flow (FCF) of at least USD 3.0bn remains unchanged.

CAPEX is now expected at around USD 8.0bn (previously USD 9.0-10.0bn) for 2022-2023 and USD 8.0-9.0bn (previously USD 10.0-11.0bn) for 2023-2024.

Restructuring costs increased to USD 350m (previously USD 150m), of which the majority will be recognised in 2023. The total cost savings are expected to be around USD 600m in 2024 compared to 2023.

USDbn

EBITDA Underlying at lower end of range	EBIT Underlying at lower end of range	Free cash flow at least
9.5-11.0	3.5-5.0	3.0
CAPEX guidance 2022-2023		CAPEX guidance 2023-2024
~8.0		8.0-9.0

Sensitivity guidance

Financial performance for A.P. Moller - Maersk for 2023 depends on several factors subject to uncertainties related to the given uncertain macro-economic conditions, bunker fuel prices and freight rates. All else being equal, the sensitivities for 2023 for four key assumptions are listed below:

Factors	Change	Effect on EBIT (Rest of 2023)
Container freight rate	+/- 100 USD/FFE	+/- USD 0.3bn
Container freight volume	+/- 100,000 FFE	+/- USD 0.1bn
Bunker price (net of expected BAF coverage)	+/- 100 USD/tonne	+/- USD 0.1bn
Foreign exchange rate (net of hedges)	+/- 10% change in USD	+/- USD 0.0bn

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.

Roadmap towards 2025

The mid-term financial targets were introduced at the Capital Markets Day in May 2021 and relate to the transformation towards becoming the integrator of container logistics.

Consolidated

The return on invested capital (ROIC) (last twelve months) was 17.7%, well above the target of above 7.5% every year under normalised conditions, and above 12% for the period 2021-2025, driven by the increase in profit in particular in 2021 and 2022.

A.P. Moller - Maersk will prioritise the capital allocation to investments in the business, including acquisitions in Logistics & Services, repaying debt, paying dividends based on a pay-out ratio of 30-50% of underlying net profit and distributing excess cash to shareholders through share buy-backs and special dividends in that order.

A.P. Moller - Maersk's share buy-back programme, originally planned for USD 5.0bn over 2022-2023, has been progressively extended to USD 12.0bn over 2022-2025 or USD 3.0bn annually. Of the planned share buy-back of around USD 6.0bn for the years 2022-2023, A.P. Moller - Maersk has bought back USD 5.5bn as of Q3 2023.

Ocean

Ocean delivered an EBIT margin of 20.0% over the last twelve months, well above the target of 6% under normalised conditions. Total average operated fleet capacity is within the range of 4.1-4.3m TEU.

Logistics & Services

For Logistics & Services, organic growth of -14% over the last twelve months was below the target of 10%. The EBIT margin for the last twelve months was 3.7% versus the target of above 6%. While performance is expected to improve sequentially, it is not expected that the 6% EBIT target will be achieved for 2023 with the current limited signs of a substantial rebound in volumes in Q4 2023.

Terminals

The return on invested capital (ROIC) (LTM) was 10.3% for Terminals, exceeding the expectation of above 9% towards 2025.

Market insights

Global economic growth ticked down in Q3 relative to Q2, driven by weakening momentum in services. Global manufacturing activity remains subdued, with the Global Purchasing Managers Index (PMI) below the threshold of 50 for the 13th consecutive month in September at 49.1, and no convincing signs of a rebound. Headline inflation is coming down in Western economies, and the monetary tightening cycle is close to a peak. Consumer confidence remains weak and volatile. Meanwhile, labour markets are exceptionally resilient, providing support for consumer demand. Progress has been made to better align inventory levels with final demand, but with mixed results across different geographies and industries.

The US economy continued to defy headwinds in Q3. Consumer demand remained robust, with an increase of 2.5% in real goods consumption in July and August 2023 compared to the same months in 2022. However, the October PMI figures indicate that the manufacturing sector is at standstill, and that activity in the services sector has lost steam compared to Q2. Although inflation is on a declining path, Federal Reserve guidance indicates that monetary policy will remain tight for the near future, and the chances of imminent relief in financial conditions for consumers and businesses are low. In the Euro Area, economic activity has stagnated over the past year, and the latest data are consistent with flat to negative GDP growth in Q3. Weak demand for Europe's manufacturing exports and flat domestic demand have dragged down growth. The service sector, until recently still recovering from the pandemic, has also lost steam. In China, consumers remain hesitant as confidence is very low, amidst high youth unemployment and economic uncertainty. The property market is a weak link, and combined with high debt levels, demographic headwinds and geopolitical tensions, concerns about the outlook for the Chinese economy are abundant.

Despite mounting headwinds in the world's top three economies, global container demand growth improved in Q3 2023 for two reasons: August seeing a more favourable base effect kicking in, and strong import growth in four regions: Africa, Europe, India and Middle East, and Latin America. Weakness is primarily concentrated in imports into North America and East Asia. The growth estimate for Q3 is in the range of 1% to 3% year-on-year, after a decline of -4.4% in Q2. Despite recent improvements, full year 2023 growth is expected to remain negative, in the -2% to -0.5% range.

On the supply side of the Ocean market, the increasing stream of vessel deliveries and still limited scrapping activity are pushing up fleet growth. Easing supply chain bottlenecks and weaker demand on long-haul trades have released further capacity. Although some of the added capacity is being absorbed by slower steaming and cancelled sailings, the gap between demand and supply growth remained wide in Q3 2023 in year-on-year terms. The combination of weak demand, easing bottlenecks and a pick-up in nominal fleet growth has put downward pressure on freight rates since Q3 2022. The SCFI Composite Index average

in Q3, at 988, was in line with Q2 and 25% above Q3 2019, but saw a sizeable decline compared to the same period last year of -70%.

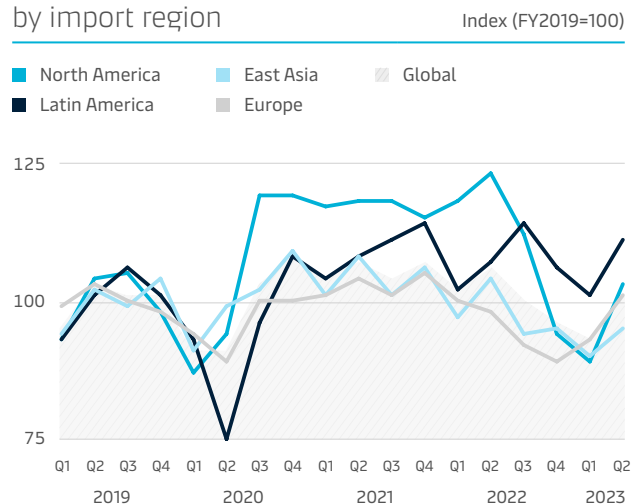
Estimates point to a continuation of the decline for Air Freight volumes in Q3, in line with the -12% year-on-year in Q2 and Q1. Global cargo load factors, a measure of utilisation of capacity, declined in Q3. Rates, measured by the Baltic Air Freight Index, declined 46% compared to Q3 2022, although they are higher than pre-pandemic.

