

SAS

Q4 FY 2022



November 30, 2022

Disclaimer

This presentation and the information herein is not for publication, release or distribution, in whole or in part, directly or indirectly, in or into the United States, Australia, Canada, Japan or South Africa or any other state or jurisdiction in which publication, release or distribution would be unlawful or where such action would require additional prospectuses, filings or other measures in addition to those required under Swedish law.

The presentation is for informational purposes only and does not constitute an offer to sell or issue, or the solicitation of an offer to buy or acquire, or subscribe for, any of the securities mentioned herein (collectively, the "Securities") or any other financial instruments in SAS. No offer will be made to subscribers (including shareholders), or persons acting on behalf of subscribers, in any jurisdiction where applications for such subscription would contravene applicable laws or regulations, or would require additional prospectuses, filings, or other measures in addition to those required under Swedish law. Measures in violation of the restrictions may constitute a breach of relevant securities laws.

None of the Securities have been or will be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or the securities laws of any state or other jurisdiction in the United States, and may not be offered, pledged, sold, delivered or otherwise transferred, directly or indirectly, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with applicable other securities laws. There will not be any public offering of any of the Securities in the United States.

In the United Kingdom, this presentation is addressed to and directed only at, and is being communicated only to, persons who are "qualified investors" within the meaning of Article 2(e) of the UK version of the EU Prospectus Regulation, which forms part of UK domestic law by virtue of the European Union (Withdrawal) Act 2018, who are (i) persons who have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "Order"), or (ii) high net worth companies, unincorporated associations and other persons falling within Article 49(2)(a) to (d) of the Order, or (iii) persons to whom it may otherwise be lawfully communicated (all such persons referred to in (i), (ii) and (iii) above together being referred to as "Relevant Persons"). This presentation must not be acted on or relied on by persons in the United Kingdom who are not Relevant Persons.

This presentation contains forward-looking statements that reflect SAS' current view of future events as well as financial and operational development. These statements may include, without limitation, any statements preceded by, followed by or including words such as "intend", "assess", "expect", "may", "plan", "estimate" and other expressions involving indications or predictions regarding future development or trends and other words and terms of similar meaning or the negative thereof. These forward-looking statements have been prepared for illustrative purposes only, are not based on historical facts, are not guarantees of future performance, reflect SAS' beliefs and expectations, and are subject to known and unknown risks, uncertainties and assumptions and other factors that could cause actual events and performance to differ materially from any expected future events or performance expressed or implied by such forward-looking statements. As a result of these risks, uncertainties, assumptions and other factors, you should not place undue reliance on these forward-looking statements as a prediction of actual future events or otherwise. The information contained in this presentation is subject to change without notice and, except as required by applicable law, SAS does not assume any responsibility or obligation to update publicly or review any of the forward-looking statements contained in it, whether as a result of new information, future events or otherwise. Nothing in this presentation constitutes or should be construed as constituting a profit forecast.

Summary

Q4-22

Highlights

- Increased traffic driven by continued strong demand
- Progress with transformation program, SAS FORWARD
 - DIP financing secured
 - Lessor agreements renegotiated
 - Improved efficiency- aircraft utilization
 - Signed letter of support with Heart Aerospace
 - “Journeys that matter”- new communication concept was launched
- Ending the quarter with SEK 8.7 billion cash position

Looking ahead

- We are progressing with SAS FORWARD plan
- Continue to operate and fly
 - Improve operational performance
 - Serve our guests
- With DIP financing we will increase our financial strength
- Ramping- up for next summer

Q4-22	CHANGE VS. Q4-21
Passengers (million)	
5.8	+2.1mn (+59%)
Capacity (ASK, total, mill. km)	
10 684	+3 654 (+52%)
Revenue	
SEK 10.7bn	+4.9bn (+85%)
Total Operating Expenses	
SEK 10.7bn	+4.5bn (+72%)
EBT	
SEK -1.7bn	-0.8bn (-80%)

