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**SAS AB**  
**Analyst meeting**



**London, August 9, 2001**

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**SAS AB**  
**Group**

**2nd Quarter – a tough Quarter**

The Marketplace

- ▶ Continued weak world economy
- ▶ Weaker Swedish economy

SAS

- ▶ Weaker traffic growth and reduced passenger load factors
- ▶ Negative mix and yields under pressure
- ▶ Increased market share in a weak market
- ▶ SAS International Hotels weaker
- ▶ Outlook for Full Year 2001 downgraded

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Main events of note

- ▶ Unified share structure completed
- ▶ First Airbus A340 delivered
- ▶ Pilot agreement concluded
- ▶ SAS Cargo incorporated
- ▶ Possible acquisition Braathens of Norway
- ▶ SAS and Maersk Air fined for infringement




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SAS and Maersk Air fined for  
infringement July 18

- ▶ Cooperation agreement with Maersk Air signed autumn 1998
- ▶ Statement of objection received February 2001
- ▶ SAS fined 39,375 MEUR July 18
  - MSEK 359 reserved in 2<sup>nd</sup> Quarter accounts
- ▶ New EU compliance rules implemented




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Statement of Income

	jan-jun	
MSEK	2001	2000
Operating revenue	25,948	23,031
Personell costs	-8,653	-7,533
<u>Other costs</u>	<u>-15,975</u>	<u>-14,159</u>
Operating income bef. depreciation	1,320	1,339
Depreciation	-1,141	-933
Income from the sale of aircraft, affiliated companies etc.	71	349
Operating result	250	755
Interest income and other items	30	10
<u>Income before taxes</u>	<u>220</u>	<u>765</u>




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**SAS Group**

**Improved EBITDAR**  
EBITDAR margin unchanged

MSEK	2001	2000	Change
▶ Revenue	25 948	23 031	+13%
▶ EBITDAR	2 555	2 310	+11%
▶ EBITDAR margin	10%	10%	+0 p.u.

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**SAS AB Group**

**SAS shares**



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**SAS AB Group**

**Successful completion of single share project**

- ▶ Acceptances above 90% in all three shares June 28, 2001
  - ▶ SAS Danmark A/S 94,2%
  - ▶ SAS Norge ASA 96,6%
  - ▶ SAS Sverige AB 93,1%
- ▶ SAS Danmark A/S / SAS Norge ASA
  - ▶ Mandatory offers (DK) and compulsory redemption(NO) until August 17, 2001
  - ▶ Delisting Aug(NO)/Sep(DK)
- ▶ SAS Sverige AB
  - ▶ Offer extended until August 17
  - ▶ SAS Sverige delisted as from July 6, 2001
- ▶ SAS AB listed as from July 6, 2001

	No. of outs. shares (m)	Par value	Market value <sup>1</sup> (bn)
SAS Danmark A/S	47.0	DKK10	DKK3.0
SAS Norge ASA	47.0	NOK10	NOK3.4
SAS Sverige AB	70.5	SEK10	SEK6.8
<b>SAS AB</b>	<b>164.5</b>	<b>SEK10</b>	<b>SEK15.5</b>

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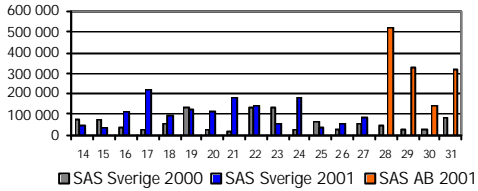
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**.. significant increase in traded volume in SAS AB vs SAS Sverige AB**

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Average daily number of shares traded in Stockholm per week



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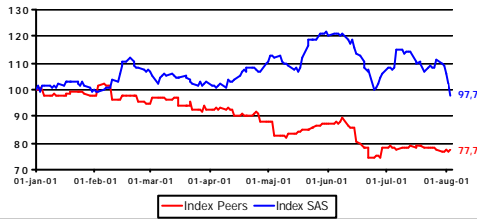
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**Airline shares under pressure  
SAS share performance vs peers 2001**

SAS AB Group

SAS Market Capitalization vs. European Peers\*  
(Rebase 29 DEC 2000)



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**Business Area  
SAS International  
Hotels**

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SIH

### SAS International Hotels' – a slowdown in 2nd Quarter

in MSEK

	1 <sup>st</sup> H 2001	1 <sup>st</sup> H 2000	Change
Revenues	1 679	1 485	13,6%
Operating result	125	178	-30%
Pre tax profit Including gains	58	386	n.m.


