

## SAS Group

- Total passenger traffic (RPK) increased by 2,0% in December 2004 vs 2003.
- The SAS Group transported 2,2 million passengers in December 2004, an increase of 0,8%. For the full year the SAS Group transported 32,4 million passengers.
- Overall group passenger load factor decreased by 3,2 p.u. to 57,2% for December 2004 vs. 2003.
- Yields improved further.

## Group market trends and yield development

Group total traffic volumes increased in December with a traffic (RPK) growth of 2,0%. Capacity (ASK) increased by 7,6% resulting in a reduced load factor of 3,2 p.u.. Passenger load factor was down for all airlines except Blue1 and SAS Braathens. Demand continues to be weak on Swedish domestic routes and on certain European routes.

Yield for Scandinavian Airlines in November was down by 0,4% vs. 2003. Yield for December will be reported next month, but indications show further improvements due to weak comparable figures and full effect on fuel charges.

Capacity increase, on intercontinental routes, was not absorbed and load factor was down 6,4 p.u. vs last year. SAS Group European routes continued to stabilize with a traffic increase of 3,8% but cabin factor was down by 2,6 p.u.. The SAS Group Norwegian domestic traffic continued to develop well and increased by 3,9% and the load factor increased by 0,2 p.u.. Spanair's traffic was down 0,2% negatively affected by the strike in November and load factor was down with 5,2 p.u.. Swedish domestic routes continued to be weak due to severe overcapacity on many routes.

Scandinavian Airlines organized on behalf of the Scandinavian governments 24 evacuation flights from Asia, whereof 9 flights were with fully or partly reconfigured aircraft with stretchers, after the tsunami disaster bringing 1 600 passengers home.

**Group traffic growth slowed in December and passenger cabin factor continued to develop weaker than expected. On the other hand yield continued to improve. In November yield for Scandinavian Airlines was down by 0,4% vs 2003. Yield indications for Scandinavian Airlines for December show further improvements due to last years price reductions and implemented fuel charges. It must be noted that the fourth quarter result was negatively affected by one-off effects of approximately 250 MSEK due to strike in Spanair, cabin conflict and ATC disturbances. In summary, yields are expected to develop better, but due to the situation with weaker growth and continued overcapacity and the competitive situation with continued potential price pressure, the overall outlook remains cautious.**

## Scandinavian Airlines (including SAS Braathens)

- Scandinavian Airlines traffic (RPK) increased by 1,2% in December 2004 compared with 2003.
- Scandinavian Airlines passenger load factor decreased by 3,3 p.u. to 59,3%.
- SAS Braathens traffic increased 9,6% and passenger load factor improved by 2,2 p.u. to 54,6% in December 2004 vs December 2003.

SAS Group	Dec 04	Change	Jan-Dec 04	Change
ASK (Mill.)	3 856	7,6%	51 532	7,6%
RPK (Mill.)	2 207	2,0%	32 838	8,0%
Passenger load factor	57,2%	-3,2 p u	63,7%	+0,2 p u
Passengers (Mill.)	2,164	0,8%	32,354	4,4%

p u = percentage units



Summary of the airlines	December 2004 vs. December 2003			
	Traffic (RPK)	Capacity (ASK)	Load factor	Change of load factor
SAS Group	2,0%	7,6%	57,2%	-3,2 p u
Scandinavian Airlines (incl Braathens)	1,2%	6,9%	59,3%	-3,3 p u
Spanair	-0,2%	10,2%	49,7%	-5,2 p u
Widerøe	8,0%	10,3%	50,0%	-1,0 p u
Blue1	52,0%	10,2%	53,9%	+14,8 p u

Route area (change):	Dec 04 vs. Dec 03		Jan-Dec 04 vs. Jan-Dec 03	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Intercontinental	1,5%	10,3%	7,1%	2,4%
Europe	3,8%	9,2%	12,5%	15,5%
Intra Scandinavian	2,0%	7,3%	3,5%	0,9%
Denmark	16,3%	15,8%	10,3%	-4,6%
Norway	3,9%	3,6%	3,2%	-1,4%
Sweden	-11,1%	-6,2%	-6,3%	-2,6%