Increased passenger numbers

Demand

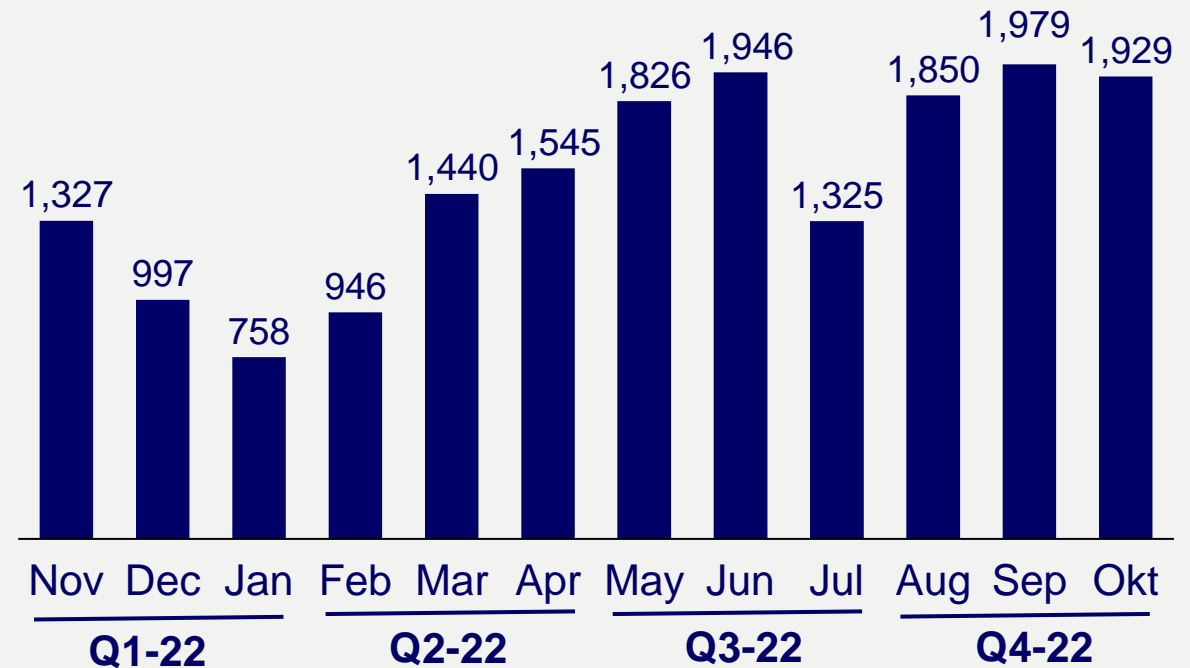
- Continuing growth in demand throughout the quarter
- Demand outlook remains stable despite strained macroeconomic development (higher inflation and interest rates) during the quarter
- Geopolitical situation is affecting the Asian recovery following the pandemic as Russian airspace remains closed



