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PRESS RELEASE

A.P. Møller - Mærsk A/S delivers revenue growth in a challenged market

Copenhagen, 17 August 2018

In the second quarter of 2018, A.P. Møller - Mærsk A/S showed progress in the strategic business transformation, reporting revenue growth at the same time as realising synergies through further business integration.

Revenue grew 24% to USD 9.5bn across segments, 5.7% excluding the effect from Hamburg Süd. Revenue growth was seen in key areas such as Logistics & Services, which among others was positively affected by increase in service of our customers supply chain management and in Gateway & Towage.

At the same time, the company realised synergies from the integration of Hamburg Süd and from the increased collaboration across existing transport, logistics and ports businesses, contributing positively to the profitability.

"With revenue up 24% in Q2, we continued to deliver strong growth. The acquisition of Hamburg Süd of course was a positive contributor to growth in our Ocean segment, and we are pleased with the organic growth in non-Ocean. We expect revenue of around USD 40bn in 2018, up almost 50% since 2016," says Søren Skou, CEO of A.P. Møller - Mærsk A/S and continues:

"We also delivered a sharp improvement in unit cost in Ocean, after a Q1 that was negatively impacted by inflow of capacity from the acquisition of Hamburg-Süd and network issues. Profitability was significantly impacted by higher bunker prices in Q2 and remained at unsatisfactory levels. For the rest of the year we expect improvements in our profitability driven by lower unit cost and higher freight rates."

Lower unit costs were mainly driven by a reduction in network costs in Ocean, comprising network changes and increase in loaded volume.

Furthermore, in Q2 the revenue in Ocean grew 25% to USD 7bn, 0.6% excluding Hamburg Süd, and volumes grew 26%, 4.3% excluding Hamburg Süd, which is in line with estimated market growth of around 4%.

Guidance for 2018 including sensitivities

As reported on 7 August 2018, the underlying profit after financial items and tax amounted to earnings before interests, tax, depreciations and amortisations (EBITDA) in A.P. Møller - Mærsk A/S of USD 883m was negatively impacted by increased bunker costs in Ocean. Combined with the development in freight rates and uncertainties related to trade tensions it led to an adjustment in the expectation for EBITDA for the full-year 2018 to reach in the range of USD 3.5 – 4.2bn.

The organic volume growth in Ocean for the full year is still expected slightly below the estimated average market growth of 2-4% for 2018. Further, guidance is maintained on gross capital expenditures (capex) around USD 3bn and a high cash conversion (cash flow from operations compared with EBITDA).

The guidance continues to be subject to uncertainties due to the current risk of further restrictions on global trade and other factors impacting container freight rates, bunker prices and rate of exchange

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SENSITIVITY GUIDANCE Q2 2018:

Factors	Change	Impact on EBITDA Rest of year
Container freight rate	+/-100 USD/FFE	+/-USD 0.7bn
Container freight volume	+/-100,000 FFE	+/-USD 0.1bn
Bunker price (net of expected BAF coverage)	+/-100 USD/tonne	-/+USD 0.2bn
Rate of exchange (net of hedges)	+/-10% change USD	+/- USD 0.1bn

A.P. MØLLER - MÆRSK A/S HIGHLIGHTS Q2 2018

			Q2
USD million	**2018**	2017	Change
Revenue	9,507	7,690	24%
Profit before depreciation, amortisation and impairment losses, etc.	883	1,073	-18%
Depreciation, amortisation and impairment losses, net	903	889	1.6%
Gain on sale of non-current assets, etc., net	10	54	-81%
Profit/loss before financial items	46	277	-83%
Profit/loss before tax	-25	43	N/A
Profit/loss from continuing operations	-85	10	N/A
Profit/loss from discontinued operations[1]	111	-274	N/A
Profit/loss for the period	26	-264	N/A
Underlying profit/loss[2]	88	205	57%
Cash flow from operating activities	353	941	-62%
Gross capital expenditure, excl. acquistions and divestements (capex)	-708	-892	-21%
Return on invested capital after tax (ROIC) from continuing operations	-0.1%	3.1%	

[1] Following the classification of Maersk Oil, Maersk Tankers, Maersk Drilling and Maersk Supply Service as discontinued operations in 2017, the businesses are presented separately on an aggregated level in the income statement, balance sheet and cash flow statement. In accordance with IFRS, the income statement and cash flow statement have both been restated in previous periods, while the balance sheet has not been restated in previous periods. The Maersk Tankers transaction was closed on 10 October 2017 and the Maersk Oil transaction on 8 March 2018.

[2] Underlying profit/loss is profit/loss for the period 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 acquisitions/divestments. The adjustments are net of tax and include A.P. Moller - Maersk's share of mentioned items in associates and joint ventures.

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HIGHLIGHTS Q2

USD million	Revenue 2018	Revenue 2017	EBITDA 2018	EBITDA 2017	Capex 2018	Capex 2017
Ocean	6,952	5,541	674	876	-549	-752
Logistics & Services	1,489	1,396	28	46	-12	-11
Terminals & Towage	847	819	178	149	-116	-156
Manufacturing & Others	636	446	8	37	-3	-
Unallocated activities, eliminations, etc.	-417	-512	-5	-35	-28	27
A.P. Moller - Maersk consolidated – continuing operations	**9,507**	**7,690**	**883**	**1,073**	**-708**	**-892**

LINK TO THE Q2 REPORT 2018

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The Q3 2018 Interim Report is expected to be announced on 14 November 2018.