US Road Freight demand continued to decline in the first two months of Q3. The American Trucking Associations seasonally adjusted For-Hire Truck Tonnage Index declined 1.1% in September, after rising 0.2% in August. In Europe, also demand for trucking services continued to decline throughout Q3. The Transporeon Road Freight Capacity Index shows that the volume of rejections of consignments fell, and available capacity grew 12.5% year-on-year.

In the US, warehouse vacancy rates remained near historical lows at 4.7% in Q3, according to Cushman & Wakefield. This is due to high interest rates and tighter lending conditions impacting severely warehousing construction, now at the lowest level in a decade, with every major US market affected. In Europe, the vacancy rate also stood at 4.7% at the start of Q3 2023, according to Savills. This is low by historical standards, but it is expected to rise as demand slows and construction projects started in past quarters become available in the market.

The environment for container trade and logistics services remains challenging. A slowing global economy, risks of financial stress and a long list of geopolitical tensions, ranging from tense China-US relations, war in Ukraine and in the Middle East, can wipe out the improvements expected for Q4 2023 and 2024 volumes.

Container trade volumes, by import region



Segments

Ocean

Ocean reported a negative EBIT of USD 27m (positive USD 8.7bn) and an EBITDA of USD 1.1bn (USD 9.9bn). As expected, the results are significantly below prior-year levels due to continuing challenging market developments. A significant pressure on rates, in particular on Asia to Europe, Africa, North America and Latin America trades, has resulted in a 58% decrease in freight rates compared to Q3 2022 and a 14% decline compared to Q2 2023. Volumes, however, have increased by 5.0% compared to a low volume base in Q3 2022 and by 8.9% compared to Q2 2023, primarily driven by an increase in Asia to Europe, North and Latin America, India and Middle East, and Africa markets.

Unit cost at fixed bunker decreased by 11% compared to Q3 2022 due to a strong cost focus, driven by lower container handling costs, lower bunker consumption, lower time charter costs and increased volumes. Further contributing was a strong utilisation of offered capacity at 95%, five percentage points higher compared to Q3 2022, and four percentage points higher compared to Q2 2023. At the same time, global congestion has largely dissipated, and schedule reliability has improved compared to Q3 2022 and Q2 2023.

Ocean performance Q3 2019-2023

USD million

	Q3 2023	Q3 2022	Q3 2021	Q3 2020	Q3 2019
Revenue	7,897	18,018	13,093	7,118	7,423
Total operating costs	6,701	8,227	6,820	5,320	6,133
EBIT	-27	8,734	5,337	968	477
EBIT margin	-0.3%	48.5%	40.8%	13.6%	6.4%
<i>Operational and financial metrics</i>					
Loaded volumes	3,166	3,016	3,263	3,283	3,405
Loaded freight rate	2,095	5,046	3,561	1,909	1,828
Unit cost, fixed bunker	2,287	2,563	2,224	1,948	2,005

Financial and operational performance

Revenue decreased by USD 10.1bn to USD 7.9bn (USD 18.0bn), driven by a decrease in freight revenue of 58% with loaded freight rates down by 58%, offset by 5.0% higher loaded volumes. Revenue decreased by USD 806m or 9.3% compared to Q2 2023.

Ocean highlights

USD million

	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
Freight revenue	6,687	16,008	22,532	44,918	56,499
Other revenue, including hubs	1,210	2,010	3,941	6,082	7,800
Revenue	7,897	18,018	26,473	51,000	64,299
Container-handling costs	2,360	2,570	6,880	7,737	10,214
Bunker costs	1,470	2,400	4,417	6,243	8,077
Network costs, excluding bunker costs	1,799	1,940	5,180	5,745	7,516
Selling, General & Administration (SG&A) costs	754	743	2,235	2,169	2,947
Cost of goods sold and other operational costs	318	574	1,013	1,402	1,835
Total operating costs	6,701	8,227	19,725	23,296	30,589
Other income/costs, net	-63	133	-4	32	60
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	1,133	9,924	6,744	27,736	33,770
EBITDA margin	14.3%	55.1%	25.5%	54.4%	52.0%
Profit before financial items (EBIT)	-27	8,734	3,147	24,332	29,149
EBIT margin	-0.3%	48.5%	11.9%	47.7%	45.3%
Invested capital	28,843	34,229	28,843	34,229	32,368
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	443	520	1,295	2,193	2,620
<i>Operational and financial metrics</i>					
Loaded volumes (FFE in '000)	3,166	3,016	8,796	9,117	11,924
Loaded freight rate (USD per FFE)	2,095	5,046	2,451	4,862	4,628
Unit cost, fixed bunker (USD per FFE incl. VSA income) ¹	2,287	2,563	2,404	2,500	2,533
Bunker price, average (USD per tonne)	593	895	603	777	763
Bunker consumption (tonne in '000)	2,481	2,682	7,325	8,032	10,579
Average operated fleet capacity (TEU in '000)	4,166	4,298	4,173	4,290	4,285
Fleet owned (end of period)	310	318	310	318	318
Fleet chartered (end of period)	361	400	361	400	389

¹ The 2022 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.

EBITDA decreased by USD 8.8bn to USD 1.1bn (USD 9.9bn) due to lower revenue, partly offset by lower costs, and decreased by USD 1.1bn compared to Q2 2023. The EBITDA margin decreased by 41 percentage points to 14.3% (55.1%). Similarly, **EBIT** decreased by USD 8.8bn to negative USD 27m (positive USD 8.7bn) and decreased by USD 1.2bn compared to Q2 2023.

Loaded volumes increased by 5.0% to 3,166k FFE (3,016k FFE) due to higher demand for Asia to Europe, North and Latin America, India and Middle East, and Africa markets. Loaded volumes increased by 260k FFE or 8.9% compared to Q2 2023.

The **average loaded freight rate** decreased by 58% to 2,095 USD/FFE compared to the abnormally high freight rates in Q3 2022 (5,046 USD/FFE), driven by a rate decline in most trades. The average loaded freight rate decreased by 349 USD/FFE or 14% compared to Q2 2023 (2,444 USD/FFE).

Total operating costs were 19% lower at USD 6.7bn (USD 8.2bn), despite an increase in volumes. This was driven by lower bunker costs, lower container handling costs, lower slot charter costs and lower time charter costs, which decreased by 39%, 8.2%, 29% and 7.9%, respectively, compared to Q3 2022. Total operating costs increased by USD 242m or 3.7% compared to Q2 2023, driven by higher volumes.