SAS' passenger development

Thousand passengers

3,082 3,931 5,097 5,759

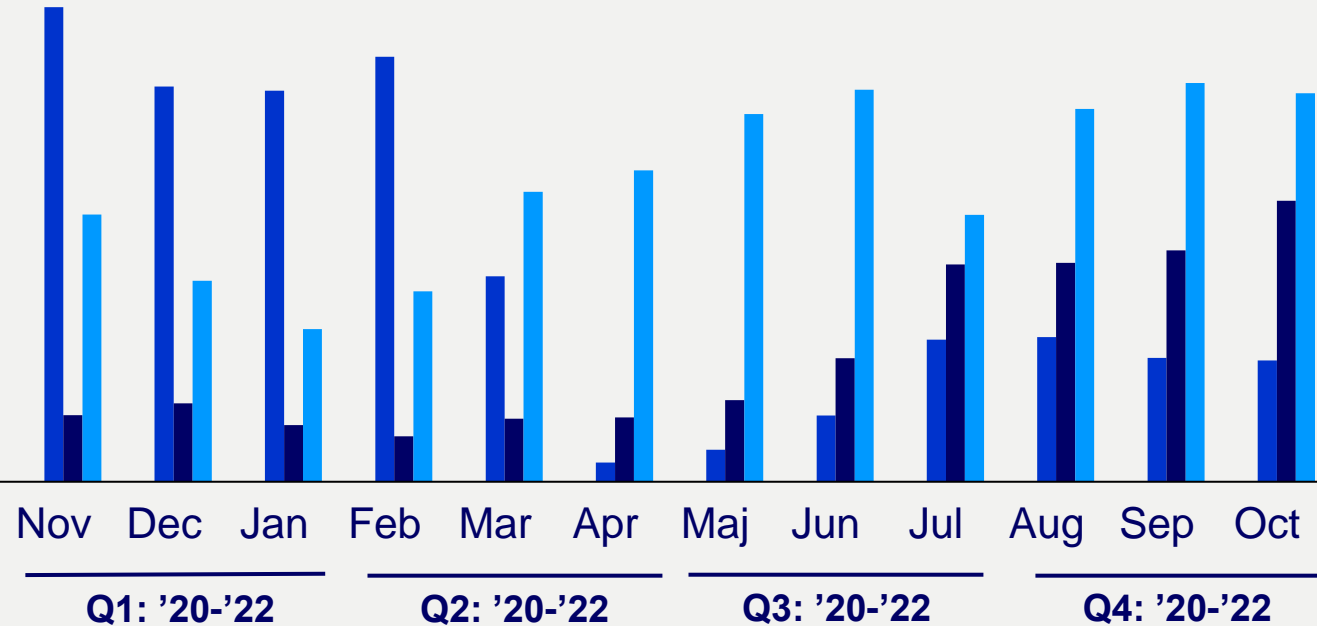


Underlying growth in traffic continues

SAS' passenger development

of passengers, thousands

- FY 2019/2020
- FY 2020/2021
- FY 2021/2022



Selected operational metrics

(Q4 2022 vs. Q3 2022)

Departures

57 297
(+13.4%)

Cabin factor (%)

77.1%
(-0.6 pp*)

Regularity (%)
72h

98.6%
(+27.4 pp*)

