





**SAS Group
2nd Quarter 2000
Analyst meeting**



Copenhagen, August 14, 2000



www.scandinavian.net

SAS IR/STU
2000-08-15



**Contents of 2nd Quarter 2000
presentation**

- ▶ The Quarter in brief
- ▶ SAS International Hotels
- ▶ Business review
- ▶ Result improvement program
- ▶ Aircraft fleet
- ▶ Outlook

- ▶ Appendices



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The Quarter in brief

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A very encouraging 2nd Quarter

- ▶ Breaking trend in Business Class
- ▶ Passenger load factors sharply up
- ▶ Strong underlying cost development - unit costs down exempt Jet Fuel
- ▶ SAS International Hotels develops well

- ▶ Promising trading conditions

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Strong traffic growth and Business Class recovery 2nd Quarter

- ▶ Improved traffic growth (RPK) **up 8%**
- ▶ Business Class (RPK-C) **up 5%**
- ▶ Sharply improved cabin factor **up 4.9 p.u.**
- ▶ Yields **up 0,4%**

- ▶ **EBITDAR up 20%**

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**Cash flow from operations
(EBITDAR) up 17% 1st Half 2000**

MSEK	2000	1999	Change
▶ Revenue	22 104	20 965	+5%
▶ EBITDAR	2 075	1 769	+17%
▶ Pre tax profit ex gains	443	53	
▶ Pre-tax profit	732	496	+48%

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Financial results - 2nd Quarter 2000

MSEK	2000	1999	Change
Revenue	11 799	11 260	+5%
Op. inc. bef. depr.	1 184	924	+28%
Gain on sales	276	46	
Pre-tax profit	1 029	507	+103%

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**Operating results with market
depreciation- 1st Half 2000**

MSEK	2000	1999	Change
▶ EBITDAR	2 075	1 769	+17%
▶ Gain on sales	+289	+433	
▶ Depreciation	-895	-964	
▶ Δ MV aircraft	+732	+679	
▶ Leasing (40%)	-293	-268	
▶ EBIT, market	1908	1649	+16%

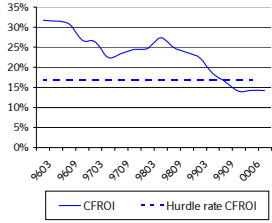
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CFROI - approaching set hurdle rate

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- ▶ SAS Group's key financial metric
- ▶ Focus on operating cash flow (EBITDAR)
- ▶ CFROI H1/2000 **15%**
- ▶ Hurdle rate through cycle >17-20%

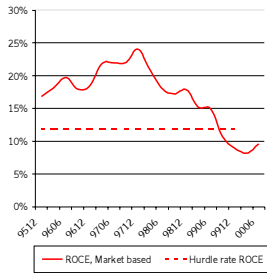
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ROCE - passed through the bottom of the cycle

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- ▶ SAS market based ROCE H1/2000 **10%**
- ▶ Hurdle rate through cycle >12%

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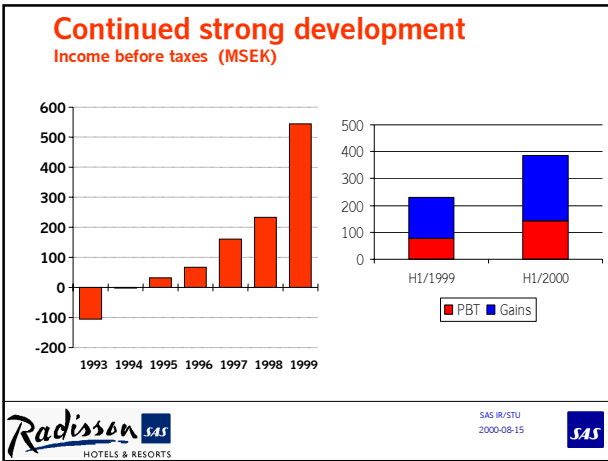


