

# The SAS Group Traffic figures March 2008

## SAS Group's March traffic figures

- SAS Group's traffic increased by 1.4% during March and seat capacity was up by 0.9% vs 2007.
- SAS Group carried 2.6 million passengers in March, down 5.5% vs 2007, due to the Easter holiday.
- Total load factor was up 0.4 p.u. to 73.2%.
- Growth and yield are negatively affected by the Easter holiday in March.

## Group market trends and yield development

SAS Group carried 2.6 million passengers in March, which was down 5.5% vs 2007. During the Easter holiday capacity is reduced on shorter routes, as business traffic is lower. Total capacity was up 0.9% and traffic increased 1.4% resulting in an improved load factor by 0.4 p.u. to 73.2%.

**Yield for Scandinavian Airlines in February was down 5% in line with earlier guidance. The combination of lower yield and higher oil prices is negative for the earnings. For March 2008 the change in yield is expected to be 10%-15% below last year. The Easter holiday is affecting the yield negatively. The SAS Group's strategy is to offset the record high fuel prices, but it has become more challenging and SAS will come short of this in the 1st Quarter due to the negative yield development. SAS is currently identifying and implementing measures to handle this development.**

The market is still characterized relatively by good demand and passenger growth. There are still uncertainties regarding the strength of future economic development as well as the competitive situation. The negative impact from the Q400 situation is estimated to be around MSEK 400 for the 1<sup>st</sup> quarter 2008 before compensation.

Intercontinental traffic increased 2.6% in March and the load factor was up 0.7 p.u. SAS Group European traffic increased by 6.3% and load factor was up 0.3 p.u. airBaltic's traffic increased by 37.9%, but the change in load factor was negative. Widerøe's and Blue1's traffic decreased by 8% and 10.2% respectively as capacity was reduced during Easter.

## SAS Scandinavian Airlines

- Traffic was in line with last year and load factor was up by 0.8 p.u. to 75.7%
- Number of passengers for January-March was 6.0 million, up 2.0% vs last year.

**Scandinavian Airlines International's** total intercontinental capacity was up 1.8% vs last year and traffic increased by 2.6%. On Asian routes, traffic increased 3% and 2% on USA routes. The passengers load factor improved by 0.7 p.u. to 86.3%.

**Scandinavian Airlines Denmark's** capacity decreased by 2.1% and the traffic was down 2.8% vs last year. Traffic on European and Danish domestic routes was increased by 3.6%. The load factor was 69.9% down by 0.5 p.u.

**Scandinavian Airlines Norge's** capacity was down 5.3% and traffic by 1.9% due to the Easter. The capacity on Norwegian domestic routes was down by 11.6% and traffic was down 7%. Total load factor increased 2.4 p.u. to 71.9%.

**Scandinavian Airlines Sverige's** capacity increased by 1.5% and traffic was up 1.2%. The capacity and traffic increased on European routes, but was down on Swedish domestic routes. The total load factor was 70.7%, down 0.2 p.u.

## Punctuality (March)

Within 15 minutes 77.6% of the flights departed on time and the regularity was 98.6%.

## Internet bookings (February)

The proportion of Internet bookings was 35.1% (32.5%) in February 2008.

SAS Group	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	3 693	0,9%	10 669	6,7%
RPK (Mill.)	2 702	1,4%	7 235	6,4%
Passenger load factor	73,2%	+0,4 p u	67,8%	-0,2 p u
No. of passengers (Mill.)	2,602	-5,5%	7,277	2,6%

p u = percentage units



Summary of the airlines	March 2008 vs. March 2007			
	Traffic (RPK)	Capacity (ASK)	Load factor	Change of load factor
SAS Group	1,4%	0,9%	73,2%	+0,4 p u
SAS Scandinavian Airlines	0,0%	-1,1%	75,7%	+0,8 p u
Widerøe	-8,0%	-9,5%	61,7%	+1,0 p u
Blue1	-10,2%	-10,1%	63,4%	-0,1 p u
airBaltic	37,9%	39,2%	58,4%	-0,6 p u

