

# The SAS Group Traffic figures October 2006

## SAS Group traffic figures October 2006

- SAS Group carried 3,6 million passengers in October 2006, up 6,0% vs 2005.
- SAS Group load factor in October decreased 1,1 p.u. to 71,9%.
- SAS Group traffic increased by 5,1% vs 2005.

## Group market trends and yield development

SAS Group traffic increased by 5,1% in October. Due to strong increase of capacity in Blue1, airBaltic and Spanair capacity was up 6,7%. Passenger load factor did not reach last year's record high and decreased by 1,1 p.u. to 71,9%. Number of passengers increased by 6,0%.

**Load factors have stabilized on a higher level while yield is improving. Yield for Scandinavian Airlines in September was up 7%, positively affected by yield management, partly to offset jet fuel prices and focus on dynamic traffic planning. In October yield is expected to be positive vs last year and the increase to be higher than in September.**

**The market growth is good and yield environment has improved due to strong macro development. There are still no signs of any market slowdown in the air travel market, but there are uncertainties due to the competitive situation and the jet fuel price development.**

Intercontinental traffic decreased 6,3% in October. SAS Group European traffic increased by 13,9% due to new business models and strong market growth. Passenger load factor was in line with last year. Blue1 introduced new destinations and traffic increased by 68% with improved load factor. Spanair continued to grow and traffic increased by 23,9% and load factor improved 2,6 p.u. to 69,2%. airBaltic has strong growth and traffic was up 29,5% and improved load factor by 1,7 p.u.

## SAS Scandinavian Airlines

- Scandinavian Airlines cabin factor was lower than last year and reached 74,3%.
- Traffic on European routes increased in October by 1,4% and load factor was 73,2%, down 1,8 p.u. vs last year.

## Scandinavian Airlines International

Total intercontinental traffic was down 6,3% vs last year. Traffic on Asian routes was down 5%, but as capacity was reduced even more load factor improved. Total capacity was decreased by 2,6% as Bangkok-Singapore has been closed down. Total load factor was down 3,3 p.u. to 82,2%.

**Scandinavian Airlines Denmark's** capacity decreased by 3,0% and traffic was down 4,1% resulting in a decreased load factor of 0,8 p.u. to 73,7%. The new business model continues to be well received in the market.

**SAS Braathens** traffic increased by 5,6% due to growth on European routes and Norway domestic. Total load factor decreased 2,6 p.u. to 69,0%. European traffic increased by 7,0%. Domestic traffic increased 4,4%.

**Scandinavian Airlines Sverige's** capacity was reduced by 2,8% mainly due to decreased capacity on domestic routes. Traffic was down 1,6% due to the decreased capacity. Load factor was up 0,8 p.u. to 68,9%.

## Punctuality (October)

Within 15 minutes 80,1% of the flights departed on time and within 2 minutes 45,5% of the flights departed on time. The regularity was 98,8%.

## Internet bookings (September 2006)

The proportion of Internet bookings was 28,6% in September 2006.

| SAS Group                 | Oct 06 | Change   | Jan-Oct 06 | Change   |
|---------------------------|--------|----------|------------|----------|
| ASK (Mill.)               | 4 964  | 6,7%     | 45 330     | 1,8%     |
| RPK (Mill.)               | 3 569  | 5,1%     | 32 850     | 6,3%     |
| Passenger load factor     | 71,9%  | -1,1 p u | 72,5%      | +3,1 p u |
| No. of passengers (Mill.) | 3,636  | 6,0%     | 32,635     | 7,0%     |

p u = percentage units



## Summary of the airlines October 2006 vs. October 2005

|                           | Traffic (RPK) | Capacity (ASK) | Load factor | Change of load factor |
|---------------------------|---------------|----------------|-------------|-----------------------|
| SAS Group                 | 5,1%          | 6,7%           | 71,9%       | -1,1 p u              |
| SAS Scandinavian Airlines | -2,2%         | 0,3%           | 74,3%       | -1,9 p u              |
| Spanair                   | 23,9%         | 19,3%          | 69,2%       | +2,6 p u              |
| Widerøe                   | 10,7%         | 9,6%           | 57,9%       | +0,6 p u              |
| Blue1                     | 68,0%         | 60,3%          | 69,8%       | +3,2 p u              |
| airBaltic                 | 29,5%         | 25,5%          | 56,8%       | +1,7 p u              |