Bunker costs decreased by 39% to USD 1.5bn (USD 2.4bn), driven by a decrease in bunker price of 34% to 593 USD/tonne (895 USD/tonne) and a 7.5% decrease in bunker consumption. Bunker efficiency improved by 16% to 36.19 g/TEU*NM (43.05 g/TEU*NM). Bunker costs were 2.1% higher compared to Q2 2023 due to an increase in consumption.

Unit cost at fixed bunker decreased by 11% to 2,287 USD/FFE (2,563 USD/FFE), driven by lower container handling costs, lower bunker consumption, lower TCE costs and higher volumes. The net impact of foreign exchange rates was negligible. Unit cost at fixed bunker decreased by 102 USD/FFE or 4.3% compared to Q2 2023.

The average operated capacity of 4,166k TEU (4,298k TEU) decreased by 3.1% compared to Q3 2022. The current order book for carbon-neutral vessels totals 24 at the end of Q3 2023. The fleet consisted of 310 owned and 361 chartered vessels, of which 164k TEU or 4.0% (27 vessels) of the fleet were idle, including dry docking and repairs.

Key developments in Q3 2023

Actions have been put in place to neutralise the impact of inflation on the costs of operations while maintaining focus on the quality and reliability of the Ocean products. A.P. Moller - Maersk was among the best in industry for schedule reliability in Q3, and this remains a key focus.

Financial review 9M 2023

Revenue decreased by 48% to USD 26.5bn (USD 51.0bn), driven by a decrease in loaded freight rate of 50% and 3.5% less volumes. EBITDA decreased by 76% to USD 6.7bn (USD 27.7bn) and EBITDA margin decreased by 29 percentage points to 25.5%. EBIT

Fleet overview, end Q3 2023

	Q3 2023	Q4 2022
<i>'000 TEU</i>		
Own container vessels	2,363	2,393
Chartered container vessels	1,743	1,828
Total fleet capacity	4,106	4,221
<i>Number of vessels</i>		
Own container vessels	310	318
Chartered container vessels	361	389
Total fleet	671	707

Loaded volumes

	Q3 2023	Q3 2022	Change	Change %
East-West	1,496	1,369	127	9.3%
North-South	1,039	979	60	6.1%
Intra-regional	631	668	-37	-5.5%
Total	3,166	3,016	150	5.0%

Average freight rates

	Q3 2023	Q3 2022	Change	Change %
East-West	1,969	5,654	-3,685	-65.2%
North-South	2,802	5,875	-3,073	-52.3%
Intra-regional	1,438	2,816	-1,378	-48.9%
Total	2,095	5,046	-2,951	-58.5%

decreased by 87% to USD 3.1bn (USD 24.3bn) and EBIT margin by 36 percentage points to 11.9%.

Total operating costs decreased by 15% to USD 19.7bn (USD 23.3bn), driven by a decrease in bunker costs of 29% due to both lower price and lower consumption, as well as a decrease in lower container handling costs of 11% and lower network costs excl. bunker of 9.8%. The net impact of foreign exchange rates was negligible.

Ocean performance 9M 2019-2023

	USD million				
	9M 2023	9M 2022	9M 2021	9M 2020	9M 2019
Revenue	26,473	51,000	33,643	20,918	21,634
Total operating costs	19,725	23,296	19,438	16,840	18,313
EBIT	3,147	24,332	11,617	1,868	873
EBIT margin	11.9%	47.7%	34.5%	8.9%	4.0%
<i>Operational and financial metrics</i>					
Loaded volumes	8,796	9,117	9,826	9,234	10,002
Loaded freight rate	2,451	4,862	3,088	1,930	1,850
Unit cost, fixed bunker	2,404	2,500	2,140	2,049	1,957

Logistics & Services

Logistics & Services revenue performance was negatively affected by lower rates, especially in the air and haulage market, as well as lower volumes for lead logistics and e-commerce compared to Q3 2022. To preserve margins in a lower-rate environment, there is an increased focus on cost management. Logistics & Services has seen sequential volume and revenue increases in all areas vs. Q2 2023.

Financial and operational performance

Revenue decreased by 16% to USD 3.5bn (USD 4.2bn) driven by all three by Maersk service models.

Organic revenue growth was negative 22% vs. Q3 2022, affected by lower rates in Transported by Maersk, lower volumes in Fulfilled by Maersk and lower rates and volumes in Managed by Maersk. Negative organic growth was mainly from retail, life-style, automotive and technology verticals. The 2022 acquisition of LF Logistics and the 2023 acquisitions of Martin Bencher Group and Grindrod Logistics contributed with revenue growth of USD 235m in Q3 2023.

In Q3 2023, more than half of the decline in organic revenue was driven by the top 200 customers.

Managed by Maersk's total revenue decreased by USD 142m to USD 586m (USD 728m), affected by both lower volume and lower market rates in Lead Logistics.

Organic/inorganic

USD million

	Q3-22	Organic	Inorganic	Q3-23
Revenue	4,182	-901	235	3,517
Growth		-22%	6%	
EBITDA	295	-125	9	179

Fulfilled by Maersk's total revenue decreased by USD 66m to USD 1.3bn (USD 1.4bn), driven by lower volumes from Warehousing and Distribution (WnD), middle mile and e-commerce in North America and partly offset by inorganic growth from LF Logistics.

Transported by Maersk's total revenue decreased by USD 457m to USD 1.6bn (USD 2.1bn), due to lower rates in Air, LCL and Inland in North America and Europe. This was partly offset by higher volumes and by inorganic revenue growth.

Gross profit increased by USD 65m to USD 1.1bn (USD 1.0bn), primarily driven by Fulfilled by Maersk affected positively by the integration of LF Logistics.

EBITDA was USD 339m (USD 394m) and the EBITDA margin 9.6% (9.4%). **EBITA** was USD 179m (USD 295m).

EBIT was USD 136m (USD 258m) and the EBIT margin 3.9% (6.2%), affected by fluctuating freight markets leading to lower rates, along with a higher cost base due to the expanded scope and range of activities.