SAS Scandinavian Airlines	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	3 097	-1,1 %	8 954	5,2 %
RPK (Mill.)	2 343	0,0 %	6 267	5,3 %
Passenger load factor	75,7%	+0,8 p u	70,0%	+0,1 p u
Passengers (Mill.)	2,138	-6,2 %	5,957	2,0 %
Route area (change):	Mar 08 vs. Mar 07		Jan-Mar 08 vs. Jan-Mar 07	
	Traffic (RPK)	Capacity (ASK)	Traffic (RPK)	Capacity (ASK)
Intercontinental	2,6%	1,8%	5,9%	0,6%
Europe	3,7%	2,1%	8,0%	9,7%
Intrascandinavian	-9,5%	-7,8%	0,8%	8,5%
Denmark	-8,0%	6,4%	4,3%	16,3%
Norway	-7,0%	-11,6%	1,8%	-1,2%
Sweden	-8,8%	-1,3%	-0,9%	10,7%

Scandinavian Airlines Denmark	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	709	-2,1 %	2 103	5,4 %
RPK (Mill.)	496	-2,8 %	1 316	1,3 %
Passenger load factor	69,9%	-0,5 p u	62,6%	-2,5 p u
Passengers (000)	660,0	-8,0 %	1 818,9	-1,4 %

Scandinavian Airlines Norge	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	796	-5,3 %	2 330	4,3 %
RPK (Mill.)	572	-1,9 %	1 541	6,7 %
Passenger load factor	71,9%	+2,4 p u	66,2%	+1,5 p u
Passengers (000)	811,9	-5,3 %	2 314,1	4,6 %

Scandinavian Airlines Sverige	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	633	1,5 %	1 844	13,6 %
RPK (Mill.)	447	1,2 %	1 192	6,8 %
Passenger load factor	70,7%	-0,2 p u	64,7%	-4,1 p u
Passengers (000)	550,3	-7,6 %	1 515,3	0,9 %

## SAS Individually Branded Airlines

### Widerøe's traffic development

Widerøe carried 158.000 passengers in March, down 11.1% due to Easter when capacity was reduced. Capacity was down 9.5%. Since traffic only decreased 8% passenger load factor improved by 1 p.u. to 61.7%. The load factor development was especially strong on intrascandinavian and Norwegian domestic routes.

### Blue 1's traffic development

Blue1's carried 135.000 passengers in March, down 18.7% vs last year. Tighter yield steering and the closure of two European destinations and Easter negatively affected volumes. The capacity was reduced by 10.1% and traffic decreased 10.2%. On European routes traffic increased albeit capacity was slightly decreased resulting in a 7,3 p.u. improved load factor.

The total passenger load factor was marginally down in March and reached 63.4%.

### airBaltic traffic development

airBaltic's total number of passengers in March 2008 increased by 31.8% vs to last year, traffic increased by 37.9% and ASK by 39.2%. Passenger load factor decreased by 0.6 p.u and was 58.4%.

Riga base number of passengers increased by 31.9%, capacity by 34.1% and traffic by 36%. Passenger load factor increased by 0.8 p.u to 58.7%.

Vilnius base number of passengers increased by 31.6% compared to last year and capacity by 53.6%, traffic increased by 42.7% and load factor was 57.6% - down by 4.4 p.u.



Widerøe's	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	80	-9,5 %	244	-2,9 %
RPK (Mill.)	50	-8,0 %	145	0,1 %
Passenger load factor	61,7%	+1,0 p u	59,4%	+1,8 p u
Total no. of passengers (Mill)	0,158	-11,1 %	0,472	-0,4 %



Blue1	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	178	-10,1 %	511	-7,0 %
RPK (Mill.)	113	-10,2 %	300	-8,8 %
Passenger load factor	63,4%	-0,1 p u	58,7%	-1,2 p u
Total no. of passengers (Mill)	0,135	-18,7 %	0,380	-12,3 %



airBaltic	Mar 08	Change	Jan-Mar 08	Change
ASK (Mill.)	337	39,2 %	959	40,6 %
RPK (Mill.)	197	37,9 %	524	38,7 %
Passenger load factor	58,4%	-0,6 p u	54,6%	-0,7 p u
Total no. of passengers (Mill)	0,172	31,8 %	0,468	37,8 %