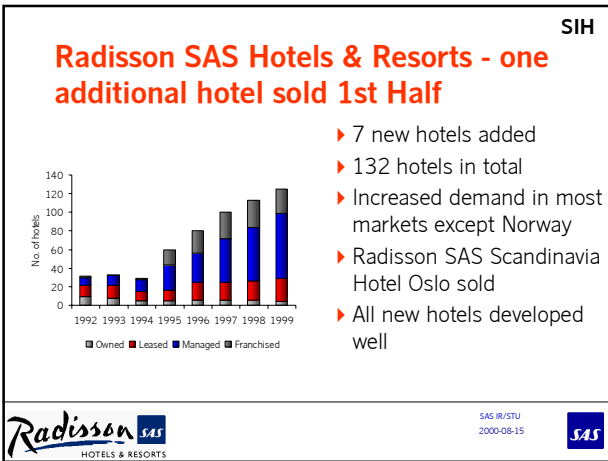
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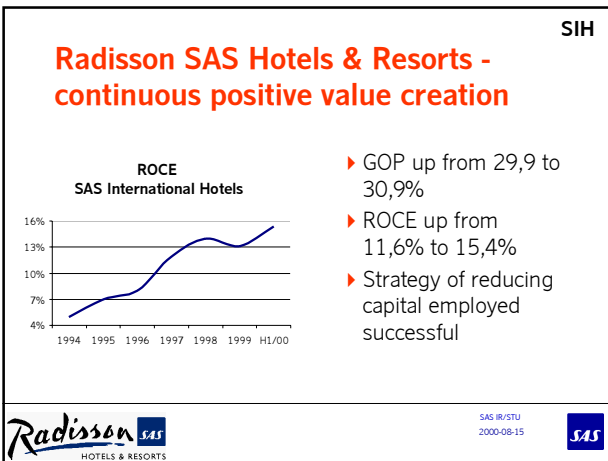


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Business review
SAS Airline



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Business highlights - 1st Half

- ▶ Increased traffic growth - Business Class recovery
- ▶ Modest capacity increase
- ▶ Improved passenger load factors
- ▶ Strengthened home market position
- ▶ Strengthened position in Business Class segment
- ▶ Result improvement program as planned



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Other highlights in 2nd Quarter

- ▶ Air Botnia out of the "red"
- ▶ Successful turn-a-round in Norwegian regional carrier Widerøe
- ▶ British Midland develops Joint Venture with SAS and Lufthansa
- ▶ Spanair - strengthened position on Madrid



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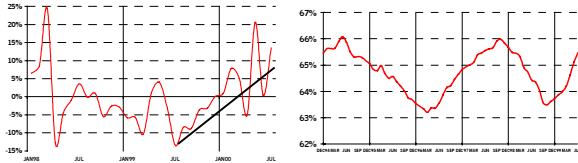
Increased passenger load factors and growth trend in Business Class SAS

**RPK Business Class
1998-2000**

**Passenger load factor
total system 1995-2000**

Year on Year values

Moving 12 months values



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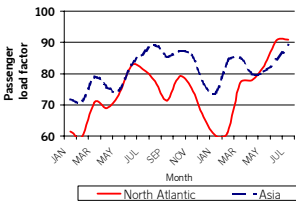
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Intercontinental routes return to 90% passenger load factors SAS

1999- July 2000

**Passenger load factors
North Atlantic/ Asia**



- ▶ Growth in Business Class on North Atlantic
- ▶ Traffic to/ from Chicago strong - important hub
- ▶ Passenger load factors back to "normal" peak levels
- ▶ Traffic "spill off"
- ▶ New capacity essential on long haul

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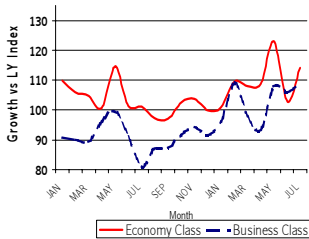
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European routes - a breaking trend SAS

1999- July 2000

**Business Class/
Economy Class**



- ▶ Strong traffic growth
- ▶ Recovery in Business Class
- ▶ Increased market shares overall and in Business Class
- ▶ Modest capacity increase "boost" passenger load factors

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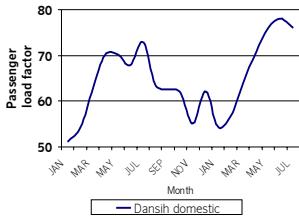
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Danish routes affected by aircraft introductory problems

1999 - July 2000

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Passenger load factor



- ▶ Continued capacity reductions
- ▶ Passenger load factor significantly improved
- ▶ Introductory problems deHavilland Q400

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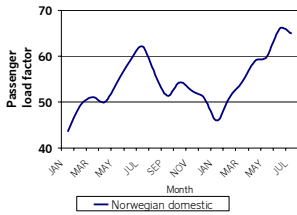


Reduced over-capacity on Norwegian domestic routes

1999 - July 2000

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Passenger load factor



- ▶ Total market marginally down
- ▶ Continued capacity adjustments
- ▶ Passenger load factor still too low
- ▶ Seating reservation implemented
- ▶ SAS gain market shares

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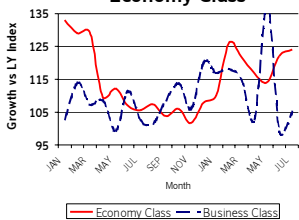


Swedish domestic routes strong

1999- July 2000

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Business Class/ Economy Class



- ▶ Strong Swedish economy
- ▶ Continued strong growth
- ▶ Arlanda-Gothenburg and Arlanda-Malmö gain shares from secondary airport Bromma
- ▶ Arlanda Express Train stimulates traffic
- ▶ Boeing 737-800 introduced 08MAY