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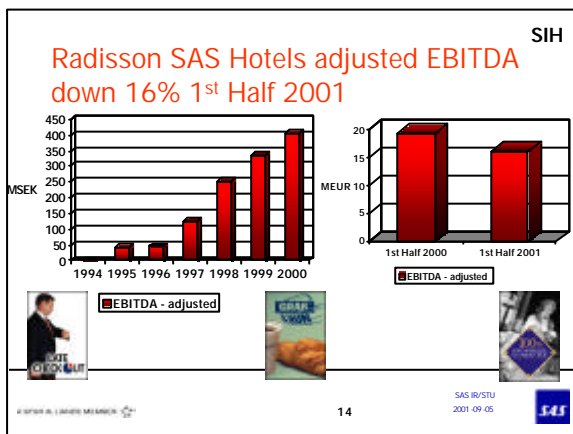
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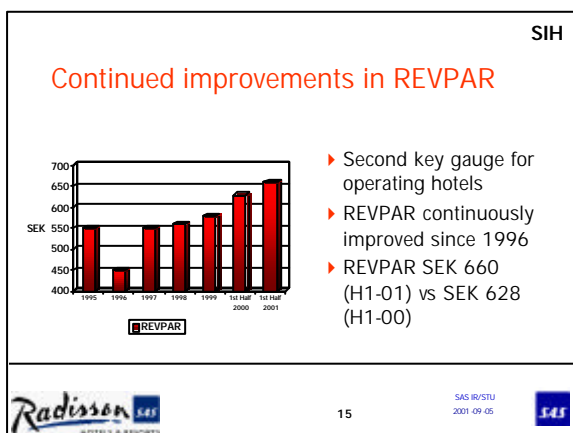
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**SIH**

## SAS International Hotels forecast for 2001

- ▶ Growth strategy
  - In existing home markets
  - Extended market
  - Capital cities
  - Leisure & resorts
  - Airport hotels
  - Multiple brands
- ▶ Improved REVPAR levels
- ▶ EBITDA growth of 17%





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## SAS Airline



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## Key airline profitability drivers 1st Half 2001


**SAS**

▶ Traffic growth (RPK)	<b>up</b>	<b>4,7%</b>
▶ Cabin Factor	<b>down</b>	<b>0,7 p.u.</b>
▶ Yields	<b>up</b>	<b>2,3%</b>
▶ Unit costs	<b>down</b>	<b>0,1%</b>

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**SAS Airline**

### Passenger Revenue analysis Jan-Jun vs Last year

- ▶ Revenues      17 418    +13,2%
- ▶ Volume                    +4,7%
- ▶ Yields                     +2,3%
- ▶ Currency                 +5,7%

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**SAS Airline**

### Good growth and positive mix on Intercontinental routes 1st Half - slowdown 2nd Quarter

3m Moving average

- ▶ Business Class up 6%
- ▶ Economy Class up 4%
- ▶ Asian routes continued high passenger load factors
- ▶ New route to Washington developed well
  - Load factor 88-90% during summer
  - Weaker on other U.S. destinations

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**SAS Airline**

### European routes significantly weaker in Business Class 2nd Quarter

3m Moving average

- ▶ Significant slowdown in Business Class during May-July
- ▶ Traffic to/ from U.K. particularly weak
  - Weaker economy
  - Strong GBP
  - Mouth and foot disease
- ▶ Weaker development to/ from Sweden
  - Weaker economy

