

The SAS Group Traffic figures September 2003

The SAS Group

- Total passenger traffic (RPK) increased by 1,6% vs 2002.
- The SAS Group transported a total of 2,9 million passengers in September 2003 vs 3,1 million in 2002, a decrease of 4,9%.
- Overall group passenger load factor decreased by 2,1 p.u to 67,3% for September 2003 vs. 2002.

Market trends and yield development

The traffic development in September showed an increase, but continued pressure on passenger yields. Overall passenger load factor decreased 2,1 p.u. and passenger traffic increased by 1,6% during September.

Braathens traffic increased in September driven by the positive development on international routes. Spanair's traffic improved in September with load factors up 1,1 p.u. vs. 2002.

Additional pressure on yields was expected for August and the outcome showed yields down 15% month by month and 12% for the period Jan- Aug. August was characterized by a significant number of low fare campaigns in Europe. Indications of passenger yield development for Scandinavian Airlines in September show a continued pressure, but slightly less than August. Yields on the European routes were down 18% in August (European yields are also affected by the introduction of the new low fare initiative Snowflake with 9-10 p.u. effect on European yields).

A record amount of low- fare tickets were sold during the summer period. More than 130.000 round trip tickets of SEK 1200 or less were flown during August. This trend is expected to continue as Scandinavian Airlines proactively lower prices in light of increased competition.

The overall yield development in August and indications for September shows continued pressure on yields for the coming months, but load factors and traffic development is set to improve. Forceful cost measures are under implementation to secure a sustained profitability level in a lower yield environment. Due to the situation with continued yield pressure, the outlook remains cautious.

Scandinavian Airlines

- Scandinavian Airlines traffic (RPK) decreased by 2,0% in September 2003 compared with 2002.
- Scandinavian Airlines passenger load factor decreased by 2,5 p.u. to 69,1%

Intercontinental traffic increased by 4,2% in September. Traffic both on the U.S and South East Asia has improved. Scandinavian Airlines has resumed its daily traffic to Beijing as from 22 August.

The demand on the European routes has improved and traffic was up 4,1%. Passenger load factor on the new low price initiative, Snowflake, was close to 80% in September. Intrascandinavian traffic continued to be weak. Danish domestic traffic was down mainly as a result of the discontinued Greenland route.

SAS Group	Sep 03	Change	Jan-Sep 03	Change
ASK (Mill.)	4 316	4,8%	35 951	1,3%
RPK (Mill.)	2 904	1,6%	23 059	-2,2%
Passenger load factor	67,3%	-2,1 p u	64,1%	-2,3 p u
Passengers (Mill.)	2,926	-4,9%	23,492	-7,3%

p u = percentage units



Summary of the airlines January-September 2003				
	Traffic (RPK)	Capacity (ASK)	Load factor	Change of load factor
SAS Group	-2,2%	1,3%	64,1%	-2,3 p u
Scandinavian Airlines	-6,6%	-2,8%	66,2%	-2,7 p u
Spanair	7,7%	8,6%	62,0%	-0,5 p u
Braathens	14,9%	14,0%	59,1%	+0,4 p u
Widerøe	25,6%	20,8%	52,8%	+2,0 p u
AirBotnia	14,8%	28,0%	46,8%	-5,4 p u

Route area (change):	September 03 vs. September 02		Jan-Sep 03 vs. Jan-Sep 02	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Intercontinental	4,2%	13,3%	-2,3%	8,7%
Europe	9,5%	10,5%	5,8%	7,0%
Intra Scandinavian	-14,1%	-10,0%	-15,5%	-14,6%
Denmark	-48,3%	-39,0%	-58,3%	-51,4%
Norway	-8,5%	-4,9%	-7,7%	-4,3%
Sweden	-20,2%	-15,8%	-18,0%	-20,3%