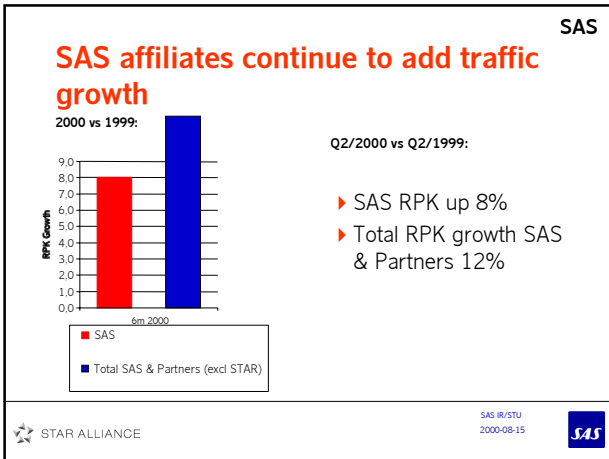
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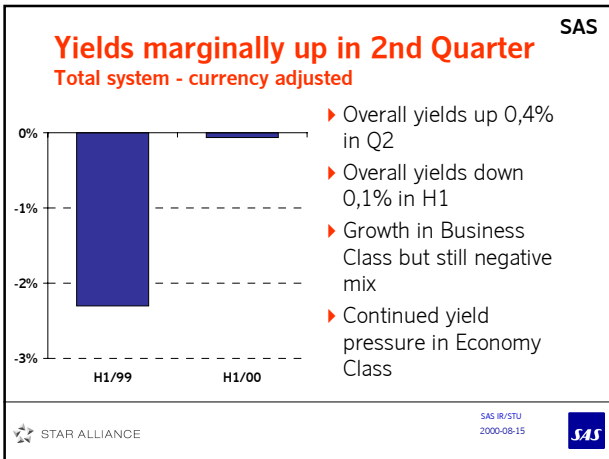
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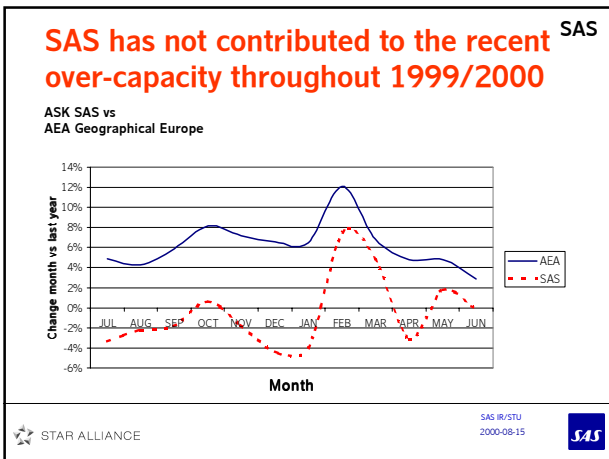


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Creation of a Cargo subsidiary under evaluation

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- ▶ New Global Cargo has been initiated
- ▶ Creation of a new SAS Cargo subsidiary in progress

1st Half 2000

- ▶ Revenue tonnes up 6%
- ▶ Revenues up 8%



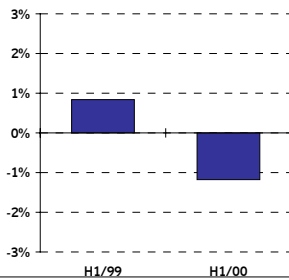
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Favorable cost development except jet fuel

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Index Last Year



- ▶ Increase of 1,2% in 1st Half
- ▶ Down 2,6% adjusted for fuel costs
- ▶ Positively affected by – Result Improvement program



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Slightly increased unit cost

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January - June 2000 vs 1999

	Adjusted H1/99	H1/00	Var. %	Share of total var %
Commissions	1 089	1 049	3.7%	0.3%
Fuel	1 130	1 699	(50.4%)	(3.8%)
Government charges	1 751	1 690	3.5%	0.4%
Personnel	6 546	6 493	0.8%	0.4%
Other oper. net costs	4 628	4 392	5.1%	1.6%
TOTAL	15 144	15 323	(1.2%)	(1.2%)

Volume = average growth in ASK and RPK = 4,1%

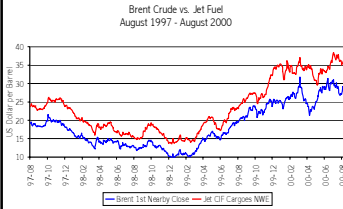


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Estimated jet fuel expense for 2000 raised to MSEK 3 500

