

## SAS Cargo signs cargo capacity agreement with Spanair

With the agreement, involving Spanair's 51 aircraft, SAS Cargo continues its strategy towards expanding capacity on a number of important strategic growth markets. The agreement starts September 1<sup>st</sup>.

- Spain is an important growth market for SAS Cargo. Furthermore, it has an important geographical position for our future expansion plans. This new agreement with Spanair makes it easier for both importers and exporters in Scandinavia to send and receive air cargo from South America and Africa, since a lot of it often enters Europe via Spain, says Kenneth Marx, CEO of SAS Cargo Group A/S.

An improved cargo route network between Spain and Scandinavia is one of the advantages of this agreement. Furthermore, Spanair's comprehensive domestic route network will also improve SAS Cargo's customers' ability to ship air cargo between the Spanish mainland and the Spanish islands surrounding it. Finally, the increased cargo capacity and frequency between Scandinavia and Spain will be a benefit for express freight customers and national Post Offices that use SAS Air Mail to distribute their international mail.

- We look forward to the cooperation with SAS Cargo, a relationship channeled through our common parent company, SAS Group. We are convinced that SAS Cargo is the right partner to expand and develop this business, says Ramón Ferre, Vice President, Cargo for Spanair.

The agreement is a result of SAS Cargo's strategic ambition to increase capacity for the customers, including taking over the responsibility for the cargo business on airlines within the SAS Group. Similar to the strategy in the rest of Europe SAS Cargo will sell the capacity through a network of General Sales Agents, GSAs, in Spain combined with own staff in Scandinavia.

Until now Lufthansa Cargo's business unit, Cargo Counts, has been in charge of selling all capacity on board Spanair's aircraft. This cooperation will stop when SAS Cargo takes over September 1<sup>st</sup> 2006.

### **Facts about Spanair:**

Spanair is owned 94.9% by SAS Group and has over 3.250 employees. The airline operates 51 aircraft with a total of 317 daily domestic and international departures. Today, Spanair's cargo capacity is approximately 90.000 tons annually and the airline has plans of increasing capacity significantly.



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**Facts about SAS Cargo:**

SAS Cargo has been an independent legal entity since 2001. 100% owned by SAS Group. Revenue in 2005 was 3.300 MSEK (356 MEUR) and employs 1400 people in Scandinavia and 130 outside Scandinavia. Founding member of the WOW air cargo alliance together with Lufthansa Cargo, Singapore Airlines Cargo and Japan Airlines Cargo.

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