

The SAS Group Traffic figures February 2004

Significantly increased traffic in February

- Total passenger traffic (RPK) increased by 10,1% in February 2004 vs 2003.
- The SAS Group transported a total of 2,3 million passengers in February 2004 vs 2,2 million in 2003, an increase of 5,8%.
- Overall group passenger load factor increased by 0,1 p.u. to 59,1% for February 2004 vs. 2003.
- Yields for Scandinavian Airlines in January were down 17,9% month by month.

Market trends and yield development

February group total traffic volumes developed positively with a traffic growth of 10,1% and slightly improved passenger load factor. A part of traffic increase (approx 3 p.u.) is explained by the 29th day in February (as 2004 is a leap year). It must also be noted that 2003 comparative numbers are weak and this also explains parts of the increase.

Added is that indications for yields in February shows continued strong pressure and yield reductions only slightly less than experienced in January.

In general, growth has improved on European and intercontinental routes. Domestic and Intrasandinavian markets are still characterized by weak demand and increased competition.

Spanair's traffic increased in February with 22,4% with almost flat load factor. In February appr. 50.000 passengers took advantage of an special offer on Spanish domestic routes. Braathens' traffic increased in February driven by the positive development on international routes.

Yields in January were very weak as indicated in the January traffic report. Price cuts of up to 30%, negative mix and general high numbers of low price offers explains this development.

Yield indications for Scandinavian Airlines in February is still somewhat worrying, but it is still too early to indicate if this is part of a general trend for 2004.

The restructuring plan "Turnaround 2005", is proceeding according to plan in order to secure a sustained profitability level in a lower yield environment. Negotiation are ongoing to secure the remaining SEK 2 billion of Turnaround 2005. Improvements in general demand can be noted but due to the situation with continued yield pressure, the outlook remains cautious.

Scandinavian Airlines

- Scandinavian Airlines traffic (RPK) increased by 5,3% in February 2004 compared with 2003.
- Scandinavian Airlines passenger load factor decreased by 0,1 p.u. to 61,1%

In line with most long haul operators, demand on the long haul routes improved also during January. Intercontinental load factors improved by 4,4 p.u. In particular, Asian routes developed strongly.

Traffic on the European routes was up 13,2%. Snowflake has its low season now and showed a load factor just under 55%. Intrasandinavian traffic was characterized by slow demand. Norwegian domestic market has improved compared with previous months, while demand on Swedish domestic routes continued to be weak.

SAS Group	Feb 04	Change	Jan-Feb 04	Change
ASK (Mill.)	3 803	9,9%	7 541	4,8%
RPK (Mill.)	2 249	10,1%	4 344	5,8%
Passenger load factor	59,1%	+0,1 p u	57,6%	+0,5 p u
Passengers (Mill.)	2,344	5,8%	4,432	1,1%

p u = percentage units



Summary of the airlines January-February 2004				
	Traffic (RPK)	Capacity (ASK)	Load factor	Change of load factor
SAS Group	5,8%	4,8%	57,6%	+0,5 p u
Scandinavian Airlines	2,7%	1,6%	60,3%	+0,7 p u
Spanair	8,1%	8,2%	53,3%	-0,0 p u
Braathens	17,8%	11,2%	52,7%	+3,0 p u
Widerøe	11,3%	7,6%	49,2%	+1,7 p u
Blue1	68,8%	64,1%	39,7%	+1,1 p u

Route area (change):	February 04 vs. February 03		Jan-Feb 04 vs. Jan-Feb 03	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Intercontinental	3,7%	-2,2%	2,8%	-4,7%
Europe	22,2%	23,1%	14,3%	15,4%
Intra Scandinavian	3,3%	9,7%	0,1%	3,4%
Denmark	-1,1%	-9,5%	-4,9%	-12,9%
Norway	1,7%	-0,3%	-1,2%	-3,1%
Sweden	-2,2%	1,5%	-8,1%	-2,7%



