



First interim report 2005

Teleconference
May 3, 2005

Group | Scandinavian Airlines Businesses | Subsidiary & Affiliated Airlines | AirlineSupport | Airline Related Business | Hotels



1st Quarter improved



- ▶ Turnaround 2005
 - Unit cost down 7,5% adjusted for currency and fuel (vs. 2004)
- ▶ Yield development stable
- ▶ Load factor a challenge
 - Significant overcapacity in Copenhagen market and Swedish domestic
- ▶ Fuel cost up MSEK 340 vs last year
 - Offset by price initiatives
- ▶ 1st Quarter negative Easter effect of around MSEK 200-250
- ▶ Underlying result improved by MSEK 500
 - Strongest improvements in Spanair and Blue1

Group | Scandinavian Airlines Businesses | Subsidiary & Affiliated Airlines | Airline Support | Airline Related Business | Hotels

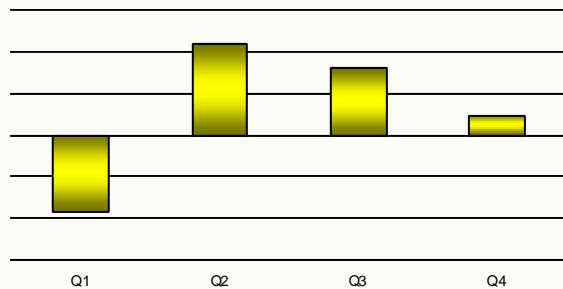
2



1st Quarter loss follows normal seasonality



EBT bef cap gains & nonrecurring items (historic picture)



Group | Scandinavian Airlines Businesses | Subsidiary & Affiliated Airlines | AirlineSupport | Airline Related Business | Hotels

3



Underlying 1st Quarter result improved by MSEK 500



MSEK	January-March		
	2005	2004	Change
▶ Revenues	13016	12567	+449
▶ EBITDAR	179	-44	+223
▶ Lease, depreciation & financial net	-1511	-1613	-102
▶ EBT	-1290	-1540	+250
▶ EBT bef non-recurring items	-1312*	-1588	+276

*) Including negative Easter effects of MSEK 200-250 improvement of appr MSEK 500

Group | Scandinavian Airlines Businesses | Subsidiary & Affiliated Airlines | AirlineSupport | Airline Related Business | Hotels

4



SAS Braathens on track One AOC established



- ▶ Competition intense but market share relatively stable
- ▶ Cabin factor up 4,6 p.u. in Q1
- ▶ EBT improved by MSEK 123
- ▶ Over 50% internet bookings on domestic routes

	Jan-Mar 2005	2004
Total revenues	2 663	2 651
EBITDAR	234	107
EBT, bef nonrecurring items	-88	-211



Scandinavian Airlines Danmark - large overcapacity in Europe



- ▶ Fierce competition and large overcapacity on many routes
- ▶ Capacity down 5,8%
- ▶ Cabin factor down 1,6 p.u.
- ▶ Negotiations with Copenhagen Airport on charges for 2006-2008

	Jan-Mar 2005
Total revenues	2 233
EBITDAR	-179
EBT	-410

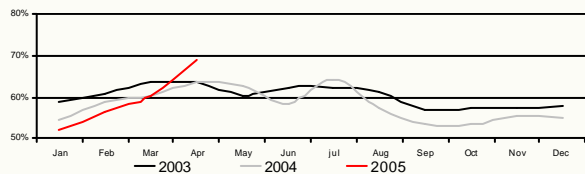


Scandinavian Airlines Sverige – new domestic concept above expectations



- ▶ Cabin factor flat in Q1
- ▶ Overcapacity on Swedish domestic
- ▶ New domestic concept successfully launched on March 28
 - One way pricing
 - New web site
 - Simple rules
 - April load factor close to 70%

	2005
Total revenues	1 808
EBITDAR	-39
EBIT	-213
EBT	-219



Scandinavian Airlines International – improved long haul product



- ▶ Increased overcapacity
- ▶ Cabin factor down 5,6 p.u. due to lower demand on USA- routes
- ▶ Several product improvements

	Jan-Mar 2005
Total revenues	1 594
EBITDAR	-89
EBT	-255



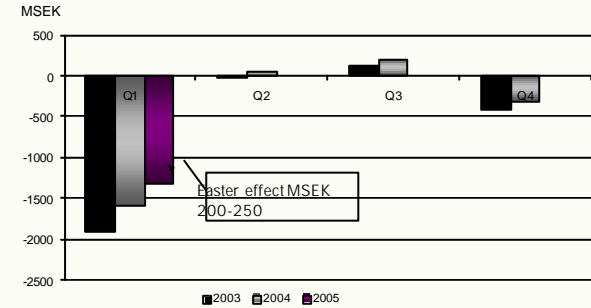


Gunilla Berg
CFO



Result development 2003-2005

EBT before nonrecurring items



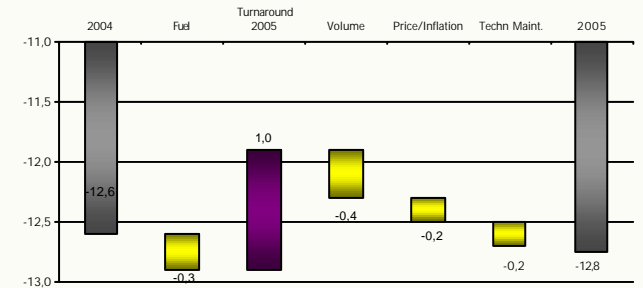
EBT before nonrecurring improving for the airlines