| SAS Scandinavian Airlines | Oct 06 | Change   | Jan-Oct 06 | Change   |
|---------------------------|--------|----------|------------|----------|
| ASK (Mill.)               | 3 419  | 0,3 %    | 31 385     | -3,6 %   |
| RPK (Mill.)               | 2 540  | -2,2 %   | 23 574     | 0,0 %    |
| Passenger load factor     | 74,3%  | -1,9 p u | 75,1%      | +2,8 p u |
| Passengers (Mill.)        | 2,385  | -1,1 %   | 21,246     | 1,0 %    |

| Route area<br>(change): | Oct 06 vs.<br>Oct 05 |                   | Jan-Oct 06 vs.<br>Jan-Oct 05 |                   |
|-------------------------|----------------------|-------------------|------------------------------|-------------------|
|                         | Traffic<br>(RPK)     | Capacity<br>(ASK) | Traffic<br>(RPK)             | Capacity<br>(ASK) |
| Intercontinental        | -6,3%                | -2,6%             | -5,7%                        | -5,3%             |
| Europe                  | 1,4%                 | 3,8%              | 7,2%                         | -0,4%             |
| Intrascandinavian       | -3,4%                | 0,1%              | 6,2%                         | -2,2%             |
| Denmark                 | -12,1%               | -15,6%            | -6,0%                        | -15,7%            |
| Norway                  | 4,4%                 | 4,6%              | 3,7%                         | -1,5%             |
| Sweden                  | -9,8%                | -10,8%            | -15,8%                       | -17,6%            |

| Scandinavian Airlines Denmark | Oct 06 | Change   | Jan-Oct 06 | Change   |
|-------------------------------|--------|----------|------------|----------|
| ASK (Mill.)                   | 760    | -3,0 %   | 7 074      | -6,5 %   |
| RPK (Mill.)                   | 560    | -4,1 %   | 5 164      | 2,9 %    |
| Passenger load factor         | 73,7%  | -0,8 p u | 73,0%      | +6,7 p u |
| Passengers (000)              | 766,5  | -2,7 %   | 7 028,2    | 4,4 %    |

| SAS Braathens         | Oct 06 | Change   | Jan-Oct 06 | Change   |
|-----------------------|--------|----------|------------|----------|
| ASK (Mill.)           | 937    | 9,6 %    | 8 491      | 4,6 %    |
| RPK (Mill.)           | 646    | 5,6 %    | 5 924      | 9,4 %    |
| Passenger load factor | 69,0%  | -2,6 p u | 69,8%      | +3,0 p u |
| Passengers (000)      | 916,6  | 4,1 %    | 8 117,4    | 4,5 %    |

| Scandinavian Airlines Sverige | Oct 06 | Change   | Jan-Oct 06 | Change   |
|-------------------------------|--------|----------|------------|----------|
| ASK (Mill.)                   | 618    | -2,8 %   | 5 311      | -8,2 %   |
| RPK (Mill.)                   | 426    | -1,6 %   | 3 712      | -3,1 %   |
| Passenger load factor         | 68,9%  | +0,8 p u | 69,9%      | +3,7 p u |
| Passengers (000)              | 578,0  | -4,6 %   | 4 887,2    | -6,5 %   |

## SAS Individually Branded Airlines

### Spanair traffic development

The total capacity, ASK, increased by 19,3% in October vs last year. Traffic, RPK, increased 23,9% resulting in an improved load factor by 2,6 p.u. vs last year of 69,2%.

In the domestic market the capacity increase is on a higher level after the high season adjustments. Compared with last year capacity increased by 10,8% while the traffic increased 18,3% resulting in an improved passenger load factor by 4,4 pp to 70,3%.

In Europe the capacity increase was high at 49,4%, mainly due to new routes to Scandinavia and Switzerland. Traffic increased with 43,1% and the passengers load factor decreased with 2,9 p.u. vs last year.

### Widerøe's traffic development

Widerøe carried 180.000 passengers in October, an increase of 11,1% vs last year. The large increase is due to last years go-slow industrial actions where production was brought down, new routes and increased focus on revenue management. Passenger load factors were up 0,6 p.u. to 57,9% in October.

### Blue 1's traffic development

Capacity (ASK) increased by 60,3% and traffic (RPK) by 68% vs last year. The passenger load factor was 69,8%, a 3,2 p.u. increase vs last year.