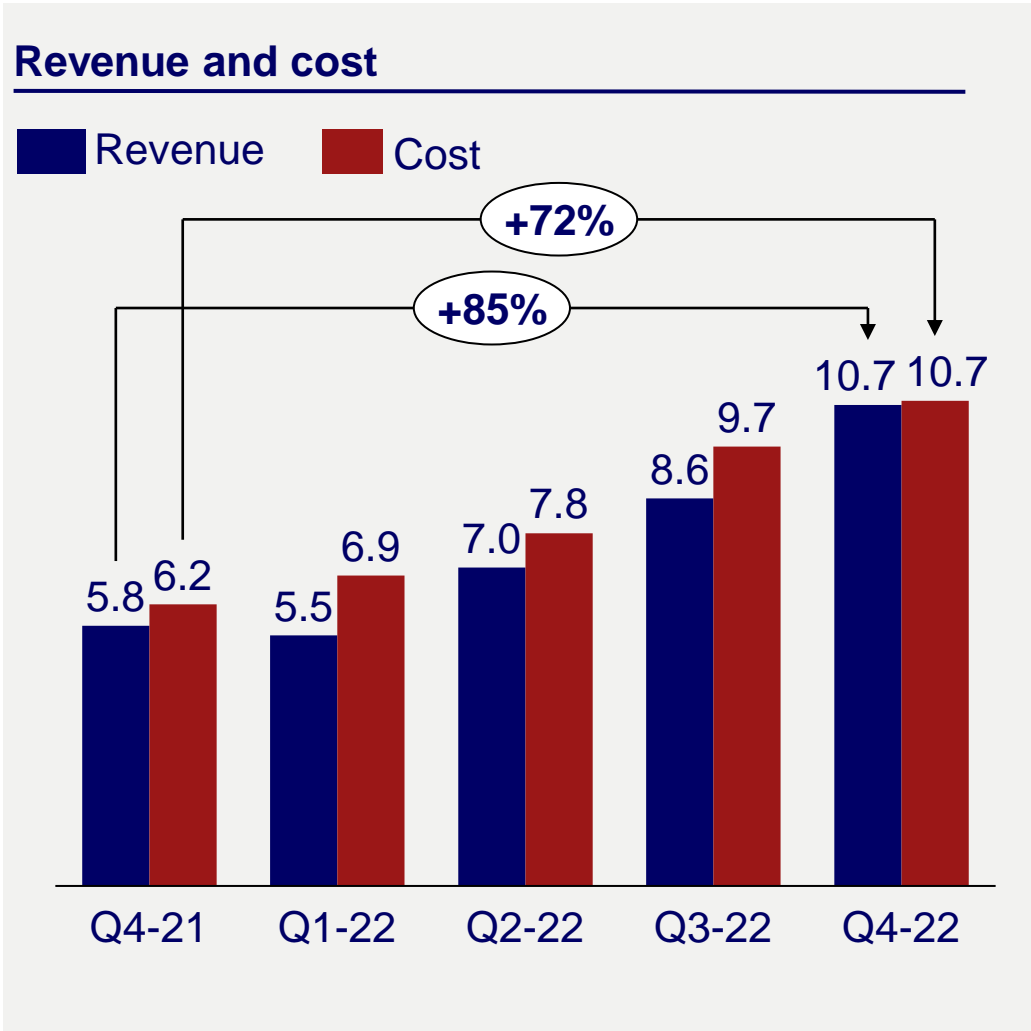
Punctuality (%)
P15

77.0%
(-13.4 pp*)

*: percentage points

Total revenue increased

SEK billions



Summary

- Total revenue increased Q4 vs LY by SEK 4.9bn, whereas costs increased by SEK 4.5bn vs last year.