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- ▶ Spot Jet Fuel up 20 % since prognosis given in May 2000
- ▶ Crude oil /Jet Fuel differential has not decreased as anticipated
- ▶ Further strengthening of USD vs SEK

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Result Improvement Program

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Result Improvement Program 1999/00

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- ▶ MSEK 1550 achieved as of 2nd quarter 2000
- ▶ Target by early 2001: 3 000 MSEK

Area	Targeted effect vs. 1998
Cargo	100 MSEK
Catering & In-flight service	300 MSEK
IT & communications	250 MSEK
Distribution & Electronic channels	815 MSEK
Air crew	610 MSEK
Ground handling	300 MSEK
Technical maintenance	310 MSEK
Overhead & other	360 MSEK
Total	3045 MSEK

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Approaching 2 million EuroBonus members



EuroBonus Levels
A Range of Benefits and Privileges

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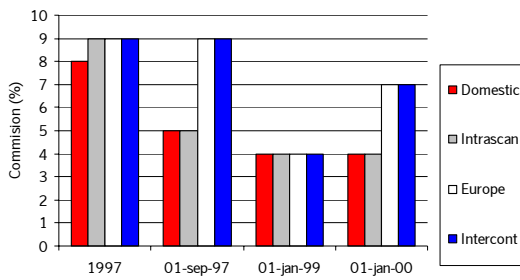
- ▶ Steady growth
- ▶ Number of members during 2nd quarter increased by 3,9% to 1 959 000

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Commissions to travel agencies - sale in Scandinavia 1997-2000



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Star Alliance™ - extending global lead

United Airlines, SAS, Thai Airways, Air Canada, Varig, Air New Zealand, Ansett Australia, All Nippon Airways, Singapore Airlines, Austrian Airlines Group, British Midland, Mexicana



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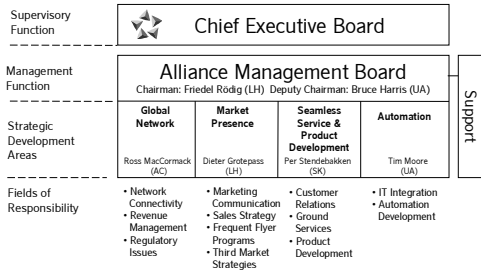
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A firmer organization of Star Alliance implemented



Electronic Channels - current volumes of total sales 1st Half 2000



- ▶ Travel Pass
- ▶ TPC (new in 1999)
- ▶ E-TIX
- ▶ Other Internet

- ▶ Total volume E-channels MSEK 1 500
- ▶ 10% of total passenger sales

Aircraft fleet

Major changes in SAS' production capacity - very modern fleet SAS

Seats	No. aircraft	Aircraft type
190 -275	14	Boeing 767/ Airbus A 330/340
180	(12)	Airbus A 321
75 -160	100	DC9/MD 80-90
90 -140	40	Boeing 737 series
50 - 75	29	F 50/ SAAB 2000/ Q400

● Aircraft being phased in

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CAPEX 2.6 Billion USD SAS

▶ Aircraft CAPEX¹⁾ as of June 2000

MUSD	2000	2001	2002	2003-
	520	740	650	680

- ▶ 10 Airbus A340/330-300
- ▶ 12 Airbus A321
- ▶ 16 Boeing 737
- ▶ 16 deHavilland Q400
- ▶ Other investments in SAS 800-900 MSEK annually

¹⁾ Not reduced by prepayments to manufacturers

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Outlook 2000

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Continued favorable macroeconomic outlook SAS' main markets

<p>Sweden: ↑</p> <ul style="list-style-type: none"> • Export, consumption and GDP stronger <p>Norway: ↑</p> <ul style="list-style-type: none"> • GDP 2.5-3% • Int. rates uncertain <p>Denmark: ↑</p> <ul style="list-style-type: none"> • Better growth 	<p>UK: ↑</p> <ul style="list-style-type: none"> • GDP +3% <p>Euroland: ↑</p> <ul style="list-style-type: none"> • Strong growth Germany & Italy catching up 	<p>US: →</p> <ul style="list-style-type: none"> • GDP +3% (down.) <p>Japan: →</p> <ul style="list-style-type: none"> • Slightly better but from low level <p>Asia excl. Japan: ↑</p> <ul style="list-style-type: none"> • Continued recovery in most regions
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July traffic figures- strong

- ▶ Strong growth and sharply increased load factors
- ▶ Business Class +13,5% - Economy Class +8,0%

	Passenger-traffic (RPK)	Seat capacity (ASK)	Cabin-factor
SAS Total	+8,8%	+1,0%	+5,5 p.u.
Intercontinental	+10,2%	+1,9%	
Europe	+9,5%	+1,7%	
Domestic and Intrasandinavian	+5,9%	-1,1%	

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Operating key figures - year 2000