Scandinavian Airlines

Scandinavian Airlines	Sep 03	Change	Jan-Sep 03	Change
ASK (Mill.)	3 023	1,6 %	25 042	-2,8 %
RPK (Mill.)	2 089	-2,0 %	16 569	-6,6 %
Passenger load factor	69,1%	-2,5 p u	66,2%	-2,7 p u
Passengers (Mill.)	1,811	-11,0 %	14,533	-13,0 %

p u = percentage units

Route area (change):	September 03 vs. September 02		Jan-Sep 03 vs. Jan-Sep 02	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Intercontinental	4,2%	13,3%	-0,8%	10,9%
Europe	4,1%	6,8%	-0,4%	2,1%
Intra-scandinavian	-17,4%	-13,2%	-19,9%	-19,4%
Denmark	-48,3%	-39,0%	-58,3%	-51,4%
Norway	-21,8%	-23,1%	-31,4%	-29,6%
Sweden	-20,2%	-15,8%	-18,0%	-20,3%

Internet Sales

The proportion of Internet sales on www.scandinavian.net was 4,7% in August 2003 compared with 1,4% in August 2002.

Punctuality

Within 15 minutes 91,1% of flights departed on time and within 2 minutes 68,8% of flights departed on time.

Spanair traffic development

Spanair continued its growth also during September. The overall ASK increased by 9,2%. Despite the significant capacity increase compared with last year, the load factor improved by 1,1 p.u. points to 69,2%.

Within the domestic network, the capacity development is concentrated to the main business trunk routes. Compared with September last year, the Domestic ASK increased by 14,2% and the RPK by 15,4 %, resulting in a 0,7 p.u. higher load factor. The domestic market developed well in volume but puts pressure on the yields that are expected to drop below last years level.

In Europe, Valencia-Munich expanded from 1 to 2 daily flights compared to September last year compensating for the cancellation of Malaga-Munich from the beginning of the month. The route Stockholm-Madrid was closed in September to better adjust to the seasonal variations. Generally, the European markets develop slower than the domestic, but Spanair managed to increase the load factor with 0,2 p.u. while maintaining last years yield level.

Braathens traffic development:

Braathens scheduled passenger traffic (RPK) showed an overall increase of 13,7% in September 2003 vs. September 2002 and the number of passengers increased by 1,7%. Capacity (ASK) increased by 14,7% and the passenger load factor decreased by 0,5 p.u. to 58,2%. The Norwegian domestic routes showed a 2,2% decrease in RPK while ASK increased by 5,7% in September 2003 vs. September 2002. Domestic passenger load factor decreased by 4,3 p.u. to 53,4 % in September 2003 vs. September 2002. The increase in number of passengers, RPK and ASK on international routes reflects the opening of new routes on March 30, 2003. Passenger load factor on international routes increased by 8,4 p.u. to 71,0% in September 2003 vs. September 2002.

Widerøe's traffic development

Total amount of passengers rose by 10.1% and RPK rose by 20.1% in September compared with last year, mainly thanks to the introduction of new routes from October 2002 and onwards. Capacity in terms of ASK was increased by 16.9%. Overall load factor was up by 1.4 p.u. to 54.3%, with a strong contribution from increased traffic on routes to and from the UK. Load factors on the domestic and the intrascandinavian sectors are also showing positive development.

Air Botnia's traffic development

Air Botnia's total passenger traffic (RPK) increased with 14,3% compared to last year and the capacity (ASK) increased with 38,9%. Despite weak market conditions the number of passengers grew with 11,0% compared with last year.



Spanair (scheduled)	Sep 03	Change	Jan-Sep 03	Change
ASK (Mill.)	677	9,2 %	5 663	8,6 %
RPK (Mill.)	468	10,9 %	3 513	7,7 %
Passenger load factor	69,2%	+1,1 p u	62,0%	-0,5 p u
Total Rev. passengers (Mill)	0,547	9,0 %	4,105	3,4 %
Route area (change):	September 03 vs. September 02		Jan-Sep 03 vs. Jan-Sep 02	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Spanish domestic	15,4%	14,2%	8,3%	7,1%
European Routes	-3,2%	-3,5%	22,7%	28,8%



Braathens (scheduled)	Sep 03	Change	Jan-Sep 03	Change
ASK (Mill.)	454	14,7 %	3 907	14,0 %
RPK (Mill.)	264	13,7 %	2 307	14,9 %
Passenger load factor	58,2%	-0,5 p u	59,1%	+0,4 p u
Total no. of passengers, (milli)	0,364	1,7 %	3,170	0,5 %
Route area (change):	September 03 vs. September 02		Jan-Sep 03 vs. Jan-Sep 02	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Norwegian dom.	-2,2%	5,7%	7,7%	13,4%
European Routes	68,0%	48,1%	37,8%	16,1%