Revenue

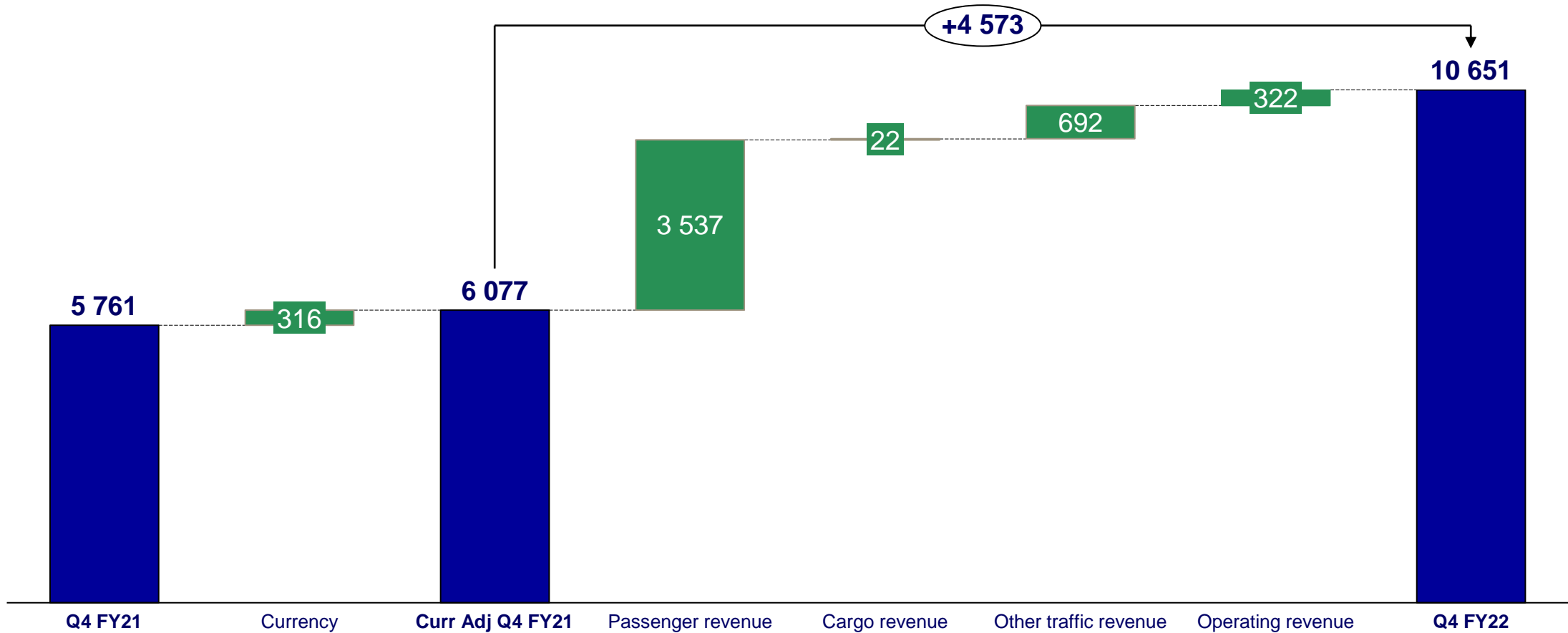
- Driven by increased passenger volumes

Cost

- Impacted by fuel price
- Foreign exchange effect

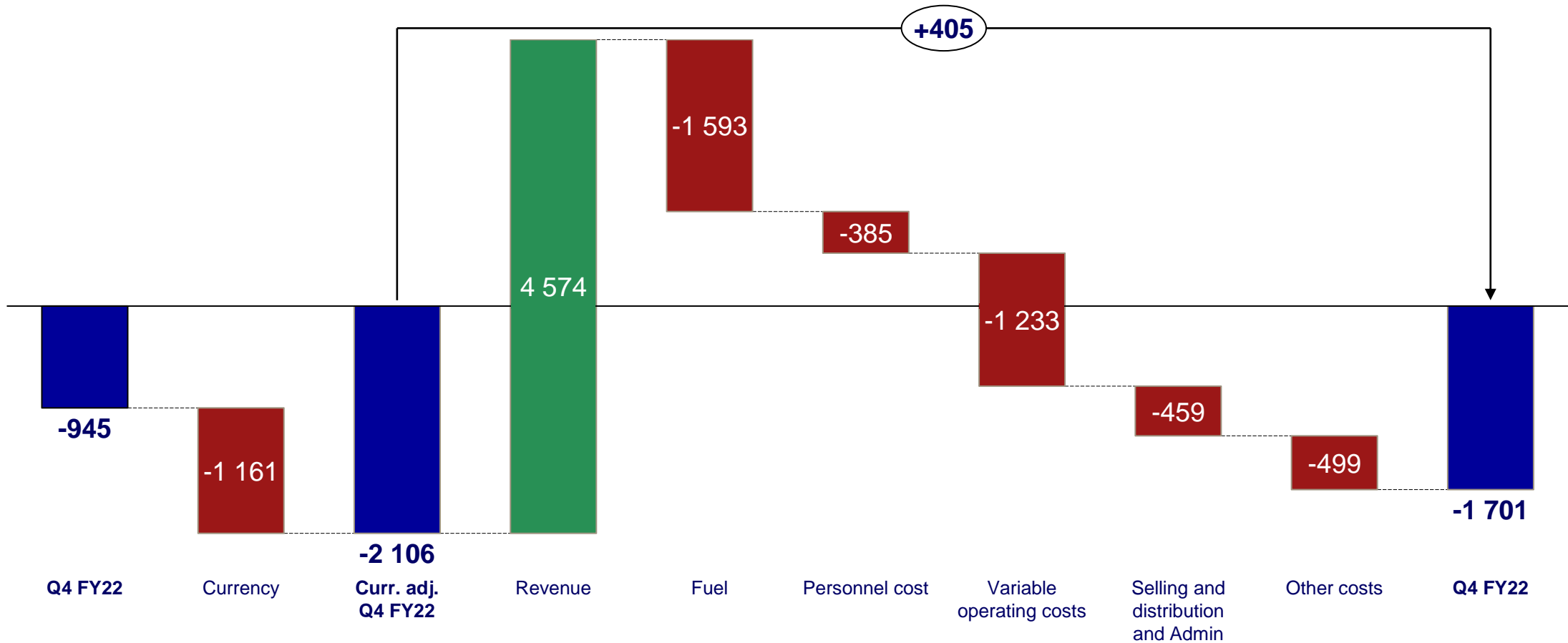
Revenue development: Q4 FY22 vs. Q4 FY21

