



SAS Cargo Group A/S  
Denmark Norway Sweden  
Postbox 151  
DK-2770 Kastrup, Denmark  
Telefon: +45 3232 3888

## Press release

Copenhagen, 21-09-2004

1

### SAS Cargo signs global contract with Post Danmark

SAS Air Mail, a division under SAS Cargo, has signed a two-year agreement with Post Danmark (the Danish national mail company) about transportation of its global letter mail. The contract is regarding transportation of approximately 2,100 tons letters annually transported from Copenhagen to about 180 different countries.

- We are very happy about the agreement, since it gives us a good and stable volume for our production. At the same time we see the contract as a result of our investments in keeping a high and stable quality level in our production. A high quality is a very important parameter for Post Danmark, which for several years has showed a very high quality compared to other national mail companies, says Frank Badino who is Director SAS Air Mail.

Frank Badino believes that partly the high quality level at Copenhagen and partly SAS' big route network direct out of Copenhagen have been among the reasons why SAS Air Mail was chosen to be responsible of Post Danmark's transportation of letter mail. A great part of the letters will be flown out of Copenhagen onboard SAS aircrafts, however on destinations where SAS does not fly direct other airlines will be used in stead. About 67 percent of the letters are expected to be going to Europe. North America and Asia stands for about 20 percent of the letter tonnage. For these areas SAS have daily departures offering the right capacity.

- We have had a good cooperation with SAS Air Mail for many years where they have been responsible for a big part of our international mail transports. By signing this global contract with them we get a good and stable transport supplier who has the right capacity and frequency which ensures us that our customer's letters reach their destination within the agreed time limit, says Ingrid Sørensen, General Manager for international mail in Post Danmark.

#### Facts about SAS Air Mail and SAS Cargo

SAS Air Mail is a division under SAS Cargo Group A/S. SAS Air Mail is among the biggest distributors of international post. They transport annually 37,500 tons mail around the world. 74 employees at SAS Cargo is working full time for SAS Air Mail. SAS Cargo Group A/S is an independent company owned by the SAS Group. SAS Cargo had a turnover of 2,954 MSEK (325 MEUR) in 2003 and had 1249 employees in 2003 within Scandinavia and 130 outside Scandinavia.



SAS Cargo Group A/S  
Denmark Norway Sweden  
Postbox 151  
DK-2770 Kastrup, Denmark  
Telefon: +45 3232 3888

## Press release

Copenhagen, 21-09-2004

2

### Facts about Post Danmark

Post Danmark is market leader both on the fully liberated market for international letters from Denmark and on letters from international areas to Danish recipients. Post Danmark A/S is a registered company, owned 100 percent by the Danish state. Post Danmark had a turnover in 2003 of 10,605 MDKK (1.425 MEUR) and had in 2003 about 22,000 employees.

### For further information

Director SAS Air Mail, Frank Badino, +45 32 32 25 55  
General Manager International Post, Post Danmark, Ingrid Sørensen, +45 32 47 85 20  
Communication Manager SAS Cargo, Ulrik Marschall +45 32 32 67 33 eller [sas.cargo@sas.dk](mailto:sas.cargo@sas.dk)