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Press release

25 March, 2003

SAS Cargo appoints Sales Director for Scandinavia

Johan Röstin, 40, will be the responsible director for sales in Scandinavia when SAS Cargo introduces a new structure within the sales organization April 1st, 2003. The change also means a closer contact between SAS Cargo and the major Scandinavian customers.

- Over the last couple of years we have seen our customers develop into more and more global companies. Their demand for more global and harmonized solutions increases. With the new structure in our Scandinavian sales organization we place the responsibility of sales in one department instead of three. This means our big Scandinavian customers will have only one point of contact instead of three. The result will be a closer contact between SAS Cargo and the customers, says Jan Lillieborg, Vice President Global Sales in SAS Cargo Group A/S.

For the last two years Johan Röstin has been working as Country Manager for SAS Cargo Sweden. Even though he has enjoyed this job, he now looks forward to the challenges of the new position.

- SAS Cargo's position will now be strengthened towards our Scandinavian customers, the forwarding agents. It will be easier to coordinate sales and logistics between the three Scandinavian countries, and we will be able to provide a better service and quality for our customers, says the new Sales Director of Scandinavia.

Johan Röstin has been engaged in the cargo trade since 1990, where he started working for an express airfreight company while he was studying economics and sociology at the University of Lund. Since his start in SAS in 1998 his main tasks have been selling cargo transportation to, from and within Sweden.

During the Team-Up cooperation with Lufthansa Cargo in 2000, Johan Röstin was also Country Manager for Lufthansa Cargo in Sweden.

The new structure in the sales organization of SAS Cargo is another step in SAS Cargo's continuing development of the organization, which was initiated in the fall of 2002. The objective is to make it appear more simple and clear to customers, employees and business partners.

In the future, SAS Cargo's sales organization, Global Sales, will consist of two departments, a Scandinavian and an International.

A photo of Johan Röstin can be found at www.sascargo.com. Look under "Picture Bank" and then "People", or click [here](#).

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