MSEK



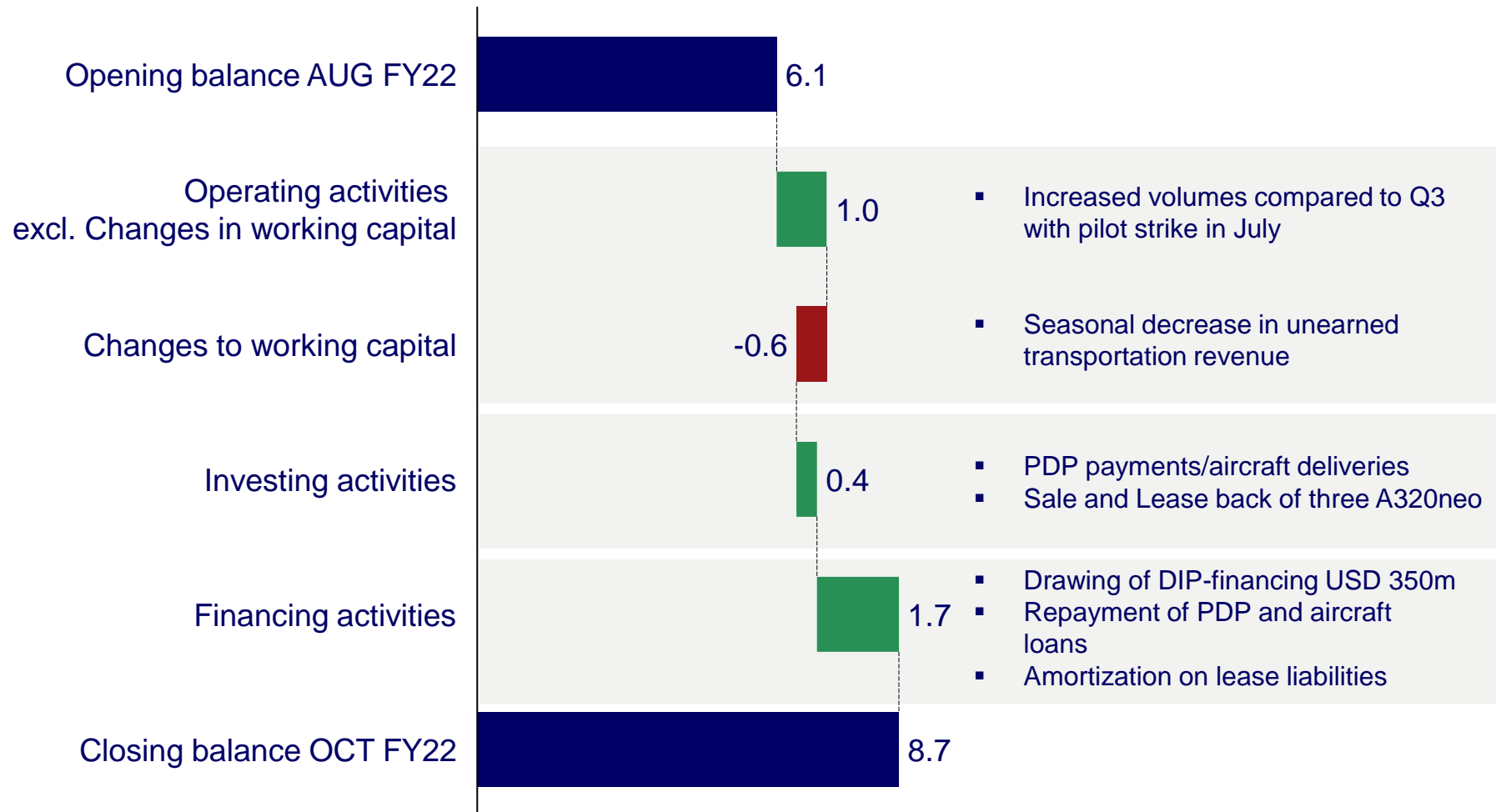
EBT development: Q4 FY22 vs. Q4 FY21

MSEK



Cash and cash equivalents Q4 FY22

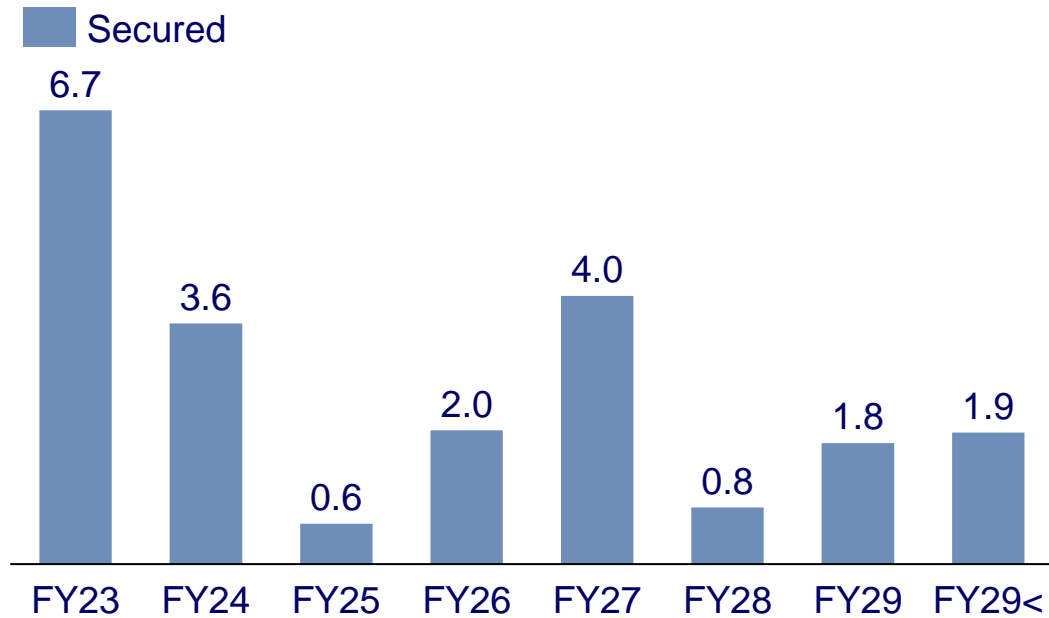
SEK billions



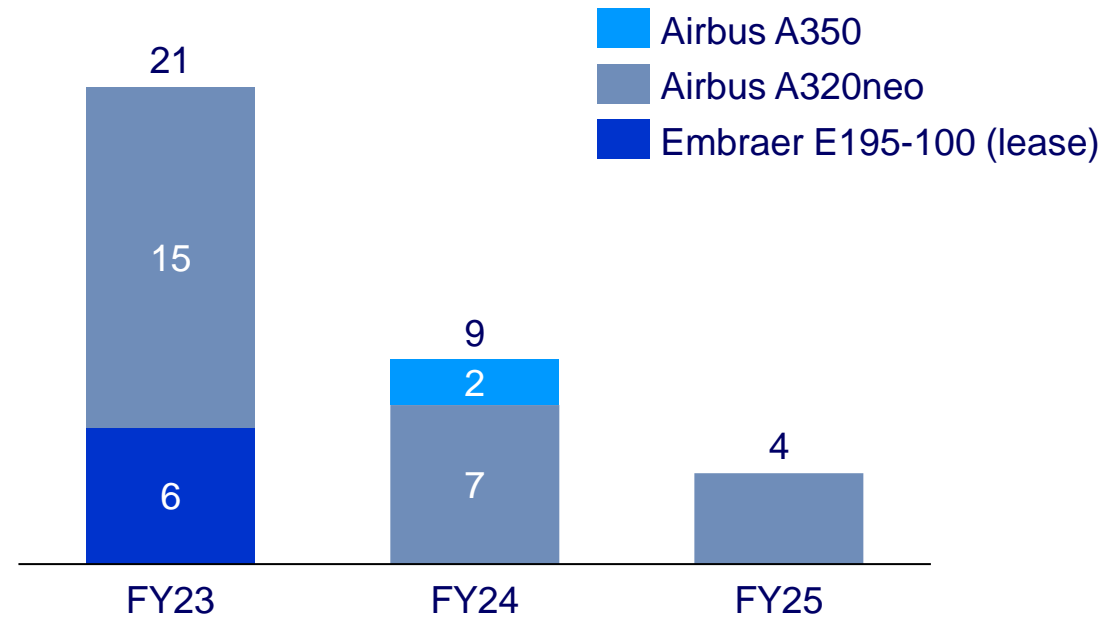
- Strong liquidity development mainly driven by DIP-financing
- However, positive inflow from operating and investing activities have contributed during the quarter

Debt maturity profile and Aircraft orders

Maturity profile, SEKbn



Aircraft orders,



Hybrid notes

- State Hybrid note 1, SEK 5 billion
- State Hybrid note 2, SEK 1 billion
- Commercial Hybrid note, SEK 1.6 billion

Hedges

- Fuel: 0% of expected fuel consumption hedged
- USD: 40% of USD hedged next twelve months
- NOK: 40% of NOK hedged next twelve months



SAS
Forward

Key elements of SAS FORWARD

**Reducing the
annual costs by
SEK 7.5 billion**

**Converting
SEK 20 billion of
debt into equity**

**Raising no less
than
SEK 9.5 billion**

Progress on SAS FORWARD