Business area	Jan-Mar	
	2005	Change
Scandinavian Airlines Businesses	-991	65
Subsidiary & Aff. Airlines	-145	143
Airline Support Businesses	116	104
Airline Related Businesses	-3	-17
Hotels	-146	-46
Group eliminations, other	143	27
EBT, before gains & exceptionals	-1 312	276



SAS Group cost analysis



Cost improvement and flexibility



Cost improvement and flexibility

- Turnaround 2005
- Further rationalizations
- Increased cost-flexibility

Examples

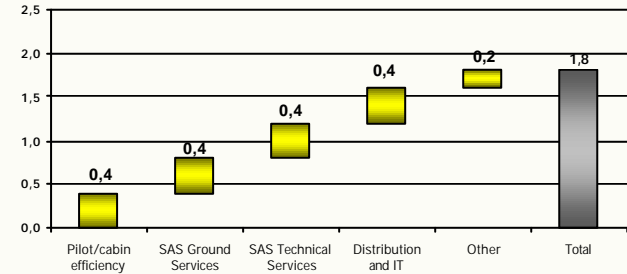
- ▶ Turnaround 2005 – focus on remaining activities
- ▶ Further rationalization to simplify business models
- ▶ Reduce seasonality
- ▶ Planning process
- ▶ Scheduling
- ▶ Leasing structure



Focus on remaining areas in Turnaround 2005



2005 កំណត់
តម្លៃ



Scandinavian Airlines is reaching a competitive cost level



Jørgen Lindegaard
CEO



Good track record of acquiring companies and making them profitable



- ▶ Widerøe acquired 1998
 - ▶ Leading regional airline in Norway
 - ▶ Most profitable year ever in 2004
- ▶ Braathens acquired 2001
 - ▶ Significant Turnaround
 - ▶ Proforma 2004 strongest result ever
- ▶ Spanair acquired 2001
 - ▶ Loss making 1997-2003
 - ▶ Profitable in 2004 adjusted for one-offs



Spanair's Q1 result improved by MSEK 134



- ▶ Spanair's low cost model in combination with full service concept
- ▶ Innovative products
 - ▶ Full service and simple travel
 - ▶ One way prices on whole system
 - ▶ Punctuality guarantee
- ▶ New market growth with
 - ▶ Traffic up 17,2%, cabin factor stable
 - ▶ Two new routes opened in Q1 and three new routes in April
- ▶ More dynamic aircraft allocation within the SAS Group

Jan-Mar	2005	2004
Total revenues	1 574	1 405
EBITDAR	119	16
EBT	-158	-292

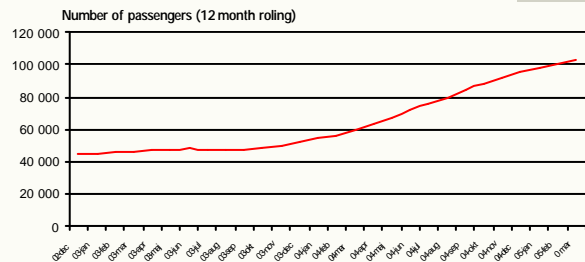


Impressive traffic growth



- ▶ Traffic up 27,6% in first quarter
- ▶ Capacity up 1,3% in first quarter
- ▶ Cabin factor up 10,7 p.p.
- ▶ Cabin factor on Finnish domestic 60,3%

	January-March 2005	2004
Total revenues	379	268
EBITDAR	34	-28
EBT	-4	-66



Completed structural transaction with the hotels during 1st Quarter



Hotels

- ▶ Enhancing partnership with shareholder agreement with Carlson
 - Agreement extended to 2052
 - 11 MEUR in full year effect on reduced franchise fee
 - PV of MEUR 131 at 9% WACC 0% growth
 - PV at 4% growth MEUR 210 => Full implied value MEUR 840 of hotels
- ▶ Transaction confirms significant value in the Hotels for the SAS group
- ▶ Expected closing fall 2005

	January-March 2005	2004
TSEK		
▶ Revenues	1 096	918
▶ EBITDA	-86	-57
▶ EBT	-146	-100
▶ EBT bef. gains	-146	-100



Sum up 1st Quarter



- ▶ Stable yields and load factors
- ▶ Record high fuel prices offset
- ▶ Turnaround 2005
 - Focus on remaining activities
- ▶ Capacity & Utilization Focus – full effect as from March
- ▶ New commercial focus initiated
 - Economy Flex positively received
 - New Swedish domestic concept a sales success

Cautious outlook

- ▶ Uncertainties in the marketplace
- ▶ Business Plan shows positive earnings
 - Unchanged yields
 - Favorable traffic development
 - Unchanged business environment