Scandinavian Airlines

Scandinavian Airlines (incl. Braathens)	Dec 04	Change	Jan-Dec 04	Change
ASK (Mill.)	2 990	6,9 %	40 574	5,3 %
RPK (Mill.)	1 772	1,2 %	26 443	6,1 %
Passenger load factor	59,3%	-3,3 p u	65,2%	+0,4 p u
Passengers (Mill.)	1,590	-1,0 %	23,780	1,5 %

p u = percentage units

Route area (change):	Dec 04 vs. Dec 03		Jan-Dec 04 vs. Jan-Dec 03	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Intercontinental	1,5%	10,3%	7,1%	2,4%
Europe	2,7%	8,6%	9,2%	13,8%
Intra-scandinavian	2,6%	8,4%	4,1%	1,9%
Denmark	16,3%	15,8%	10,3%	-4,6%
Norway	3,1%	2,0%	2,6%	-2,7%
Sweden	-11,1%	-6,2%	-6,3%	-2,6%



Summary of SAS Braathens	December 2004 vs. December 2003			
	Traffic (RPK)	Capacity (ASK)	Load factor	Change of load factor
Total	9,6%	5,2%	54,6%	+2,2 p.u.
Norway	3,1%	2,0%	53,3%	+0,6 p.u.
Europe	19,0%	11,9%	56,2%	+3,4 p.u.

## Scandinavian Airlines continued...

Traffic on the European routes was up 2,7%, but did not match the capacity increase and as a result cabin factor was down by 2,9 p.u. Intrasandinavian traffic increased 2,6%, but cabin factor decreased 2,7 p.u. to 48,4%.

SAS Braathens traffic increased with 9,6% growing both on domestic and international routes. The Norwegian domestic routes, operated by SAS Braathens showed a 3,1% increase in RPK while ASK increased by 2,0% resulting in a 0,6 p.u. improved cabin factor. Traffic on SAS Braathens' European routes increased by 19,0% and capacity by 11.9%. The passenger load factor increased as a result with 3,4 p.u. to 56,2 %. Swedish domestic continued to be weak.

### Spanair traffic development

The 6 day pilot conflict on selected dates in November had a negative impact on forward bookings and therefore on the traffic figures for December. Compared with December last year the capacity increased by 10,2%, passengers carried decreased by -2,8% and the RPK with -0,2 %. The load factor decreased by -5,2 p.u. to 49,7%.

The increase in the Domestic network is concentrated to the longer routes between the Iberian Peninsula and the Canary Islands, the new route between Barcelona and Seville and increased frequencies compared with last year. Compared with last year the Domestic capacity increased by 8,6%, the passengers decreased by -3,1% and the RPK by -1,4% resulting in a lower load factor by -5,3 p.u. to 52,6%. In Europe capacity increased by 15,5%, passengers carried decreased by -0,2% and the RPK increased by 4,8% resulting in a decrease of -4,1 p.u. in the load factor.

### Widerøe's traffic development

In December the total amount of passengers increased by 7.7% compared to last year. Traffic (RPK) was up by 8.0%. The overall load factor was down by 1.0 p.u. to 50.0%. Capacity reductions on weak European routes as from of October 11 has resulted in an improved passenger load factor on this sector. However, in the domestic market the load factor dropped as capacity increased more than traffic.

### Blue 1's traffic development

Blue1's total passenger traffic (RPK) in December increased with 52% compared to last year and the capacity (ASK) increased with 10%. The cabin factor improved with 14.8 p.u. compared with last year. Blue1 carried more than one million passengers in 2004.

### Punctuality (December)

Within 15 minutes 84,7% of flights departed on time and within 2 minutes 57,5% of flights departed on time. The regularity was 98,8%.

### Internet Sales (November)

The proportion of Internet sales on [www.scandinavian.net](http://www.scandinavian.net) (excl. SAS Braathens) was 15,1% in November 2004.



Spanair (scheduled)	Dec 04	Change	Jan-Dec 04	Change
ASK (Mill)	676	10,2 %	8 461	13,0 %
RPK (Mill)	336	-0,2 %	5 106	12,2 %
Passenger load factor	49,7%	-5,2 p u	60,3%	-0,4 p u
Total Rev. passengers (Mill)	0,352	-2,8 %	5,644	6,7 %
Route area (change):	Dec 04 vs. Dec 03		Jan-Dec 04 vs. Jan-Dec 03.	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Spanish domestic	-1,4%	8,6%	16,5%	17,3%
European Routes	4,8%	15,5%	-1,3%	1,3%



Widerøe's	Dec 04	Change	Jan-Dec 04	Change
ASK (Mill.)	79	10,3 %	1 045	9,3 %
RPK (Mill.)	40	8,0 %	558	10,3 %
Passenger load factor	50,0%	-1,0 p u	53,4%	+0,5 p u
Total no. of passengers (Mill)	0,128	7,7 %	1,791	8,0 %



Blue1	Dec 04	Change	Jan-Dec 04	Change
ASK (Mill.)	111	10,2%	1452	58,2%
RPK (Mill.)	60	52,0%	731	77,9%
Passenger load factor	53,9%	+14,8 p u	50,4%	+5,6 p u
Total no. of passengers (Mill)	0,093	58,7%	1,139	81,5%

**Scandinavian Airlines (including SAS Braathens)** APPENDIX – Traffic, capacity, passenger load factors and number of passengers per route area.