Bridge financing

- In the beginning of August, SAS entered into a debtor-in-possession (“DIP”) financing credit agreement for USD 700 million with funds managed by Apollo Global Management.
- First part of USD 350 million was drawn in September

Productivity

- Increased productivity- Increased utilization of aircraft with 32% vs last year
- Cost reductions in line with set out targets in SAS FORWARD

Fleet

- Agreements reached with 13 lessors regarding 46 aircraft

Sustainability

- Letter of support signed with Heart Aerospace

Leveraging SAS brand

- Launch of new communication concept- “Journeys that matter”

SAS FORWARD next steps

Labor productivity & flexibility

- Continue negotiations with labor groups to achieve consensual outcome

Fleet

- Conclude negotiations with remaining lessors to complete the fleet restructuring

Recapitalization

- Seeking to convert approximately SEK 20 billion of existing debt and hybrid notes into equity
- Raise no less than SEK 9.5 billion in new equity

The SAS FORWARD will provide ample benefits for our customers

**Additional routes
&
relevant times**

**Digitalization
&
personalization**

**Customer
experience**

SAS

**Leading
airline
sustainability**

SAS

Forward

Contact

Investor Relations

Louise Bergström, Vice President Investor Relations

✉ investor.relations@sas.se

☎ +46 (0)70 997 04 93

For more information:

Web: <https://www.sasgroup.net/investor-relations>

Financial Calendar

Monthly traffic data is generally issued on the fifth working day of every month. The detailed financial calendar is available at [sasgroup.net](https://www.sasgroup.net) under Investor Relations

24 January 2023	SAS Annual and Sustainability Report 2021/2022
24 February 2023	Q1 Interim Report (Nov'22-Jan'23)
16 March 2023	Annual General Meeting
1 June 2023	Q2 Interim Report (Feb'23-Apr'23)
1 September 2023	Q3 Interim Report (May'23-Jul'23)
30 November 2023	Year-end report (Nov'22-Oct'23)