**SAS Group** APPENDIX – Traffic, capacity, passenger load factors and number of passengers per route area.

<b>INTERCONTINENTAL ROUTES</b>	<b>Mar 08</b>	<b>Mar 07</b>	<b>CHANGE</b>	<b>Jan-Mar 08</b>	<b>Jan-Mar 07</b>	<b>CHANGE</b>
ASK (Mill.)	960	943	1,8%	2 677	2 661	+0,6%
RPK (Mill.)	829	808	2,6%	2 217	2 093	+5,9%
Passenger load factor	86,3%	85,6%	+0,7 p u	82,8%	78,6%	+4,2 p u
Total no. of passengers (000)	115	109	5,6%	309	283	+9,0%
<b>EUROPEAN ROUTES</b>	<b>Mar 08</b>	<b>Mar 07</b>	<b>CHANGE</b>	<b>Jan-Mar 08</b>	<b>Jan-Mar 07</b>	<b>CHANGE</b>
ASK (Mill.)	1 780	1 682	5,8%	5 095	4 544	12,1%
RPK (Mill.)	1 224	1 151	6,3%	3 185	2 895	10,0%
Passenger load factor	68,8%	68,4%	+0,3 p u	62,5%	63,7%	-1,2 p u
Total no. of passengers (000)	1 116	1 101	1,3%	2 998	2 801	7,0%
<b>INTRA-SCANDINAVIAN ROUTES</b>	<b>Mar 08</b>	<b>Mar 07</b>	<b>CHANGE</b>	<b>Jan-Mar 08</b>	<b>Jan-Mar 07</b>	<b>CHANGE</b>
ASK (Mill.)	233	250	-6,8%	732	674	8,6%
RPK (Mill.)	148	163	-8,6%	427	423	1,0%
Passenger load factor	63,8%	65,1%	-1,3 p u	58,4%	62,8%	-4,4 p u
Total no. of passengers (000)	300	336	-10,7%	870	874	-0,4%
<b>DANISH DOMESTIC ROUTES</b>	<b>Mar 08</b>	<b>Mar 07</b>	<b>CHANGE</b>	<b>Jan-Mar 08</b>	<b>Jan-Mar 07</b>	<b>CHANGE</b>
ASK (Mill.)	23	21	6,4%	69	59	16,3%
RPK (Mill.)	14	15	-8,0%	41	39	4,3%
Passenger load factor	61,3%	71,0%	-9,6 p u	59,1%	65,9%	-6,8 p u
Total no. of passengers (000)	67	73	-8,6%	195	188	3,8%
<b>NORWEGIAN DOMESTIC ROUTES</b>	<b>Mar 08</b>	<b>Mar 07</b>	<b>CHANGE</b>	<b>Jan-Mar 08</b>	<b>Jan-Mar 07</b>	<b>CHANGE</b>
ASK (Mill.)	483	546	-11,6%	1 474	1 495	-1,4%
RPK (Mill.)	340	366	-7,2%	959	942	1,7%
Passenger load factor	70,3%	67,0%	+3,3 p u	65,1%	63,0%	+2,0 p u
Total no. of passengers (000)	716	807	-11,3%	2 103	2 118	-0,7%
<b>SWEDISH DOMESTIC ROUTES</b>	<b>Mar 08</b>	<b>Mar 07</b>	<b>CHANGE</b>	<b>Jan-Mar 08</b>	<b>Jan-Mar 07</b>	<b>CHANGE</b>
ASK (Mill.)	214	217	-1,3%	622	562	10,7%
RPK (Mill.)	148	162	-8,8%	407	411	-0,9%
Passenger load factor	69,0%	74,6%	-5,6 p u	65,4%	73,1%	-7,7 p u
Total no. of passengers (000)	289	327	-11,6%	801	825	-2,9%