Logistics & Services highlights

USD million

	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
Revenue	3,517	4,182	10,374	10,563	14,423
Direct costs (third-party costs)	2,432	3,162	7,202	7,886	10,717
Gross profit	1,085	1,020	3,172	2,677	3,706
Direct Operating Expenses	484	392	1,407	1,047	1,482
Selling, General & Administration (SG&A)	262	234	799	580	846
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	339	394	966	1,050	1,378
EBITDA margin	9.6%	9.4%	9.3%	9.9%	9.6%
Profit after depreciation and impairment losses, before amortisations (EBITA)	179	295	515	761	944
EBITA margin	5.1%	7.1%	5.0%	7.2%	6.5%
Profit before financial items (EBIT)	136	258	386	675	814
EBIT margin	3.9%	6.2%	3.7%	6.4%	5.6%
Invested capital	10,739	9,616	10,739	9,616	9,858
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	196	163	547	483	657
<i>Operational and financial metrics</i>					
EBIT conversion (EBIT/gross profit - %)	12.5%	25.3%	12.2%	25.2%	22.0%
Managed by Maersk revenue ¹	586	728	1,689	1,882	2,491
Fulfilled by Maersk revenue ¹	1,327	1,393	4,002	3,347	4,916
Transported by Maersk revenue ¹	1,604	2,061	4,683	5,334	7,016
Supply chain management volumes (cbm in '000)	28,745	29,604	76,138	85,696	110,264
Intermodal volumes (FFE in '000)	1,042	1,192	3,014	3,557	4,526
Air freight volumes (tonne in '000)	82	73	210	157	211

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

Key developments in Q3 2023

In Fulfilled by Maersk, 592k sqm or 16% more capacity was added organically versus Q3 2022. Total organic capacity was 4.4m sqm across 272 warehouses. The integration of LF Logistics contributed with 3.3m sqm across 187 warehouses. Total capacity was 7.7m sqm across 459 warehouses.

In Transported by Maersk, the Less than Container Load (LCL) value proposition continues to be strengthened and more than 70 new lanes were added in Q3 2023, building a total LCL network of over 570 own direct consolidation lanes versus less than 350 in Q3 2022.

Financial review 9M 2023

Revenue was USD 10.4bn (USD 10.6bn) with a decrease in Managed by Maersk by 10% to USD 1.7bn (USD 1.9bn), driven by the decrease of Lead Logistics supply chain management volumes of 11% to 76,138 kcbm (85,696 kcbm). Transported by Maersk decreased to USD 4.7bn (USD 5.3bn), driven by lower air freight rates as well as lower Intermodal volumes by 15% to 3,014k FFE (3,557k FFE). Fulfilled by Maersk increased revenue to USD 4.1bn (USD 3.3bn) as result of the integration of LF Logistics and Pilot.

EBITDA decreased to USD 1.0bn (USD 1.1bn), and EBIT decreased to USD 386m (USD 675m).

Organic/inorganic

USD million

	9M-22	Organic	Inorganic	9M-23
Revenue	10,563	-1,843	1,654	10,374
Growth		-17%	16%	
EBITA	761	-294	48	515

Terminals

Following a weak Q1 2023, global demand picked up in most regions, largely in line with Q3 2022. The US market remains weaker compared to 2022, though on a global scale it is compensated by growth in both Latin America and Africa. Consequently Terminals' like-for-like volume (adjusted for exits) was flat year on year. As global congestion eased, Terminals' storage revenue also decreased, driving down overall revenue despite increased tariff levels (in line with local consumer prices indices). Even though global inflation continued to be well above historical levels, costs remained reasonably stable due to effective cost-saving initiatives.

Financial and operational performance

Revenue decreased by 11% to USD 1.0bn (USD 1.1bn), driven by storage normalisation and a 4.1% volume decline (decreased by 0.3% like-for-like excluding exits). The volume decline is mostly driven by the ongoing construction in GTI, Mumbai, as well as exits in Itajai, Brazil, and Luanda, Angola. Utilisation decreased to 76% (81%) due to a 5.9% increase in capacity in existing terminals, mainly in the USA. Revenue per move decreased by 6.5% to USD 314 (USD 335), purely due to lower storage revenue as underlying tariffs have been increased in line with local inflation. Cost per move decreased by 5.0% to USD 244 (USD 256) due to the impact of exits with lower energy costs being offset by higher depreciation from progress on modernisation projects in Los Angeles, USA, and Onne, Nigeria.

At fixed foreign exchange rates and terminal mix, revenue per move decreased by 6.4% while cost per move remained at par.

Terminals highlights

USD million

	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
Revenue	999	1,117	2,825	3,372	4,371
Concession fees (excl. capitalised lease expenses)	88	96	231	283	362
Labour costs (blue collar)	291	322	822	943	1,270
Other operational costs	131	159	405	483	638
Selling, General & Administration (SG&A) and other costs, etc.	136	149	392	416	566
Total operating costs	646	726	1,850	2,125	2,836
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	353	391	975	1,247	1,535
EBITDA margin	35.3%	35.0%	34.5%	37.0%	35.1%
Profit/loss before financial items (EBIT)	270	357	746	600	832
EBIT margin	27.0%	32.0%	26.4%	17.8%	19.0%
Invested capital	7,674	7,417	7,674	7,417	7,593
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	113	199	321	384	516
<i>Operational and financial metrics</i>					
Volumes – financially consolidated (moves in '000)	3,168	3,305	9,036	9,682	12,752
Ocean segment	1,125	1,231	3,155	3,505	4,558
External customers	2,043	2,074	5,881	6,177	8,194
Revenue per move – financially consolidated (USD)	314	335	311	346	341
Cost per move – financially consolidated (USD)	244	256	246	260	263
Result from joint ventures and associated companies (USDm)	67	207	191	-106	-46

Terminals performance Q3 2019-2023					USD million
	Q3 2023	Q3 2022	Q3 2021	Q3 2020	Q3 2019
Revenue	999	1,117	1,027	816	833
Total operating costs	646	726	648	542	570
EBIT	270	357	324	206	203
EBITDA margin	35.3%	35.0%	36.9%	33.6%	31.6%
<i>Operational and financial metrics</i>					
ROIC	10.3%	8.2%	10.0%	5.2%	5.9%
Volumes	3,168	3,305	3,257	2,973	3,088
Revenue per move	314	335	314	274	312
Cost per move	244	256	238	229	263

EBITDA decreased by USD 38m to USD 353m, due to the normalisation of storage revenue. The EBITDA margin was maintained at par at 35%.

EBIT decreased to USD 270m (USD 357m) driven by the lower storage revenue and the net positive USD 32m impact from divestments and impairments taken in Q3 2022 in relation to the divestments of Global Port Investments (GPI) and Sociedade Gestora de Terminais, S.A. (Sogester).

ROIC (LTM average) increased to 10.3% (8.2%). Adjusted for the impairment of GPI, ROIC was 12.8% in Q3 2022.

CAPEX declined to USD 113m (USD 199m), mainly due to a large batch of automated equipment purchased in Los Angeles, USA, in Q3 2022.

Regional volume

In **Europe**, volume increased by 3.9% due to strong demand in Poti, Georgia, partly offset by a weaker market in Aarhus, Denmark, while utilisation decreased slightly to 76% (78%) due to increased capacity.

In **North America**, volume decreased by 3.0% due to weaker market in Los Angeles, USA, and Port Elizabeth, USA, which in combination with an increase in capacity reduced utilisation to 78% (96%).