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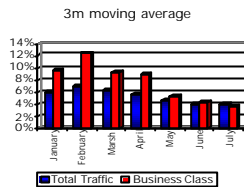
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## Intrascandinavian routes – A mixed picture

SAS Airline



- ▶ Positive mix
  - Business Class up 5%
  - Economy Class up 4%
- ▶ Traffic between Oslo-Stockholm developed well
- ▶ Weaker between Copenhagen – Stockholm
  - Weaker Swedish economy

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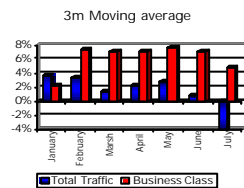
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## Danish domestic routes – positive signs noted

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- ▶ Total traffic up 1,7%
- ▶ Positive mix
  - Business Class up 6%
  - Economy Class down 7%
- ▶ Copenhagen – Aalborg and Copenhagen – Aarhus developed positive

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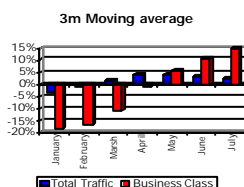
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## Norwegian domestic routes affected by increased passenger fees

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- ▶ Weak overall growth
  - Traffic up 3,1% 1st Half
  - SAS gain market shares
- ▶ Strong recovery in Business Class
  - Up 7% 1st Half
- ▶ Continued over capacity by 12-14% - further cuts needed

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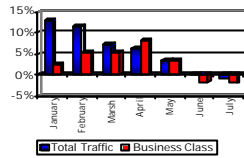
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## Swedish domestic routes slowing down

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3m Moving average



- ▶ Weaker growth in Swedish economy affect traffic growth
- ▶ Traffic up 2,3%
- ▶ Business Class up 2%
- ▶ Economy Class up 3%

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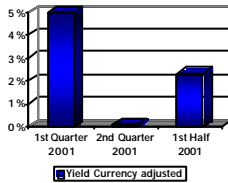
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## Yields are under pressure from negative class mix/ price mix

Total system - currency adjusted

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- ▶ Up 2,3% 1st Half
- ▶ Yields flat 2nd Quarter
  - Down 3% on European routes
- ▶ Improved yields on
  - All three domestic markets

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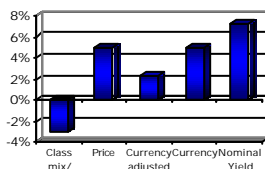
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## Negative class mix partly offset by price increases

Total system Jan-Jun 2001

SAS Airline



- ▶ Class mix/ Price mix affect negatively by 3%
- ▶ Prices up 5% overall
  - 7% in Business Class
  - 3% in Economy Class
- ▶ Economy Extra decrease impact from negative class mix/ price mix

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**SAS Airline**


## Cargo business - Weaker demand but improved yields

**January-June 2001**

- ▶ Cargo contribution 2001 (2000) -19%
  - ▶ MSEK 325 (MSEK 403)
- ▶ Revenue ton-km down 4,0%
- ▶ Revenue up 2,0%

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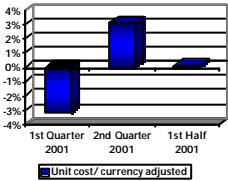
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**SAS Airline**

## Positive trend in unit cost reductions broken as fuel cost impact 2<sup>nd</sup> Quarter


Index Last Year



- ▶ Decrease of 3,0% 1st Quarter
- ▶ Increase of 3,1% 2<sup>nd</sup> Quarter
  - Thereof fuel cost 2,3%
  - Extraordinary items 2nd Quarter
  - Cabin op/ flight deck up
  - Most other areas flat

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## Unit Cost up 3,1% 2nd Quarter 2001 vs 2000