<b>INTERCONTINENTAL ROUTES</b>	<b>Dec 04</b>	<b>Dec 03</b>	<b>CHANGE</b>	<b>Jan-Dec 04</b>	<b>Jan-Dec 03</b>	<b>CHANGE</b>
ASK (Mill.)	1 027	931	+10,3%	12 941	12 634	+2,4%
RPK (Mill.)	757	746	+1,5%	10 393	9 708	+7,1%
Passenger load factor	73,7%	80,1%	-6,4 p u	80,3%	76,8%	+3,5 p u
Total no. of passengers (000)	109,6	111,3	-1,6%	1 477,2	1 402,9	+5,3%
<b>EUROPEAN ROUTES</b>	<b>Dec 04</b>	<b>Dec 03</b>	<b>CHANGE</b>	<b>Jan-Dec 04</b>	<b>Jan-Dec 03</b>	<b>CHANGE</b>
ASK (Mill.)	1 092	1 006	+8,6%	16 018	14 070	+13,8%
RPK (Mill.)	556	541	+2,7%	9 319	8 532	+9,2%
Passenger load factor	50,9%	53,8%	-2,9 p u	58,2%	60,6%	-2,5 p u
Total no. of passengers (000)	499,4	500,0	-0,1%	8 074,7	7 831,5	+3,1%
<b>INTRA-SCANDINAVIAN ROUTES</b>	<b>Dec 04</b>	<b>Dec 03</b>	<b>CHANGE</b>	<b>Jan-Dec 04</b>	<b>Jan-Dec 03</b>	<b>CHANGE</b>
ASK (Mill.)	195	180	+8,4%	2 687	2 636	+1,9%
RPK (Mill.)	95	92	+2,6%	1 505	1 447	+4,1%
Passenger load factor	48,4%	51,2%	-2,7 p u	56,0%	54,9%	+1,2 p u
Total no. of passengers (000)	198,5	192,2	+3,3%	3 113,5	2 998,3	+3,8%
<b>DANISH DOMESTIC ROUTES</b>	<b>Dec 04</b>	<b>Dec 03</b>	<b>CHANGE</b>	<b>Jan-Dec 04</b>	<b>Jan-Dec 03</b>	<b>CHANGE</b>
ASK (Mill.)	22	19	+15,8%	269	282	-4,6%
RPK (Mill.)	12	10	+16,3%	163	147	+10,3%
Passenger load factor	55,6%	55,4%	+0,2 p u	60,4%	52,2%	+8,2 p u
Total no. of passengers (000)	58,0	49,5	+17,0%	787,3	707,3	+11,3%
<b>NORWEGIAN DOMESTIC ROUTES</b>	<b>Dec 04</b>	<b>Dec 03</b>	<b>CHANGE</b>	<b>Jan-Dec 04</b>	<b>Jan-Dec 03</b>	<b>CHANGE</b>
ASK (Mill.)	417	409	+2,0%	5 579	5 732	-2,7%
RPK (Mill.)	223	216	+3,1%	3 278	3 195	2,6%
Passenger load factor	53,3%	52,7%	+0,6 p u	58,8%	55,7%	+3,0 p u
Total no. of passengers (000)	466,3	455,6	+2,4%	6 688,5	6 576,6	1,7%
<b>SWEDISH DOMESTIC ROUTES</b>	<b>Dec 04</b>	<b>Dec 03</b>	<b>CHANGE</b>	<b>Jan-Dec 04</b>	<b>Jan-Dec 03</b>	<b>CHANGE</b>
ASK (Mill.)	235	251	-6,2%	3 080	3 164	-2,6%
RPK (Mill.)	129	146	-11,1%	1 784	1 904	-6,3%
Passenger load factor	55,0%	58,0%	-3,0 p u	57,9%	60,2%	-2,2 p u
Total no. of passengers (000)	258,7	297,4	-13,0%	3 639,2	3 912,8	-7,0%