Scandinavian Airlines

Scandinavian Airlines	Feb 04	Change	Jan-Feb 04	Change
ASK (Mill.)	2 644	5,4 %	5 225	1,6 %
RPK (Mill.)	1 616	5,3 %	3 152	2,7 %
Passenger load factor	61,1%	-0,1 p u	60,3%	+0,7 p u
Passengers (Mill.)	1,438	1,2 %	2,733	-2,3 %

p u = percentage units

Route area (change):	February 04 vs. February 03		Jan-Feb 04 vs. Jan-Feb 03	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Intercontinental	3,7%	-2,2%	2,8%	-4,7%
Europe	13,2%	16,5%	8,8%	12,3%
Intra-scandinavian	3,2%	10,9%	0,1%	4,5%
Denmark	-1,1%	-9,5%	-4,9%	-12,9%
Norway	-7,4%	-8,2%	-8,1%	-12,8%
Sweden	-2,2%	1,5%	-8,1%	-2,7%

Internet Sales (January)

The proportion of Internet sales on www.scandinavian.net was 13,6% in January 2004 compared with 7,3% in January 2003.

Punctuality (February)

Within 15 minutes 86,3% of flights departed on time and within 2 minutes 61,5% of flights departed on time affected by industrial actions in the end of January and beginning of February.

Spanair traffic development

Spanair has adjusted to the improved market conditions compared to February last year. The overall capacity (ASK) increased by 22,1% compared to last year, traffic(RPK) with 22,4 % and the passenger load factor increased by 0,1 percentage points to 55,6%.

Within the Domestic network, the capacity was very low last year because of the weak demand. As a result, the increase this year looks relatively large. It is concentrated to the longer routes between the Iberian Peninsula and the Canary Islands. Compared to February last year, the Domestic capacity increased by 28,8% and the load by 28,5%. The yield is expected to be below last years level due to the change from shorter to longer routes, successful promotional campaigns and also change to a new commission scheme to the travel agents in Spain, which included reductions of existing fares.

Generally, February is low season for the European routes and the production was only slightly above last year. The capacity increased 3,6% versus last year and the traffic decreased by 0,4% resulting in a 1,7 percentage points lower load factor. Yield is expected to be well above last years level.

Braathens traffic development:

Braathens scheduled passenger traffic (RPK) showed an overall increase of 23,3 % in February 2004 vs. February 2003 and the number of passengers increased by 7,4 %. Capacity (ASK) increased by 14,7 % and the passenger load factor increased by 4,0 p.u. to 57,5 %.

The Norwegian domestic routes showed a 4,9 % increase in traffic and a 2,5 % increase in capacity in February 2004 vs. February 2003. Domestic passenger load factor increased by 1,2 p.u. to 53,3 % in February 2004 vs. February 2003. The increase in number of passengers, RPK and ASK on international routes reflects the opening of new routes on March 30 2003 and February 2004. Passenger load factor on international routes increased by 9,5 p.u. to 69,9 % in February 2004 vs. February 2003.

Widerøe's traffic development

Total amount of passengers increased by 10.2% in February compared to last year. Traffic (RPK) was up by 13.2%. With a capacity (ASK) increase of 9.2%, overall load factor increased by 1.8 p.u. to 52.2%. Load factors on the domestic and Intrascandinavian sectors improved well. On the UK market traffic has not yet developed in line with the major capacity increase that took place on December 1, 2003, although February shows improvements compared to January.

Blue 1's traffic development

Blue1's total passenger traffic (RPK) increased with 69% compared to last year and the capacity (ASK) increased with 71%.

With a passenger increase of 60%, Blue1 continued to gain market share despite several new airlines have entered the Finnish market.



Spanair (scheduled)	Feb 04	Change	Jan-Feb 04	Change
ASK (Mill)	560	22,1 %	1 116	8,2 %
RPK (Mill)	311	22,4 %	595	8,1 %
Passenger load factor	55,6%	+0,1 p u	53,3%	-0,0 p u
Total Rev. passengers (Mill)	0,373	15,2 %	0,687	2,6 %
Route area (change):	February 04 vs. February 03		Jan-Feb 04 vs. Jan-Feb 03	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Spanish domestic	28,5%	28,8%	13,1%	14,5%
European Routes	-0,4%	3,6%	-9,8%	-8,5%