MSEK

	Adjusted Q2/00	Q2/01	Var. %	Share of total var %
Commissions	664	643	-3,1%	-0,2%
Fuel	1 062	1 075	5,4%	2,3%
Government charges	966	989	1,2%	0,1%
Personnel	3 716	3 916	2,4%	0,3%
Other oper. net costs	2 462	2 519	2,3%	0,6%
<b>TOTAL</b>	<b>8 870</b>	<b>9 142</b>	<b>3,1%</b>	<b>3,1%</b>

Volume = average growth in ASK and RPK = 5,7%

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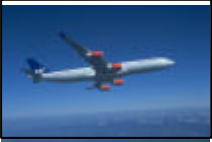
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**SAS Airline**

**Intercontinental routes - expansion has started**




SAS First A 340-300 delivered July 30, 2001

- ▶ Washington D.C added as from May 2001
  - ▶ Average passenger load factor 89%
- ▶ San Fransisco added from May 2002

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**SAS Airline**

**Intercontinental routes - expansion winter focused on Asia with good trading conditions**

Destination	Intro date	Jan-Jul cabin factor (%)	Prognosis for demand
Delhi	Aug	70's	Fair- a/c combined with pilot training
Beijing	Oct	80's	Good
Tokyo	Nov	90's	Very good
Bangkok/ Singapore	Dec	90's	Very good

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**Outlook 2001**

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**SAS Airline**


**July figures – fair growth but negative passenger mix**

- ▶ **Reduced passenger load factor**
- ▶ **Business Class -1,6% - Economy Class +7,2%**

	Passenger-traffic (RPK)	Seat capacity (ASK)	Cabin-factor
<b>SAS Total</b>	<b>+5,8%</b>	<b>+11,1%</b>	<b>-3,6 p.u.</b>
Intercontinental	+6,8%	+8,3%	
Europe	+7,5%	+16,9%	
Domestic and Intrasandinavian	+2,0%	+6,5%	

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**SAS Airline**


**Outlook – operating key figures - year 2001**

- ▶ **Growth expectations reduced**
- ▶ **Further capacity adjustments planned**
- ▶ **Unit costs down**

Key figure	2001
ASK	Up approx 6-7%
Frequencies	Up 1-2%
RPK	Up approx. 5-6%
Passenger yield (currency adjusted)	Up 2-3%
Unit costs	Down 1%

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**SAS AB Group**


**The Board of Directors**

**Assessment for full year 2001:**

- ▶ Weaker economies in main markets
  - ▶ Increased uncertainty in traffic development
- ▶ SAS Capacity adjustments announced
  - ▶ Lower unit costs
- ▶ Income before taxes and gains for Full Year 2001 same level as 2000

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## SAS Investor Relations on the Internet



<http://www.scandinavian.net>

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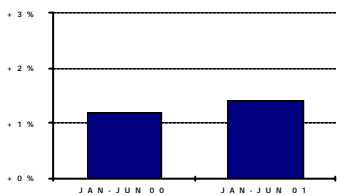
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## Productivity Development

January - June 2001 vs 2000



Measure is change in number of full time employees vs average change of RPK /ASK

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## Traffic and Yield

January-June 2001 vs 2000

SAS Total Scheduled	2001	2000	Index variance
Production (mill ASK)	17 701	16 744	106
Traffic (mill RPK)	11 513	11 000	105
Cabin factor (%)	65,0	65,7	- 0,7
C-class share (%)	30,1	30,5	- 0,4
Yield (öre/RPK)	151,3	139,8	108
Currency adj. yield	151,3	147,8	102

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**Traffic and Yield**  
2nd Quarter 2001 vs 2000

SAS Total Scheduled	2001	2000	Index variance
Production (mill ASK)	6 279	6 236	101
Traffic (mill RPK)	6 227	6 008	104
Cabin factor (%)	68,1	70,7	- 2,6
C-class share (%)	28,7	29,9	- 1,2
Yield (öre/RPK)	149,7	138,6	108
Currency adj. yield	149,7	149,5	100

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**Passenger Yield**  
January-June 2001 vs 2000