In **Latin America**, volume decreased by 4.1%, purely driven by the exit in Itajai, Brazil, with volumes in the rest of the portfolio

Regional volume ¹	Moves ('000)		
	Q3 2023	Q3 2022	Growth %
North America	834	859	-3.0
Latin America	599	625	-4.1
Europe and the Baltics	719	692	3.9
Africa	210	270	-22.1
Asia and Middle East	806	589	-6.2
Total	3,168	3,305	-4.1

1 Financially consolidated.

increasing 4.7% driven by Buenos Aires, Argentina. Utilisation remained almost on par at 78% (77%).

In **Asia and Middle East**, volume decreased by 6.2%, purely driven by ongoing construction in Mumbai, India, where one berth was unavailable, reducing utilisation to 77% (80%). Excluding Mumbai volume grew 5.7%.

In **Africa**, volume decreased by 22% purely due to the divestment of Luanda, Angola. Adjusted for the exit, volume increased by 7.5%, mainly driven by San Pedro, Côte d'Ivoire, and Apapa, Nigeria. Accordingly, utilisation increased to 65% (60%).

Results from joint ventures and associated companies

The share of profits in joint ventures and associated companies decreased to USD 67m (USD 207m), largely driven by gains from divestment of GPI in 2022.

Key developments in Q3 2023

APM Terminals Lazaro Cardenas has begun the construction of its USD 140m Phase II expansion. The project will increase the capacity of the first semi-automated facility in Latin America with an additional one million TEUs and position it as a hub for the Americas region.

Terminals has concluded negotiations with the Argentinian government for the extension of the concession of its T4 terminal in Puerto Nuevo for a period of three years until May 2027. The terminal will be expanded to incorporate part of the adjacent facility, in line with the government plan for the future of the port.

APM Terminals Mumbai recently resumed operations on its second berth which is now equipped with new advanced ship-to-shore cranes. With this, the terminal will be able to operate two berths and increase volume back to previous levels.

Financial review 9M 2023

Revenue of USD 2.8bn (USD 3.4bn) was driven by significantly lower storage revenue and a 6.7% decrease in volume (decrease of 3.2% like-for-like), partly due to exits. Capacity utilisation decreased to 71% (79%).

Terminals performance 9M 2019-2023					USD million
	9M 2023	9M 2022	9M 2021	9M 2020	9M 2019
Revenue	2,825	3,372	2,911	2,279	2,476
Total operating costs	1,850	2,125	1,840	1,607	1,816
EBIT	746	600	866	512	479
EBITDA margin	34.5%	37.0%	36.8%	29.5%	26.7%
<i>Operational and financial metrics</i>					
ROIC	10.3%	8.2%	10.0%	5.2%	5.9%
Volumes	9,036	9,682	9,544	8,357	8,933
Revenue per move	311	346	304	272	314
Cost per move	246	260	236	237	278

Revenue per move decreased to USD 311 (USD 346), driven by lower storage revenue and negative rate of exchange impact. Cost per move decreased to USD 246 (USD 260), due to positive terminal mix and exits.

EBITDA decreased to USD 975m (USD 1.2bn), driven by lower storage revenue, while EBIT increased to USD 746m (USD 600m), driven by the negative impact of the GPI divestment in 2022.



Towage & Maritime Services

Revenue was USD 483m (USD 591m) with an EBITDA of USD 90m (USD 127m) and an EBIT of USD 194m (USD 100m), mainly as a result of the gain from the sales of shares in Höegh Autoliners AS and net gain on sale of U.S. Marine Management.

Towage

Financial and operational performance

Revenue increased by USD 18m to USD 206m (USD 188m), and the increase was 8.8% when adjusted for foreign exchange. Harbour Towage revenue increased by USD 16m, driven by activity and tariff increases across most regions and a new port entry in Brazil. Terminal towage revenue increased by USD 2m, driven by increased activity in Americas and a new contract in Europe.

EBITDA increased to USD 59m (USD 53m) due to increased revenue, partly offset by increased crew and other operating costs. EBIT increased to USD 34m (USD 30m), driven by the higher EBITDA, slightly offset by higher depreciations.

The share of profit in joint ventures and associated companies was USD 6m (USD 5m).

Maritime Services

For **Maersk Container Industry**, revenue decreased by USD 29m to USD 114m (USD 143m), driven by lower market demand. EBITDA decreased by USD 17m to USD 10m (USD 27m) as lower revenue was partly offset by lower costs. EBIT increased to USD 8m (USD 2m) as 2022 was negatively impacted by reinstatement of depreciation and impairment costs as the company was no longer classified as assets held for sale.

EBIT in **Other Maritime Services** includes USD 29m (USD 35m) from Höegh Autoliners AS, classified as an associate. Further, EBIT is positively impacted by the gain from sale of shares.

The planned divestment of U.S. Marine Management Inc. was completed in Q3 2023 with a net gain on sale before taxes of USD 94m.

Financial review 9M 2023

Revenue was USD 1.6bn (USD 1.7bn) with an EBITDA of USD 232m (USD 287m) while EBIT improved to USD 350m (USD 185m), positively impacted by the gain from the divestment of U.S. Marine Management in 2023 where the comparison financials for 2022 were negatively impacted by the impairment loss in Höegh Autoliners AS.

Revenue in **Towage** increased to USD 617m (USD 578m), and EBITDA was USD 180m (USD 169m), as increased revenue was partly offset by higher operating costs. EBIT increased to USD 106m (USD 80m) considering the impairment costs in 2022, driven by the withdrawal from operations in Russia.

Maersk Container Industry reported a revenue of USD 338m (USD 418m) and an EBITDA of USD 27m (USD 40m). EBIT improved to USD 19m (USD 15m) due to reinstatement of impairment in 2022 as the company is no longer classified as assets held for sale.

The divestment of **Maersk Supply Service** was completed in May 2023 with a net gain on sale of USD 15m.

Review 9M 2023

Financial results reflect market normalisation

Revenue decreased by USD 24.4bn to USD 39.3bn (USD 63.7bn) in 9M 2023, with a decrease in Ocean of USD 24.5bn, in Logistics & Services by USD 189m and in Terminals by USD 547m.

Revenue in Ocean reflects the inventory corrections seen in Western economies in 2023 with lower volumes and significantly lower freight rates. In Logistics & Services, total revenue decreased, due to destocking in the USA in lifestyle and retail volumes as well as lower air freight rates, only partially compensated by increased revenue from the integration of LF Logistics and Martin Bencher. Revenue decreased in Terminals due to lower volumes and significantly lower storage revenue, particularly in North America.

EBITDA decreased to USD 8.8bn (USD 30.3bn), with a decrease in Ocean of USD 21.0bn due to lower revenue, a decrease in Logistics & Services of USD 84m and in Terminals of USD 272m.

