SAS AB:s interim report November 5th 2008



3nd Quarter 2008 result – affected by Spanair write down

| Result development MSEK | 3 rd Quarter 2008 | First nine months 2008 |
|---|------------------------------|------------------------|
| Revenues | 16 365 | 48 018 |
| EBT bef nonrecurring items (cont. operations) | 101 | -831 |
| EBT-margin | 0.6% | -1.7% |
| ЕВТ | -1 783 | - 3 083 |

Weak 3rd quarter, but still positive operating profit and signs of improvements

- Weak 3rd quarter, but still positive (101 MSEK)
- We have a three dimensional crisis:





- Discussions regarding structural possibilities is continuing. Simultaneously full focus on S11 and SAS Group as an independent company
 - Regardless outcome S11 cost program has been brought forward and is being implemented quicker than announced
- Quality (punctuality and regularity) has improved as well as customer satisfaction.



Extraordinary negotiations with unions and other efficiency measures to close the cost gap"

P08 PROFIT 2008 P08 – Program to protect 2008 result

Launched April 2008

- Implementation on track
 - » 61 % implemented
 - » 11 aircraft reduced
 - » Remaining 7 during winter

STRATEGI 2011

- Total cost Gap of 3-4 billion is now being addressed
 - extraordinary negotiations in process
 - other structural cost activities
- Negotiations initiated with unions regarding the challenging situation for SAS Group and entire industry
 - "Moment of truth"

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Sharp improvement in customer satisfaction

- Customer satisfaction improved
- significantly
 Scandinavian Airlines reaching
 punctuality and regularity

Most punctual in Europe in Q3







Income before non recurring items

| Income before non recurring Items | Jul-Sep 2008 (MSEK) | Jul-Sep 2007 (MSEK) | Jan-Sep 2008 (MSEK) | Jan-Sep 2007 (MSEK) | |
|---|---------------------------|---------------------------|---------------------------|---------------------------|--|
| Income before nonrecurring items in continuing operations | -1 783 | 457 | -3 083 | 746 | |
| Impairment losses* | 1 686 | 0 | 1686 | 0 | |
| Restructuring cost | 196 | 105 | 229 | 105 | |
| Capital gain/losses | - 6 | - 9 | -12 | -37 | |
| Other nonrecurring items ** | 8 | 0 | 349 | 0 | |
| Income before non recurring items in continuing operations | 101 | 553 | -831 | 888 | |

^{*} Goodwill write down in Spanair, no cash effect but reduced equity



Gunilla Berg CFO



Scandinavian Airlines show weak Q3 but also signs of improvements

| Scandinavian Airlines | SAS Norge | | SAS Danmark | | SAS Sverige | | SAS International | |
|----------------------------|-----------|--------|-------------|--------|-------------|--------|-------------------|--------|
| | Q3 2008 | Change | Q3 2008 | Change | Q3 2008 | Change | Q3 2008 | Change |
| EBIT before nonrec. (MSEK) | -23 | -226 | -66 | -337 | -73 | -179 | 126 | -104 |

| EBIT-margins, 12 months rolling | |
|---------------------------------|-------|
| SAS Norge | 1.39 |
| SAS Danmark | -2.5% |
| SAS Sverige | 0.5% |
| SAS International | 0.09 |

^{**} Fine SAS Cargo issue

Improved development in Aviation Services

3rd Quarter

| Business Area | Subsidiary | EBIT | EBIT Margin, | Change vs. |
|--------------------------|------------|------|-------------------|------------|
| Dusiness Area | | CDII | 12 months rolling | last year |
| SAS Individually Branded | Widerøe | -18 | 0.4% | |
| Airlines | Blue1 | -26 | 2.7% | _ |
| | Spanair | -126 | -7.9% | _ |
| SAS Aviation Services | STS | 43 | -0.1% | _ |
| | SGS | 22 | -2.1% | ≯ |
| | SAS Cargo | 53 | 3.9% | _+ |

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Sum up first 9 months

Market

- Three dimensional crisis
- Financial
- Industrial
- SAS

Profit 2008/S11

- S11 is picking up
 - 74 % implemented
 - Extraordinary negotiations initiated
- P08 on track
 - 61 % implemented

Improved customer perception

- Scandinavian airlines regularity and punctuality strong
- Customer focus product and quality improvements

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S11 cost program is picking up and Profit 08 on track

S11 cost program picking up and 74% now implemented

- Structural cost program off SEK 2,8 bn by 2009
- New achievements
 - Procurement
 - Outsourcing activities
 - STS/SGS increased efficiency

P08 on track and 61 % now implemented

- SEK 1.5 bn result effect 2008
- 18 aircraft, 10% of capacity reduction
 - 11 aircraft reduced as from October
 - Remaining during winter
- Spanair 15 aircraft completed -25 % capacity reduction



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■ Implemented

■ Remaining