Route Sector Scheduled	Nominal yield	Currency effect	Adjusted yield
<b>SAS Total</b>	<b>108</b>	<b>95</b>	<b>102</b>
Intercontinental	110	92	102
Europe	106	94	100
Intrascandinavian	105	95	100
Denmark/Greenland	115	93	108
Norway	118	93	110
Sweden	104	100	104

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**Passenger Yield**  
2nd Quarter 2001 vs 2000

Route Sector Scheduled	Nominal yield	Currency effect	Adjusted yield
<b>SAS Total</b>	<b>108</b>	<b>93</b>	<b>100</b>
Intercontinental	111	90	100
Europe	105	93	97
Intrascandinavian	106	93	98
Denmark/Greenland	121	91	110
Norway	122	89	109
Sweden	103	100	103

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## Unit Cost

January - June 2001 vs 2000

MSEK

	Adjusted H1/00	H1/01	Var. %	Share of total var %
Commissions	1 171	1 189	1,6%	0,1%
Fuel	2 041	2 046	0,3%	0,0%
Government charges	1 892	1 906	0,7%	0,1%
Personnel	7 179	7 448	3,7%	1,6%
Other oper. net costs	4 728	4 445	-6,0%	-1,7%
<b>TOTAL</b>	<b>17 011</b>	<b>17 034</b>	<b>0,1%</b>	<b>0,1%</b>

Volume = average growth in ASK and RPK = 5,2%

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## SAS Airline Currency Effects 2001 vs 2000 (MSEK)

	<del>JAN-JUN</del>
Total revenues	+1 159
Total costs	-1 261
Forward cover costs & working cap.	+37
<b>Income bef. depr.</b>	<b>-65</b>
Financial items	+48
<b>Income before tax</b>	<b>-17</b>

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## SAS Airline Currency Effects 2001 vs 2000 (MSEK)

	<del>APR-JUN</del>
Total revenues	+837
Total costs	-866
Forward cover costs & working cap.	+38
<b>Income bef. depr.</b>	<b>+9</b>
Financial items	+65
<b>Income before tax</b>	<b>+74</b>

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## SAS Airline Currency Effects

JAN-JUN 2001 vs 2000

<b>Total revenues &amp; costs:</b> <b>(Total -102 MSEK)</b> Major approx. effects:		<b>Working capital:</b> <b>(Total -48 MSEK)</b>	
USD	-253	2000	-14
DKK	-100	2001	-62
NOK	+84		
EUR	+71		
Asian curr.	+49		
All others	+47		
<b>Forward cover costs:</b> <b>(Total +85 MSEK)</b>		<b>Financial items:</b> <b>(Total +48 MSEK)</b>	
2000	-32	2000	+58
2001	+53	2001	+106
		<b>Grand total -17 MSEK</b>	

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## SAS Airline Currency Effects

APR-JUN 2001 vs 2000

<b>Total revenues &amp; costs:</b> <b>(Total -29 MSEK)</b> Major approx. effects:		<b>Working capital:</b> <b>(Total -11 MSEK)</b>	
USD	-152	2000	+19
DKK	-67	2001	+8
NOK	+73		
EUR	+53		
Asian curr.	+29		
All others	+35		
<b>Forward cover costs:</b> <b>(Total +49 MSEK)</b>		<b>Financial items:</b> <b>(Total +65 MSEK)</b>	
2000	-22	2000	+11
2001	+27	2001	+76
		<b>Grand total +74 MSEK</b>	

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## SAS (with SAS Trading, Air Botnia and Wideroe fully consolidated)

### Revenues (as is)

MSEK	JAN-JUN01	JAN-JUN00	curr adj 00
Passenger revenues	18 631	16 408	17 297
Cargo revenues	1 225	1 195	1 278
Other traffic revenues	487	490	532
Other revenues	3 969	3 487	3 622
<b>TOTAL REVENUES</b>	<b>24 312</b>	<b>21 580</b>	<b>22 729</b>