Ocean (9M 2022: 27.7bn)	Logistics & Services (9M 2022: 1.1bn)	Terminals (9M 2022: 1.2bn)
6.7bn	966m	975m

EBIT decreased by USD 21.3bn to USD 4.5bn (USD 25.7bn), impacted by the declining EBITDA. The EBIT margin decreased to 11.4% (40.4%).

Ocean (9M 2022: 24.3bn)	Logistics & Services (9M 2022: 675m)	Terminals (9M 2022: 600m)
3.1bn	386m	746m

Financial items, net, was a gain of USD 327m (loss of USD 800m), as the increase in interest income and derivative gains on currency was only partly offset by interest expenses.

Tax decreased to USD 434m (USD 598m), primarily due to lower profit before tax.

The underlying profit of USD 4.4bn (USD 24.8bn) was adjusted for net gains of USD 440m, primarily due to vessel and container sales in Ocean of USD 254m and the net gain after tax from the sale of US Marine Management of USD 74m. This was offset by the impairment and restructuring charges for the A.P. Moller - Maersk brands of USD 407m of the previously communicated USD 450m, with the process ongoing into Q4 2023.

Cash flow from operating activities of USD 9.5bn (USD 26.3bn) was driven by EBITDA of USD 8.8bn and stronger net working capital of USD 930m due to improved trade receivables, translating into a strong cash conversion of 108% (87%).

Gross capital expenditure (CAPEX) was USD 2.4bn (USD 3.3bn), driven by lower container investments in Ocean.

Free cash flow decreased to USD 5.7bn (USD 20.6bn), negatively impacted by lower cash flow from operating activities, partly offset by lower CAPEX and higher financial income and sales proceeds.

The **dividend** of DKK 4,300 per A.P. Møller - Mærsk A/S share of nominally DKK 1,000 (USD 10.9bn), declared at the Annual General Meeting on 28 March 2023, was paid on 31 March 2023. Withholding tax of USD 1.5bn was paid in Q2 2023.

Total **equity** decreased to USD 56.0bn (USD 65.0bn on 31 December 2022), due to higher dividend payments and share buy-backs partly offset by net profit of USD 4.4bn, resulting in an equity ratio of 67.1% (69.4% at year-end 2022).

Multi-year comparison of financials

USD million

	9M 2023	9M 2022	9M 2021	9M 2020	9M 2019
Income statement					
Revenue	39,324	63,709	43,281	28,485	29,222
Ocean	26,473	51,000	33,643	20,918	21,634
Logistics & Services	10,374	10,563	6,814	4,902	4,802
Terminals	2,825	3,372	2,911	2,279	2,476
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	8,752	30,273	16,046	5,515	4,249
Profit before financial items (EBIT)	4,471	25,738	13,040	2,592	1,383
Profit for the period	4,364	24,340	11,924	1,599	570
Cash flow statement					
Cash flow from operating activities	9,477	26,276	14,142	5,259	4,384
Gross capital expenditure, excl. acquisitions and divestments (CAPEX)	2,395	3,268	1,391	952	1,566
Free cash flow	5,681	20,645	10,900	2,982	1,540
Financial ratios					
Revenue growth	-38.3%	47.2%	51.9%	-2.5%	0.7%
EBITDA margin	22.3%	47.5%	37.1%	19.4%	14.5%
EBIT margin	11.4%	40.4%	30.1%	9.1%	4.7%

Financials

Condensed income statement

Note	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
1 Revenue	12,129	22,767	39,324	63,709	81,529
1 Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	1,878	10,862	8,752	30,273	36,813
Depreciation, amortisation and impairment losses, net	1,584	1,649	5,035	4,574	6,186
4 Gain on sale of non-current assets, etc., net	136	4	439	68	101
Share of profit/loss in joint ventures and associated companies	108	260	315	-29	132
1 Profit before financial items (EBIT)	538	9,477	4,471	25,738	30,860
Financial items, net	153	-303	327	-800	-629
Profit before tax	691	9,174	4,798	24,938	30,231
Tax	137	263	434	598	910
Profit for the period	554	8,911	4,364	24,340	29,321
<i>Of which:</i>					
Non-controlling interests	33	32	106	92	123
A.P. Møller - Mærsk A/S' share	521	8,879	4,258	24,248	29,198
Earnings per share, USD	31	488	250	1,318	1,600
Diluted earnings per share, USD	31	487	249	1,313	1,595

Condensed statement of comprehensive income

	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
Profit for the period	554	8,911	4,364	24,340	29,321
Translation from functional currency to presentation currency	-176	-440	-235	-904	-551
Reclassified to income statement, gain on sale of non-current assets, etc., net	2	53	42	62	53
Cash flow hedges	-55	22	-77	34	115
Tax on other comprehensive income	-3	-10	-4	-19	-10
Share of other comprehensive income of joint ventures and associated companies, net of tax	-	9	2	8	6
Total items that have been or may be reclassified subsequently to the income statement	-232	-366	-272	-819	-387
Other equity investments	-11	7	-9	88	54
Actuarial gains/losses on defined benefit plans, etc.	-	-	1	-	36
Tax on other comprehensive income	-	-	-	-	30
Total items that will not be reclassified to the income statement	-11	7	-8	88	120
Other comprehensive income, net of tax	-243	-359	-280	-731	-267
Total comprehensive income for the period	311	8,552	4,084	23,609	29,054
<i>Of which:</i>					
Non-controlling interests	25	16	96	63	92
A.P. Møller - Mærsk A/S' share	286	8,536	3,988	23,546	28,962

Condensed cash flow statement

Note	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
Profit before financial items	538	9,477	4,471	25,738	30,860
Non-cash items, etc.	1,437	1,354	4,603	4,582	6,225
Change in working capital	-435	-1,207	930	-3,486	-1,808
Cash flow from operating activities before tax	1,540	9,624	10,004	26,834	35,277
Taxes paid	-155	-180	-527	-558	-801
Cash flow from operating activities	1,385	9,444	9,477	26,276	34,476
Purchase of intangible assets and property, plant and equipment (CAPEX)	-819	-906	-2,395	-3,268	-4,163
Sale of intangible assets and property, plant and equipment	40	109	555	256	303
4 Acquisition of subsidiaries and activities	-	-3,218	-138	-4,754	-4,774
4 Sale of subsidiaries and activities	240	1	960	21	2
Acquisition of joint ventures and associated companies	-17	-	-18	-	-46
Sale of joint ventures and associated companies	114	235	188	216	219
Dividends received	111	142	184	244	327
Sale of other equity investments	-	6	22	26	31
Financial investments, etc., net	-2,578	-5,100	4,183	-9,527	-13,518
Cash flow from investing activities	-2,909	-8,731	3,541	-16,786	-21,619
Repayments of/proceeds from borrowings, net	414	-105	152	-752	-717
Repayments of lease liabilities	-816	-811	-2,463	-2,219	-3,080
Financial payments, net	114	-56	745	-267	-238
Financial expenses paid on lease liabilities	-139	-135	-422	-377	-518
Purchase of treasury shares	-763	-858	-2,349	-2,053	-2,738
Dividends distributed	-	-	-10,876	-6,847	-6,847
Dividends distributed to non-controlling interests	-22	-12	-67	-55	-78
Other equity transactions	12	9	20	36	81
Cash flow from financing activities	-1,200	-1,968	-15,260	-12,534	-14,135
Net cash flow for the period	-2,724	-1,255	-2,242	-3,044	-1,278
Cash and cash equivalents, beginning of period	10,405	9,688	10,038	11,565	11,565
Currency translation effect on cash and bank balances	-69	-103	-184	-191	-249
Cash and cash equivalents, end of period	7,612	8,330	7,612	8,330	10,038
Of which classified as assets held for sale	-1	-18	-1	-18	-1
Cash and cash equivalents, end of period	7,611	8,312	7,611	8,312	10,037
<i>Cash and cash equivalents</i>					
Cash and bank balances	7,630	8,334	7,630	8,334	10,057
Overdrafts	19	22	19	22	20
Cash and cash equivalents, end of period	7,611	8,312	7,611	8,312	10,037