- ▶ Increased traffic growth scenario
- ▶ Reduced yield pressure
- ▶ Underlying unit costs down

Key figure	2000
ASK	Up approx 3%
Frequencies	Up 1%
RPK	Up approx. 8%
Passenger yield (currency adjusted)	+/- 0
Unit costs	Marginally up

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The Board of Directors

Assessment for full year 2000:

- ▶ Full year forecast from February 17 maintained
- ▶ Reduced unit cost except jet fuel
- ▶ Jet fuel expense estimated at MSEK 3500 for 2000 as a whole
- ▶ Income before taxes ex gains - around MSEK 1000

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APPENDICES

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Long haul business case

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Decision to expand long haul business

Order of 10 Airbus A 340/330



First delivery 2nd
Quarter 2001

- ▶ 6 A 340-300's and 4 A 330-300's
- ▶ Cost / ASK down 12-15% vs. B 767 (ex. cargo contr.)
- ▶ Seat capacity up 45% on long haul routes
- ▶ Cargo capacity up 40-45%
- ▶ Investment approx 10 BSEK

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Low market share on intercontinental traffic - large natural catchment area

SAS market share
Scandinavia- Asia/
North America is 25%

Natural catchment area
80 mill. people -
higher on routes to Asia

Scandinavia
18 mill. people

Home market
80-100 mill. people

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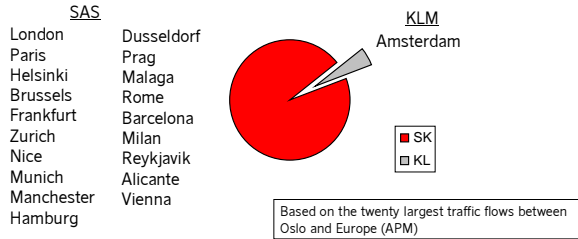
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Fastest connectivity between Oslo and most European cities

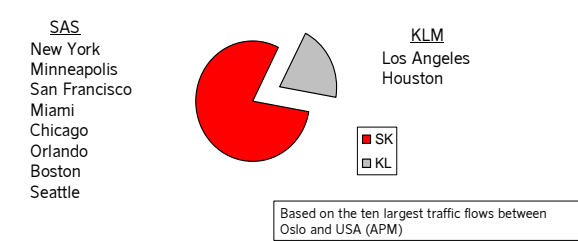


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Fastest connectivity between Oslo and USA support long haul business case



* Oslo = Gardermoen & Torp

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Punctual and efficient hub supports long haul decision

(Major hubs AEA punctuality statistics)
 Delay >15 minutes

▶ Copenhagen	18,3%	▶ Zurich	32,5%
▶ Stockholm	18,5%	▶ Frankfurt	33,5%
▶ Helsinki	18,9%	▶ Brussels	35,4%
▶ Oslo	22,3%	▶ Paris CDG	36,4%
▶ London LHR	25,7%	▶ Rome	37,4%
▶ Amsterdam	30,3%	▶ Madrid	48,4%
		▶ Milan Malpensa	54,0%

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Long haul - natural growth for SAS

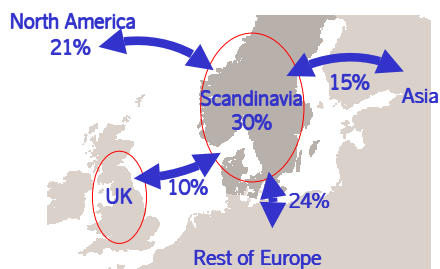
- ▶ Current market share *artificially* low - 25%
- ▶ Capacity increase to absorb target market share of about 30%
 - 40-45 more Economy Class passengers needed to break-even vs B 767
- ▶ Positive cargo contribution
- ▶ Generic growth in traffic system - positive feeder effects

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Almost 30% of SAS traffic flows are within Scandinavia



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New larger short haul aircraft

Decision to purchase 12 Airbus A321-100



First delivery 2nd
Quarter 2001

- ▶ Natural link to long haul business expansion
- ▶ Cost / ASK down 13% vs. MD 80's
- ▶ Seat capacity up 33%
- ▶ Ideal for peak periods and constrained airports
- ▶ 4,5 BSEK total investment

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Star Alliance™ and other partnerships

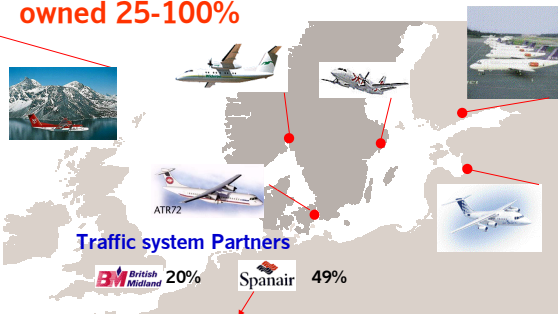
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SAS equity linked regional partners owned 25-100%

