

**Cargo**

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SAS Cargo appoints new Sales Manager for North America

As of January 1st 2005 SAS Cargo has appointed Timothy Pfeil (38) as responsible of its sales organization in North America. He is replacing Howard Jones, who left SAS Cargo earlier this year.

Timothy Pfeil is American and comes from a job as Regional Sales Manager for Lufthansa Cargo in North America where he – among many things – has produced significant results in general and in particular in the development of sales through the airfreight alliance, WOW. The alliance will still be able to benefit from his experience in the ongoing process of developing the alliance.

- Timothy Pfeil has both international sales experience, detailed knowledge about the industry, our partners and the North American airfreight market. Furthermore, he has a great knowledge about Scandinavia and speaks also Norwegian. We are certain that he is the right person to develop our sales and market shares in North America, says Jarl Frithiof, who is responsible of International Sales within SAS Cargo. Jarl Frithiof has been acting head of the North American sales organization since Howard Jones left the company.

This year, SAS Cargo has seen a growth in the North American airfreight market. In order to maintain that development the company has increased cargo capacity from North America to Scandinavia significantly by signing agreements with airlines with all-cargo freighter capacity. With these contracts SAS Cargo has access to "main deck" capacity from both Chicago and New York to Scandinavia. This capacity opens up new markets for SAS Cargo since it is now possible to ship "odd-sized" freight, which due to its physical shape and appearance does not fit into the cargo compartment of the passenger aircrafts which SAS Cargo normally use to transport airfreight.

Facts about SAS Cargo in North America

SAS Cargo uses both own sales force and sales agents in USA. Furthermore SAS Cargo owns a cargo terminal at Newark Int'l Airport in New Jersey. From North America SAS Cargo primarily uses the cargo capacity onboard SAS' passenger aircrafts. This means from Seattle, Chicago, New York and Washington. Furthermore, a well developed trucking network links all major cities in the USA. SAS Cargo is a member of the airfreight alliance WOW, which includes Lufthansa Cargo, Singapore Airlines Cargo and Japan Airlines Cargo.

SAS Cargo had a turnover in 2003 of 2.954 MSEK (324 MEUR). SAS Cargo has 1250 employees in Scandinavia and 130 outside Scandinavia.

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