Cash and bank balances include USD 1.1bn (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	-	-78	-51	-79	-62	-270	-10	-280
Profit for the period	-	-	-	-	4,258	4,258	106	4,364
Total comprehensive income for the period	-	-78	-51	-79	4,196	3,988	96	4,084
Dividends to shareholders	-	-	-	-	-10,824	-10,824	-69	-10,893
Value of share-based payment	-	-	-	-	21	21	-	21
Acquisition of non-controlling interests	-	-	-	-	-16	-16	15	-1
Sale of non-controlling interests	-	-	-	-	-	-	1	1
3 Purchase of treasury shares	-	-	-	-	-2,304	-2,304	-	-2,304
3 Sale of treasury shares	-	-	-	-	22	22	-	22
3 Capital increases and decreases	-206	-	-	-	206	-	15	15
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	-12,897	-13,105	-38	-13,143
Equity 30 September 2023	3,186	-1,310	163	-110	52,945	54,874	1,099	55,973
Equity 1 January 2022	3,513	-767	135	-160	41,787	44,508	1,080	45,588
Other comprehensive income, net of tax	-	-810	88	13	7	-702	-29	-731
Profit for the period	-	-	-	-	24,248	24,248	92	24,340
Total comprehensive income for the period	-	-810	88	13	24,255	23,546	63	23,609
Dividends to shareholders	-	-	-	-	-6,845	-6,845	-57	6,902
Value of share-based payment	-	-	-	-	16	16	-	16
Sale of non-controlling interests	-	-	-	-	-	-	-30	-30
3 Purchase of treasury shares	-	-	-	-	-2,090	-2,090	-	-2,090
3 Sale of treasury shares	-	-	-	-	25	25	-	25
3 Capital increases and decreases	-121	-	-	-	121	-	15	15
Transfer of gain/loss on disposal of equity investments to retained earnings	-	-	-14	-	14	-	-	-
Total transactions with shareholders	-121	-	-14	-	-8,759	-8,894	-72	-8,966
Equity 30 September 2022	3,392	-1,577	209	-147	57,283	59,160	1,071	60,231

Note 1 Segment information

	Ocean	Logistics & Services	Terminals	Towage & Maritime Services	Unallo- cated items	Elimi- nations	Consoli- dated total
<i>Q3 2023</i>							
External revenue	7,431	3,559	733	378	28	-	12,129
Inter-segment revenue	466	-42	266	105	10	-805	-
Total revenue	7,897	3,517	999	483	38	-805	12,129
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	1,133	339	353	90	-37	-	1,878
Profit before financial items (EBIT)	-27	136	270	194	-39	4	538
<i>Key metrics</i>							
Invested capital	28,843	10,739	7,674	1,982	-122	-36	49,080
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	443	196	113	60	4	3	819
<i>Q3 2022</i>							
External revenue	17,112	4,293	838	499	25	-	22,767
Inter-segment revenue	906	-111	279	92	6	-1,172	-
Total revenue	18,018	4,182	1,117	591	31	-1,172	22,767
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	9,924	394	391	127	51	-25	10,862
Profit before financial items (EBIT)	8,734	258	357	100	50	-22	9,477
<i>Key metrics</i>							
Invested capital	34,229	9,616	7,417	2,660	-479	-57	53,386
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	520	163	199	58	7	-41	906

Note 1 Segment information – continued

	Ocean	Logistics & Services	Terminals	Towage & Maritime Services	Unallocated items	Eliminations	Consolidated total
<i>9M 2023</i>							
External revenue	25,268	10,520	2,096	1,355	85	-	39,324
Inter-segment revenue	1,205	-146	729	234	29	-2,051	-
Total revenue	26,473	10,374	2,825	1,589	114	-2,051	39,324
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	6,744	966	975	232	-164	-1	8,752
Profit before financial items (EBIT)	3,147	386	746	350	-170	12	4,471
<i>Key metrics</i>							
Invested capital	28,843	10,739	7,674	1,982	-122	-36	49,080
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	1,295	547	321	223	13	-4	2,395

	Ocean	Logistics & Services	Terminals	Towage & Maritime Services	Unallocated items	Eliminations	Consolidated total
<i>9M 2022</i>							
External revenue	48,869	10,765	2,587	1,412	76	-	63,709
Inter-segment revenue	2,131	-202	785	313	19	-3,046	-
Total revenue	51,000	10,563	3,372	1,725	95	-3,046	63,709
Profit before depreciation, amortisation and impairment losses, etc. (EBITDA)	27,736	1,050	1,247	287	-19	-28	30,273
Profit before financial items (EBIT)	24,332	675	600	185	-40	-14	25,738
<i>Key metrics</i>							
Invested capital	34,229	9,616	7,417	2,660	-479	-57	53,386
Gross capital expenditures, excl. acquisitions and divestments (CAPEX)	2,193	483	384	232	21	-45	3,268

USD million	Types of revenue	Q3 2023	Q3 2022	9M 2023	9M 2022	12M 2022
Ocean	Freight revenue	6,687	16,008	22,532	44,918	56,499
	Other revenue, including hubs	1,210	2,010	3,941	6,082	7,800
Logistics & Services	Managed by Maersk ¹	586	728	1,689	1,882	2,491
	Fulfilled by Maersk ¹	1,327	1,393	4,002	3,347	4,916
	Transported by Maersk ¹	1,604	2,061	4,683	5,334	7,016
Terminals	Terminal services	999	1,117	2,825	3,372	4,371
Towage & Maritime Services	Towage services	206	188	617	578	774
	Sale of containers and spare parts	114	143	338	418	499
	Offshore supply services	-	113	111	291	390
	Other shipping activities	72	77	217	214	282
	Other services	91	70	306	224	348
Unallocated activities and eliminations		-767	-1,141	-1,937	-2,951	-3,857
Total revenue		12,129	22,767	39,324	63,709	81,529