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**SAS (with Air Botnia and Wideroe fully consolidated)**

**Operating Costs (as is)**

MSEK

	JAN-JUN01	JAN-JUN00	curr adj 00
Personnel costs	7 995	6 978	7 310
Leasing costs (aircraft)	1 154	895	1 002
Sales costs	1 260	1 103	1 167
Fuel	2 164	1 790	2 031
Governmental charges	2 068	1 851	1 960
Meal costs	868	939	993
Handling costs	1 110	997	1 054
Maintenance costs	1 393	1 175	1 249
Other costs	5 103	4 696	4 882
<b>TOTAL COSTS</b>	<b>23 115</b>	<b>20 424</b>	<b>21 648</b>

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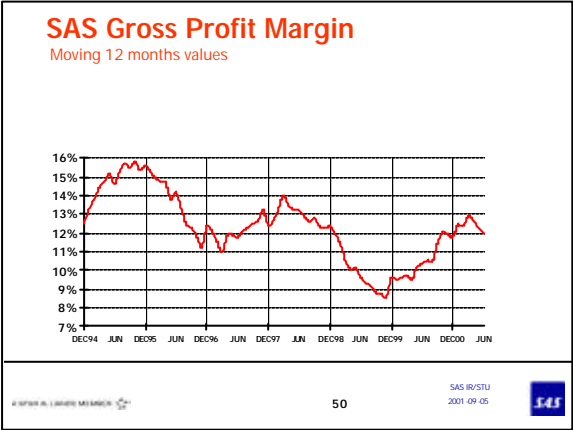
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**Balance Sheet**

SAS Group

MSEK

	30JUN01	31DEC00
Liquid funds	12 220	8 979
Other interest-bearing assets	7 187	4 790
Aircraft	16 224	15 985
<b>Other assets</b>	<b>24 221</b>	<b>19 671</b>
<b>Total assets</b>	<b>52 252</b>	<b>49 425</b>
Operating liabilities	15 444	13 250
Interest-bearing liabilities	26 284	17 684
Subordinated debenture loan	874	840
Minority interests	268	131
<b>Equity</b>	<b>16 982</b>	<b>17 520</b>
<b>Total liabilities and equity</b>	<b>50 252</b>	<b>49 425</b>
<b>Net debt</b>	<b>3 759</b>	<b>794</b>

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## Changes in Financial Position

SAS Group

MSEK	January - June	
	2001	2000
Cash flow from operations	636	1 114
Change in working capital	-490	-396
<b>Net financing from operations</b>	<b>-273</b>	<b>-94</b>
Investments, advance payments	- 3 643	- 4 522
Sales of fixed assets, etc.	+1 549	+ 1 887
Payment to mother companies	- 754	- 666
<b>Financing surplus</b>	<b>- 2 385</b>	<b>-2 281</b>
Changes in external financing, net	+ 5 625	120

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## Income by Business Area

SAS Group

(MSEK)

	January - June	
	2001	2000
SAS	120	342
SAS International Hotels	58	386
Other operations/Group elim.	42	37
<b>Income before taxes</b>	<b>220</b>	<b>765</b>

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## Financials and aircraft fleet data

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Aircraft Fleet		SAS Airline		
Aircraft in SAS Traffic		30JUN00	31DEC00	31DEC99
Airbus A330-200	1	0	0	
Boeing 767-300	13	13	13	
MD-81/82/83	49	49	49	
MD-87	18	18	18	
MD-90	8	8	8	
Boeing 737-600	30	30	29	
Boeing 737-700	6	6	1	
Boeing 737-800	15	13	0	
DC-9-81	0	1	8	
DC-9-41	16	19	20	
DC-9-21	0	2	4	
Fokker F28	0	0	5	
de Havilland Q400	22	11	0	
Fokker F50	11	17	20	
SAAB 2000	0	3	5	
Enbraer ERJ 145	2	2	0	
<b>TOTAL</b>	<b>191</b>	<b>192</b>	<b>180</b>	