The international capacity in October was 57,9% higher compared with last year and the traffic increased by 69,6%. The domestic capacity was increased by 72,9% compared to last year and the traffic was 60,7% higher than last year.

Accumulated 1,5 million passengers have flown Blue1 this year, up 22,5% vs the same period last year. The accumulated capacity increase was 44,5% and the traffic has increased by 52,1% compared with last year. The accumulated cabin factor was 67,4 %.

### airBaltic traffic development

airBaltic total number of passengers in October 2006 increased by 34.4% compared with last year, traffic increased by 29.5% and capacity by 25.5%. Passenger load factor increased by 1.7 p.u and reached 56.8%.

Riga base number of passengers increased by 33.3%, ASK by 22.8% and RPK by 31.7%. Passenger load factor increased by 3.8 p.u to 56.2%.

Vilnius base number of passengers increased by 36.8% compared with last year, ASK by 32.6% and RPK by 24.7%, load factor was 58.3% - down by 3.7 p.u.



| Spanair<br>(scheduled)         | Oct 06               | Change            | Jan-Oct 06                    | Change            |
|--------------------------------|----------------------|-------------------|-------------------------------|-------------------|
| ASK (Mill)                     | 987                  | 19,3 %            | 9 179                         | 12,6 %            |
| RPK (Mill)                     | 683                  | 23,9 %            | 6 265                         | 22,7 %            |
| Passenger load factor          | 69,2%                | +2,6 p u          | 68,3%                         | +5,6 p u          |
| Total no. of passengers (Mill) | 0,749                | 22,3 %            | 7,024                         | 20,6 %            |
| Route area<br>(change):        | Oct 06 vs.<br>Oct 05 |                   | Jan-Oct 06 vs.<br>Jan-Oct 05. |                   |
|                                | Traffic<br>(RPK)     | Capacity<br>(ASK) | Traffic<br>(RPK)              | Capacity<br>(ASK) |
| Spanish domestic               | 18,3%                | 10,8%             | 17,1%                         | 8,8%              |
| European Routes                | 43,1%                | 49,4%             | 45,5%                         | 26,4%             |



| Widerøe's                      | Oct 06 | Change   | Jan-Oct 06 | Change   |
|--------------------------------|--------|----------|------------|----------|
| ASK (Mill.)                    | 97     | 9,6 %    | 898        | 3,1 %    |
| RPK (Mill.)                    | 56     | 10,7 %   | 512        | 7,9 %    |
| Passenger load factor          | 57,9%  | +0,6 p u | 56,9%      | +2,5 p u |
| Total no. of passengers (Mill) | 0,180  | 11,1 %   | 1,608      | 6,7 %    |



| Blue1                          | Oct 06 | Change   | Jan-Oct 06 | Change   |
|--------------------------------|--------|----------|------------|----------|
| ASK (Mill.)                    | 220    | 60,3 %   | 1 784      | 44,5 %   |
| RPK (Mill.)                    | 154    | 68,0 %   | 1 201      | 52,1 %   |
| Passenger load factor          | 69,8%  | +3,2 p u | 67,4%      | +3,4 p u |
| Total no. of passengers (Mill) | 0,191  | 29,0 %   | 1,548      | 22,5 %   |



| airBaltic                      | Oct 06 | Change   | Jan-Oct 06 | Change   |
|--------------------------------|--------|----------|------------|----------|
| ASK (Mill.)                    | 241    | 25,5 %   | 2 085      | 22,7 %   |
| RPK (Mill.)                    | 137    | 29,5 %   | 1 299      | 34,0 %   |
| Passenger load factor          | 56,8%  | +1,7 p u | 62,3%      | +5,3 p u |
| Total no. of passengers (Mill) | 0,131  | 34,4 %   | 1,209      | 40,1 %   |