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

Note 2 Term deposits

Receivables, etc. amount to USD 22.5bn (USD 27.4bn at 31 December 2022) and consist primarily of term deposits with a maturity of more than three months amounting to USD 14.3bn (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
30 September 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
30 September 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	207,717	120,494	202	121	1.08%	0.62%
Additions	238,611	147,806	239	148	1.35%	0.79%
Cancellations	227,390	133,779	227	134	1.22%	0.69%
30 September	212,938	134,521	214	135	1.21%	0.72%
<i>B shares</i>						
1 January	887,557	549,587	888	549	4.74%	2.84%
Additions	945,029	636,618	945	637	5.36%	3.40%
Cancellations	910,056	535,076	910	535	4.86%	2.76%
Disposals	24,055	27,232	24	27	0.13%	0.14%
30 September	898,475	623,897	899	624	5.11%	3.34%

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

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

From 1 January 2023 to 30 September 2023, A.P. Møller - Mærsk A/S bought back as treasury shares 122,806 A shares, with a nominal value of DKK 123m, and 368,761 B shares, with a nominal value of DKK 369m from A.P. Møller Holding A/S and 116,162 B shares, with a nominal value of DKK 116m, 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 Acquisition/sale of subsidiaries

Acquisitions during 2023

Grindrod Intermodal Group (Logistics & Services)

On 2 January 2023, the Group completed the acquisition of Grindrod Logistics. The Group partnered with Grindrod Intermodal Group to merge the logistics activities of Grindrod Intermodal business and the ocean activities of the Ocean Africa Container Lines (OACL) with the current Maersk Logistics & Services products in South Africa. The Grindrod Intermodal Group is a well-known and trusted partner in South Africa that offers a range of logistics and services offerings. The Group has a controlling interest of 51%. The purchase price is USD 37m and resulted in a provisional goodwill recognised of USD 20m.

Martin Bencher Group (Logistics & Services)

On 2 January 2023, the Group acquired 100% of the shares in Martin Bencher Group, a Denmark-based project logistics company with premium competencies within non-containerised project logistics. The acquisition of Martin Bencher Group will add to the existing project logistics services already available at Maersk, with a specialised service offering the combination of solution design, special cargo transportation and project management services. It will build on existing infrastructures and knowledge across the existing Project Logistics vertical in Sales & Marketing, Ocean, and Logistics & Services Special Project Logistics (SPL). The purchase price is USD 54m and resulted in a provisional goodwill recognised of USD 11m.

The accounting for the current period business combinations are considered provisional as at 30 September 2023 as the valuation of intangible assets is not yet finalised.

Sales during 2023

Maersk Supply Service

On 15 May 2023, the sale of Maersk Supply Service to A.P. Møller Holding was completed for cash proceeds net of cash sold of USD 685m and resulted in a net gain of USD 15m, which includes the reclassification of the translation reserve loss of USD 40m from equity to the income statement. The gain is classified as gain on sale of non-current assets within the condensed income statement.

The net profit is included within the Towage & Maritime Services segment as per Note 1 Segment information.

US Marine Management

An agreement was reached to divest U.S. Marine Management LLC in Q3 2023. On 20 September 2023, the sale of US Marine Management LLC was completed and resulted in a net gain of USD 94m or USD 74m after tax. The net gain pre-tax is classified as gain on sale of non-current assets within the condensed income statement.

The net profit is included within the Towage & Maritime Services segment as per Note 1 Segment information.

Acquisitions during 2022

LF Logistics Holdings Limited (Logistics & Services)

On 31 August 2022, the Group acquired 100% of the shares in LF Logistics Holdings Limited, a leading omnichannel fulfilment contract logistics company in Asia Pacific. In Q3 2023, the provisional purchase price allocation was finalised, which did not result in a significant change to the calculated goodwill.

Pilot Freight Services (Logistics & Services)

On 2 May 2022, the Group acquired 100% of the shares in Pilot Freight Services, a US-based first, middle and last mile cross-border solutions provider. In Q2 2023, the provisional purchase price allocation was finalised, resulting in a reduction of the calculated goodwill by USD 30m. The changes were primarily related to the valuation of customer relationships and deferred tax liabilities.

Senator International (Logistics & Services)

On 2 June 2022, the Group acquired 100% of the shares in Senator International, a well-renowned German air-based freight carrier company. In Q2 2023, the provisional purchase price allocation was finalised, resulting in an increase of the calculated goodwill by USD 5m. The changes were primarily related to the valuation of tax payables.

Note 5 Commitments

The total commitment across segments of USD 5.4bn (USD 5.0bn at 31 December 2022) is related to investments for new methanol container vessels, tugs, aircraft and commitments towards terminal concession grantors.

Note 6 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 yet to be adopted by the EU. The company expects to apply this relief when approved by the EU.

Impairment of brands

On 27 January 2023, it was announced that the Group would move towards a singular and unified brand by integrating the Maersk brands. Existing brands were retired during Q1 2023, resulting in the recognition of impairment losses of the full carrying amount of each respective retired brand on the balance sheet. Total impairment losses related to the retirement of brands in Q1 2023 recognised in the condensed income statement is USD 299m of which USD 297m is within Ocean and USD 2m is within Logistics & Services.

Management's statement

The Board of Directors and the Executive Board have today discussed and approved the Interim Report of A.P. Møller - Mærsk A/S for the period 1 January 2023 to 30 September 2023.

The Interim Report has not been audited or reviewed by the company's independent auditors.

The Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting as adopted by the EU and additional Danish disclosure requirements for interim financial reporting of listed companies.

In our opinion, the interim consolidated financial statements (pages 16-23) give a true and fair view of A.P. Møller - Maersk's consolidated assets, liabilities and financial position at 30 September 2023 and of the results of A.P. Møller - Maersk's consolidated operations and cash flows for the period 1 January 2023 to 30 September 2023.

Furthermore, in our opinion, the Management review (pages 3-15) 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 as well as a description of the most significant risks and uncertainty factors that A.P. Møller - Maersk faces, relative to the disclosures in the annual report for 2022.

Copenhagen, 3 November 2023

Executive Board

Vincent Clerc
CEO

Patrick Jany
CFO

Board of Directors

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

K

kcbm

The freight volume of the shipment for domestic and international freight. Cubic metre (CBM) measurement is calculated by multiplying the width, height and length of the shipment.

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 Ocean customers excluding freight forwarders. The top 200 Ocean customers are selected annually based on Ocean 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.

S

Spot conversion rate

Spot conversion is spot volumes divided by convertible shipment volumes.

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

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.