Braathens (scheduled)	Feb 04	Change	Jan-Feb 04	Change
ASK (Mill.)	406	14,7 %	816	11,2 %
RPK (Mill.)	233	23,3 %	430	17,8 %
Passenger load factor	57,5%	+4,0 p u	52,7%	+3,0 p u
Total no. of passengers, (milli)	0,326	7,4 %	0,614	3,4 %
Route area (change):	February 04 vs. February 03		Jan-Feb 04 vs. Jan-Feb 03	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Norwegian dom.	4,9%	2,5%	0,4%	0,6%
European Routes	103,9%	76,3%	101,6%	66,0%



Widerøe's	Feb 04	Change	Jan-Feb 04	Change
ASK (Mill.)	81	9,2 %	164	7,6 %
RPK (Mill.)	42	13,2 %	81	11,3 %
Passenger load factor	52,2%	+1,8 p u	49,2%	+1,7 p u
Total no. of passengers (Mill)	0,139	10,2 %	0,268	9,6 %



Blue1	Feb 04	Change	Jan-Feb 04	Change
ASK (Mill.)	113	70,8%	221	64,1%
RPK (Mill.)	46	68,7%	88	68,8%
Passenger load factor	41,1%	-0,5 p u	39,7%	+1,1 p u
Total no. of passengers (Mill)	0,068	60,3 %	0,129	60,7%

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

INTERCONTINENTAL ROUTES	Feb 04	Feb 03	CHANGE	Jan-Feb 04	Jan-Feb 03	CHANGE
ASK (Mill.)	950	972	-2,2%	1 929	2 024	-4,7%
RPK (Mill.)	728	702	+3,7%	1 476	1 435	+2,8%
Passenger load factor	76,6%	72,2%	+4,4 p u	76,5%	70,9%	+5,6 p u
Total no. of passengers (000)	101,5	100,8	+0,6%	208,7	206,3	+1,2%
EUROPEAN ROUTES	Feb 04	Feb 03	CHANGE	Jan-Feb 04	Jan-Feb 03	CHANGE
ASK (Mill.)	1 046	898	+16,5%	2 034	1 811	+12,3%
RPK (Mill.)	534	472	+13,2%	1 005	924	+8,8%
Passenger load factor	51,1%	52,5%	-1,5 p u	49,4%	51,0%	-1,6 p u
Total no. of passengers (000)	517,7	480,7	+7,7%	974,4	941,6	+3,5%
INTRA-SCANDINAVIAN ROUTES	Feb 04	Feb 03	CHANGE	Jan-Feb 04	Jan-Feb 03	CHANGE
ASK (Mill.)	219	197	+10,9%	417	399	+4,5%
RPK (Mill.)	110	106	+3,2%	206	206	+0,1%
Passenger load factor	50,2%	53,9%	-3,7 p u	49,4%	51,5%	-2,1 p u
Total no. of passengers (000)	228,5	222,8	+2,6%	430,0	431,4	-0,3%
DANISH DOMESTIC ROUTES	Feb 04	Feb 03	CHANGE	Jan-Feb 04	Jan-Feb 03	CHANGE
ASK (Mill.)	21	24	-9,5%	42	48	-12,9%
RPK (Mill.)	12	12	-1,1%	23	24	-4,9%
Passenger load factor	55,8%	51,1%	+4,7 p u	55,0%	50,4%	+4,6 p u
Total no. of passengers (000)	58,3	58,0	+0,6%	111,5	116,1	-4,0%
NORWEGIAN DOMESTIC ROUTES	Feb 04	Feb 03	CHANGE	Jan-Feb 04	Jan-Feb 03	CHANGE
ASK (Mill.)	148	162	-8,2%	297	340	-12,8%
RPK (Mill.)	80	86	-7,4%	154	168	-8,1%
Passenger load factor	53,8%	53,4%	+0,4 p u	51,9%	49,3%	+2,7 p u
Total no. of passengers (000)	218,2	236,3	-7,7%	418,7	457,5	-8,5%
SWEDISH DOMESTIC ROUTES	Feb 04	Feb 03	CHANGE	Jan-Feb 04	Jan-Feb 03	CHANGE
ASK (Mill.)	259	256	+1,5%	506	520	-2,7%
RPK (Mill.)	152	156	-2,2%	287	312	-8,1%
Passenger load factor	58,8%	61,0%	-2,2 p u	56,7%	60,0%	-3,3 p u
Total no. of passengers (000)	313,3	321,5	-2,5%	589,6	643,8	-8,4%