Widerøe's	Sep 03	Change	Jan-Sep 03	Change
ASK (Mill.)	82	16,9 %	721	20,8 %
RPK (Mill.)	45	20,1 %	381	25,6 %
Passenger load factor	54,3%	+1,4 p u	52,8%	+2,0 p u
Total no. of passengers (Mill)	0,147	10,1 %	1,241	13,2 %



Air Botnia	Sep 03	Change	Jan-Sep 03	Change
ASK (Mill.)	80	38,9%	618	28,0%
RPK (Mill.)	37	14,3%	289	14,8%
Passenger load factor	46,7%	-10,0 p u	46,8%	-5,4 p u
Total no. of passengers (Mill)	0,058	11,0 %	0,442	8,9%

Scandinavian Airlines APPENDIX – Traffic, capacity, passenger load factors and number of passengers per route area.

INTERCONTINENTAL ROUTES	Sep 03	Sep 02	CHANGE	Jan-Sep 03	Jan-Sep 02	CHANGE
ASK (Mill.)	1 141	1 008	+13,3%	9 626	8 677	+10,9%
RPK (Mill.)	933	895	+4,2%	7 298	7 354	-0,8%
Passenger load factor	81,8%	88,8%	-7,1 p u	75,8%	84,8%	-8,9 p u
Total no. of passengers (000)	134,6	128,6	+4,7%	1 049,8	1 062,8	-1,2%
EUROPEAN ROUTES	Sep 03	Sep 02	CHANGE	Jan-Sep 03	Jan-Sep 02	CHANGE
ASK (Mill.)	1 145	1 072	+6,8%	9 539	9 338	+2,1%
RPK (Mill.)	743	713	+4,1%	5 842	5 864	-0,4%
Passenger load factor	64,9%	66,6%	-1,7 p u	61,2%	62,8%	-1,5 p u
Total no. of passengers (000)	713,4	729,3	-2,2%	5 653,0	5 868,1	-3,7%
INTRA-SCANDINAVIAN ROUTES	Sep 03	Sep 02	CHANGE	Jan-Sep 03	Jan-Sep 02	CHANGE
ASK (Mill.)	253	291	-13,2%	1 962	2 434	-19,4%
RPK (Mill.)	138	167	-17,4%	1 102	1 375	-19,9%
Passenger load factor	54,7%	57,5%	-2,8 p u	56,1%	56,5%	-0,4 p u
Total no. of passengers (000)	288,2	346,2	-16,8%	2 278,6	2 845,3	-19,9%
DANISH DOMESTIC ROUTES	Sep 03	Sep 02	CHANGE	Jan-Sep 03	Jan-Sep 02	CHANGE
ASK (Mill.)	27	45	-39,0%	213	438	-51,4%
RPK (Mill.)	14	28	-48,3%	110	263	-58,3%
Passenger load factor	52,3%	61,7%	-9,4 p u	51,6%	60,1%	-8,5 p u
Total no. of passengers (000)	68,5	83,9	-18,4%	526,5	665,7	-20,9%
NORWEGIAN DOMESTIC ROUTES	Sep 03	Sep 02	CHANGE	Jan-Sep 03	Jan-Sep 02	CHANGE
ASK (Mill.)	165	214	-23,1%	1 381	1 964	-29,6%
RPK (Mill.)	94	121	-21,8%	799	1 164	-31,4%
Passenger load factor	57,3%	56,4%	+1,0 p u	57,8%	59,3%	-1,5 p u
Total no. of passengers (000)	256,3	312,3	-17,9%	2 125,9	2 743,2	-22,5%
SWEDISH DOMESTIC ROUTES	Sep 03	Sep 02	CHANGE	Jan-Sep 03	Jan-Sep 02	CHANGE
ASK (Mill.)	291	346	-15,8%	2 321	2 912	-20,3%
RPK (Mill.)	166	208	-20,2%	1 419	1 729	-18,0%
Passenger load factor	57,0%	60,1%	-3,1 p u	61,1%	59,4%	+1,7 p u
Total no. of passengers (000)	349,5	432,9	-19,3%	2 898,7	3 525,3	-17,8%