**SAS Group** APPENDIX – Traffic, capacity, passenger load factors and number of passengers per route area.

| <b>INTERCONTINENTAL ROUTES</b>   | <b>Oct 06</b> | <b>Oct 05</b> | <b>CHANGE</b> | <b>Jan-Oct 06</b> | <b>Jan-Oct 05</b> | <b>CHANGE</b> |
|----------------------------------|---------------|---------------|---------------|-------------------|-------------------|---------------|
| ASK (Mill.)                      | 1 104         | 1 133         | -2,6%         | 10 509            | 11 100            | -5,3%         |
| RPK (Mill.)                      | 907           | 968           | -6,3%         | 8 773             | 9 299             | -5,7%         |
| Passenger load factor            | 82,2%         | 85,5%         | -3,3 p u      | 83,5%             | 83,8%             | -0,3 p u      |
| Total no. of passengers (000)    | 124           | 136           | -9,2%         | 1 213             | 1 309             | -7,4%         |
| <b>EUROPEAN ROUTES</b>           | <b>Oct 06</b> | <b>Oct 05</b> | <b>CHANGE</b> | <b>Jan-Oct 06</b> | <b>Jan-Oct 05</b> | <b>CHANGE</b> |
| ASK (Mill.)                      | 2 801         | 2 457         | 14,0%         | 25 331            | 23 398            | 8,3%          |
| RPK (Mill.)                      | 1 962         | 1 722         | 13,9%         | 17 727            | 15 218            | 16,5%         |
| Passenger load factor            | 70,0%         | 70,1%         | -0,0 p u      | 70,0%             | 65,0%             | +4,9 p u      |
| Total no. of passengers (000)    | 1 949         | 1 716         | 13,6%         | 17 688            | 15 303            | 15,6%         |
| <b>INTRA-SCANDINAVIAN ROUTES</b> | <b>Oct 06</b> | <b>Oct 05</b> | <b>CHANGE</b> | <b>Jan-Oct 06</b> | <b>Jan-Oct 05</b> | <b>CHANGE</b> |
| ASK (Mill.)                      | 249           | 248           | 0,6%          | 2 302             | 2 335             | -1,4%         |
| RPK (Mill.)                      | 162           | 166           | -2,4%         | 1 526             | 1 429             | 6,8%          |
| Passenger load factor            | 64,9%         | 66,9%         | -2,0 p u      | 66,3%             | 61,2%             | +5,1 p u      |
| Total no. of passengers (000)    | 336           | 345           | -2,9%         | 3 134             | 2 938             | 6,7%          |
| <b>DANISH DOMESTIC ROUTES</b>    | <b>Oct 06</b> | <b>Oct 05</b> | <b>CHANGE</b> | <b>Jan-Oct 06</b> | <b>Jan-Oct 05</b> | <b>CHANGE</b> |
| ASK (Mill.)                      | 21            | 25            | -15,6%        | 189               | 224               | -15,7%        |
| RPK (Mill.)                      | 15            | 18            | -12,1%        | 140               | 149               | -6,0%         |
| Passenger load factor            | 72,1%         | 69,2%         | +2,9 p u      | 74,2%             | 66,5%             | +7,7 p u      |
| Total no. of passengers (000)    | 75            | 84            | -11,2%        | 675               | 713               | -5,3%         |
| <b>NORWEGIAN DOMESTIC ROUTES</b> | <b>Oct 06</b> | <b>Oct 05</b> | <b>CHANGE</b> | <b>Jan-Oct 06</b> | <b>Jan-Oct 05</b> | <b>CHANGE</b> |
| ASK (Mill.)                      | 565           | 539           | 4,8%          | 5 146             | 5 219             | -1,4%         |
| RPK (Mill.)                      | 369           | 352           | 4,9%          | 3 392             | 3 275             | 3,6%          |
| Passenger load factor            | 65,3%         | 65,3%         | +0,0 p u      | 65,9%             | 62,8%             | +3,2 p u      |
| Total no. of passengers (000)    | 834           | 795           | 4,9%          | 7 294             | 7 118             | 2,5%          |
| <b>SWEDISH DOMESTIC ROUTES</b>   | <b>Oct 06</b> | <b>Oct 05</b> | <b>CHANGE</b> | <b>Jan-Oct 06</b> | <b>Jan-Oct 05</b> | <b>CHANGE</b> |
| ASK (Mill.)                      | 223           | 250           | -10,8%        | 1 853             | 2 250             | -17,6%        |
| RPK (Mill.)                      | 154           | 171           | -9,8%         | 1 291             | 1 534             | -15,8%        |
| Passenger load factor            | 69,1%         | 68,4%         | +0,7 p u      | 69,7%             | 68,2%             | +1,5 p u      |
| Total no. of passengers (000)    | 319           | 354           | -10,1%        | 2630              | 3112              | -15,5%        |