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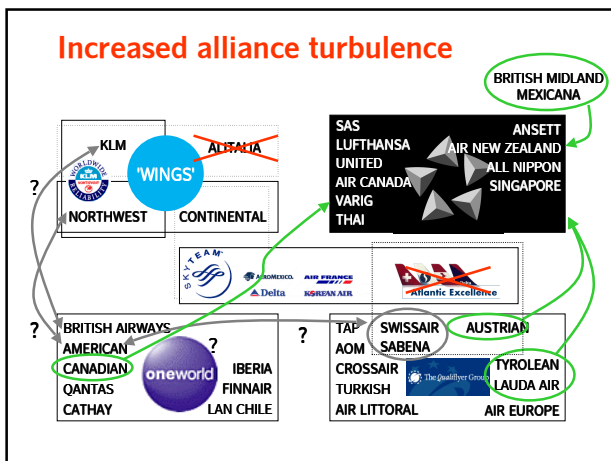


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Increased alliance turbulence



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British Midland Added to SAS' Joint Ventures

- ▶ SAS capacity allocated



▶ Between Finland/Scandinavia and Germany

- ▶ Non-SAS capacity



▶ Continued positive development



▶ Toronto -Copenhagen MAY/JUN cabin factor 90%



▶ Established LHR -MPX/FCO/MAD

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British Midland has joined STAR™ Alliance



- ▶ SAS to sell 20% to Lufthansa
- ▶ Joint ventures established
- ▶ Total sales proceed 91,4 MGBP
- ▶ Gain on Sale approx. MSEK 1000 (Pre-tax) during 2000

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Electronic channels

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Call back

D-TV

Contact Center

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A marketplace with very high online penetration SAS

Online penetration of individuals, 2000-2003

Year	Sweden	Norway	Denmark	Finland	US
2000	50	45	42	40	42
2001	55	50	48	45	48
2002	60	55	52	50	52
2003	65	60	58	55	58

Source: 1999 Jupiter Strategic Planning Services/MMSC99-V1

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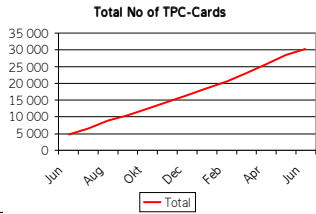
www.scandinavian.net surpassing 300 000 profiles as of July 2000

- ▶ 306 265 profiles registered
- ▶ 650 000 - 800 000 visitor sessions per month
- ▶ >200 000 unique visitors per month
- ▶ Quality standards met

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Travel Pass Corporate - further positive developments



- ▶ 30 000 cards outstanding
- ▶ Domestic Norway and Sweden largest volumes
- ▶ Skyways implemented as partner

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Financials and aircraft fleet data

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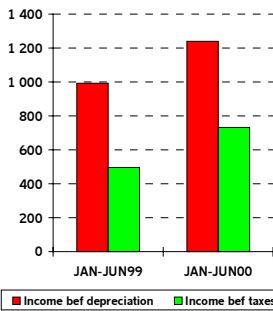
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SAS Group Result

Before depreciation and Before taxes
MSEK

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MSEK	30JUN00	31DEC99
Liquid funds	6 232	8 368
Other interest-bearing assets	3 979	3 356
Aircraft	13 410	11 302
Other assets	20 141	19 601
Total assets	43 762	42 627
Operating liabilities	12 892	13 143
Interest-bearing liabilities	12 555	11 626
Subordinated debenture loan	782	772
Minority interests	18	25
Equity	17 515	17 061
Total liabilities and equity	43 762	42 627
Net debt	3 126	674

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SAS Group Investments	
MSEK	JAN-JUN00
Aircraft and spare parts	2 650
Prepayments aircraft, net	1 396
Other	431
Total	4 477

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SAS Group		
MSEK	January - June	
	2000	1999
Cash flow from operations	1 057	833
Change in working capital	+ 69	- 317
Net financing from operations	1 126	516
Investments, advance payments	- 4 477	- 3 003
Sales of fixed assets, etc.	+ 1 673	+ 866
Payment to mother companies	- 770	- 957
Financing surplus	- 2 448	- 2 578
Changes in external financing, net	+ 312	- 26
Change in liquid funds	- 2 136	- 2 604

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Unit Cost Effected by Fuel January - June 2000 vs 1999

MSEK

	Adjusted H1/99	H1/00	Var. %	Share of total var %
Commissions	1 089	1 049	3.7%	0.3%
Fuel	1 130	1 699	(50.4%)	(3.8%)
Government charges	1 751	1 690	3.5%	0.4%
Personnel	6 546	6 493	0.8%	0.4%
Other oper. net costs	4 628	4 392	5.1%	1.6%
TOTAL	15 144	15 323	(1.2%)	(1.2%)