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Fleet phase out in progress		SAS	
	Change in H1	Changes until end year 2001	
Airbus A330-300	+1	Leased in	
Boeing 767-300	-	Unchanged	
MD-80	-	Unchanged	
MD-90	-	Unchanged	
Boeing 737-800	+2	New deliveries	
DC-9-81	-1	Completely phased out	
DC-9-41	-3	Phase out 2001	
DC-9-21	-2	Completely phased out	
Fokker F28	-	Completely phased out	
Fokker F50	-6	Gradual phase out	
DeHavilland Q400	+11	New deliveries	
SAAB 2000	-3	Completely phased out	
<b>TOTAL</b>	<b>-1</b>		

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Aircraft orders				
	July-Dec 01	2002	2003>	
CAPEX (MUSD)	700	950	400	
Aircraft on order	14	17	6	

Airbus A340/330-300	11
Airbus A321	12
Boeing 737	8
deHavilland Q400	6
<b>TOTAL</b>	<b>37</b>

Firm aircraft order CAPEX of USD 2.05 billion

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SAS Group			
<b>Cash flow from operations (EBITDAR) up 11% Jan-Jun 2001</b>			
MSEK	2001	2000	Change
▶ Revenue	25 948	23 031	+13%
▶ EBITDAR	2 555	2 310	+11%
▶ Pre tax profit ex gains	219	470	n.m.
▶ Pre-tax profit	220	765	n.m.

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<b>Financial Net January - June 2001 (MSEK)</b>			
	01-06-30	00-06-30	Difference
Interest net and others	-141	-64	-77
Exchange rate differences	+110	+63	+47
Financial net	-31	-1	-30
(in % p.a. of average net debt)	-1,9%	-0,1%	-1,8%

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<b>Development and Break Down of Net Debt</b>			
(MSEK)	010630	000630	Difference
Cash	12 220	6 334	5 886
Other interest bearing assets	7 187	4 032	3 155
Interest bearing liabilities	-23 166	-12 425	-10 741
Net debt	-3 759	-2 059	-1 700

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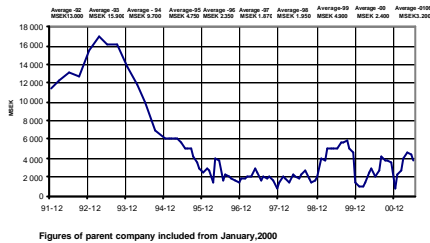
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## Development of net debt 9112-0106



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## Gross interest income / expenses on liquidity and debt

(MSEK)	0101-06
Average interest-bearing assets	13 482
Interest income	300
Return (% p.a.)	4,5%
Average gross debt	-16 690
Interest expenses and others	-441
Interest cost (% p.a.)	-5,3%
Average net debt	-3 200
Interest net and others	-141
Interest net (% p.a.)	-8,8%
Exchange rate differences	110
Exchange rate differences (% p.a.)	6,9%
Financial net	-31
Financial net (% p.a.)	-1,9%

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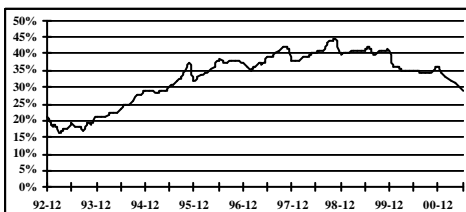
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## Equity / Assets Ratio 9212-0106



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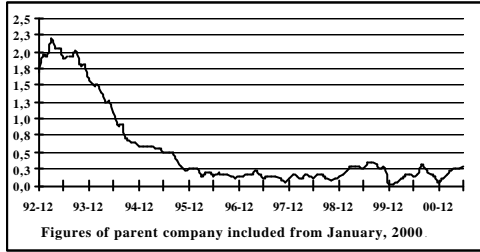
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### Net Debt / Equity Ratio 9212-0106



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