Volume = average growth in ASK and RPK = 4,1%

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SAS

Result Improvement Program 1999/00

- ▶ MSEK 1550 achieved as of 2nd quarter 2000
- ▶ Increased pace during rest of year 2000

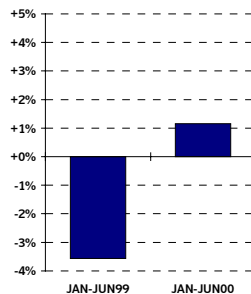
Area	Achived effect vs. 1998
Cargo	70 MSEK
Catering & In-flight service	0 MSEK
IT & communications	100 MSEK
Distribution & Electronic channels	580 MSEK
Air crew	300 MSEK
Ground handling	160 MSEK
Technical maintenance	190 MSEK
Overhead & other	150 MSEK
Total	1550 MSEK

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Improved Productivity Development



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

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SAS Airline
Currency Effects 2000 vs 1999
(MSEK)

JAN-JUN

Total revenues	- 186
Total costs	+ 230
Forward cover costs & working cap.	- 70
Income bef. depr.	- 26
Financial items	+ 52
Income before tax	+ 26

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SAS Airline Currency Effects
JAN-JUN 2000 vs 1999

Total revenues & costs:
(Total +44 MSEK)

Major approx. effects:

USD	-81
DKK	+107
NOK	-35
EUR	-61
Asian curr.	+96
All others	+18

Forward cover costs:
(Total -7 MSEK)

1999	-26
2000	-33

Working capital:
(Total -63 MSEK)

1999	+49
2000	-14

Financial items:
(Total +52 MSEK)

1999	+6
2000	+58

Grand total: +26 MSEK

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SAS Group
Income by Business Unit
(MSEK)

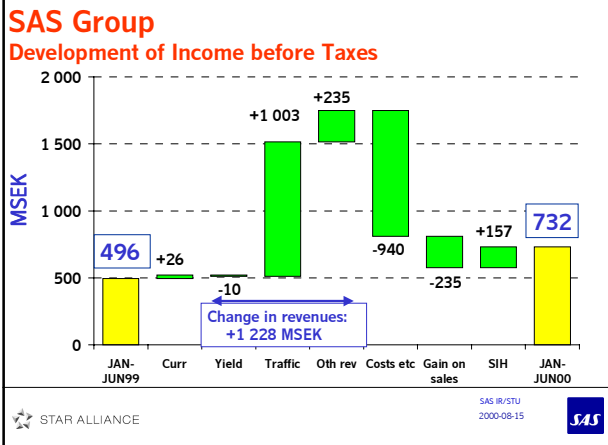
January - June
2000 1999

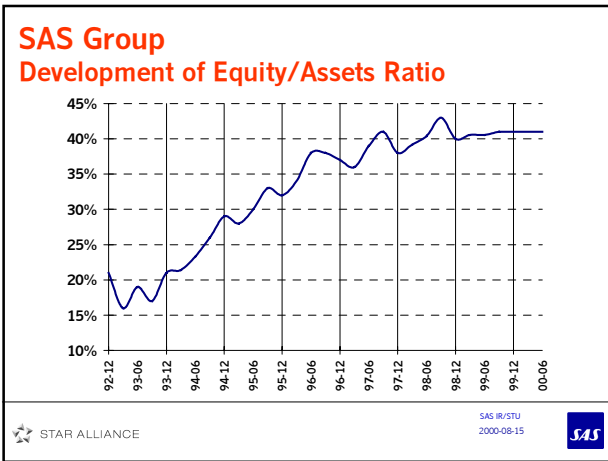
SAS	335	277
SAS International Hotels	386	229
Other operations/Group elim.	+ 11	- 10
Income before taxes	732	496

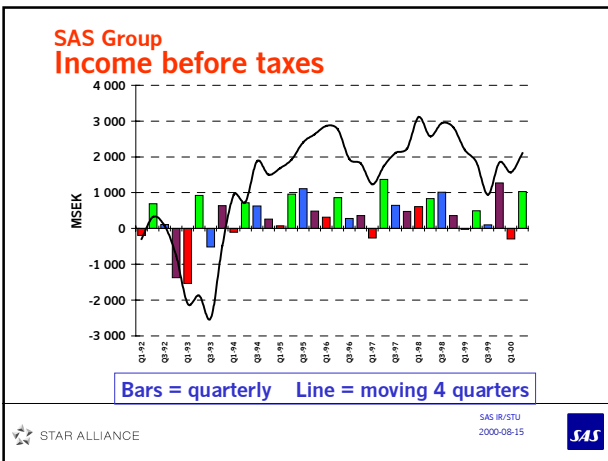
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**SAS (incl. SAS Trading)
Revenues (as is)**

MSEK	JAN-JUN00	JAN-JUN99	curr adj 99
Passenger revenues	15 747	14 638	14 436
Cargo revenues	1 173	1 088	1 130
Other traffic revenues	476	457	478
Other revenues	3 257	3 376	3 329
TOTAL REVENUES	20 653	19 559	19 373

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**SAS (incl. SAS Trading)
Operating Costs (as is)**

MSEK	JAN-JUN00	JAN-JUN99	curr adj 99
Personnel costs	6 655	6 653	6 447
Leasing costs (aircraft)	732	679	717
Sales costs	1 072	1 060	1 050
Fuel	1 739	1 027	1 093
Governmental charges	1 720	1 739	1 688
Meals costs	921	835	812
Handling costs	979	937	915
Maintenance costs	1 136	1 018	1 021
Other costs	4 650	4 803	4 848
TOTAL COSTS	19 604	18 751	18 591

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Financial net January - June 2000 (MSEK)

	00-06-30	99-06-30	Difference
Interest net and others	-68	-91	23
Exchange rate differences	63	19	44
Financial net	-5	-72	67
(in % p.a. of average net debt)	-0,4%	-3,8%	3,4%

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Development and Break Down of Net Debt SAS Group 00630

(MSEK)	000630	990630	Difference
Cash	6 232	5 425	807
Other interest bearing assets	4 012	2 223	1 789
Interest bearing liabilities	-13 370	-12 174	-1 196
Net debt	-3 126	-4 526	1 400

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Gross interest income / expenses on liquidity and debt SAS Group

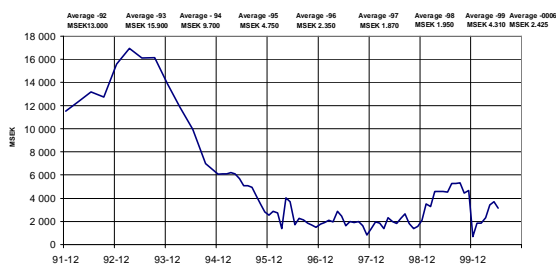
(MSEK)	0001-06
Average liquidity	9 887
Interest income	235
Return (% p.a.)	4,8%
Average gross debt	12 312
Interest expenses and others	-303
Interest cost (% p.a.)	-4,9%
Average net debt	2 425
Interest net and others	-68
Interest net (% p.a.)	-5,6%
Exchange rate differences	63
Exchange rate differences (% p.a.)	5,2%
Financial net	-5
Financial net (% p.a.)	-0,4%

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Development of net debt 9112-0006 SAS Group



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**SAS Aircraft Fleet
Aircraft in SAS Traffic**

	30JUN00	31MAR00	31DEC99
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	29	29	29
Boeing 737-700	6	6	1
Boeing 737-800	5	0	0
DC-9-81	3	8	8
DC-9-41	19	19	20
DC-9-21	3	3	4
Fokker F28	0	4	5
de Havilland Q400	4	3	0
Fokker F50	20	20	20
SAAB 2000	5	5	5
TOTAL	182	185	180

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**Fleet phase out in progress -
three less units during Q2** SAS

	Change in Q2	Changes until end year 2000
Boeing 767-300	-	Unchanged
MD-80	-	Unchanged
MD-90	-	Unchanged
Boeing 737	+5	10 new deliveries
DC-9-81	-5	Phase out 2000
DC-9-41	-	Phase out 2001
DC-9-21	-	Phase out 2000
Boeing 737-300	-	Flexible capacity, wet lease
Fokker F28	-4	Completely phased out
Fokker F50	-	Gradual phase out
DeHavilland Q400	+1	10 new deliveries
SAAB 2000	-	Gradual phase out
TOTAL	-3	

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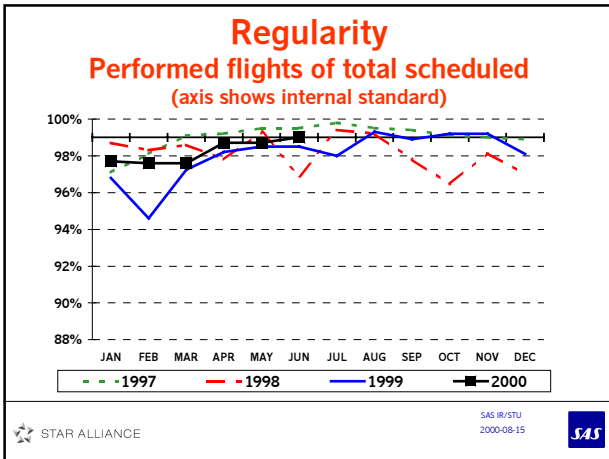


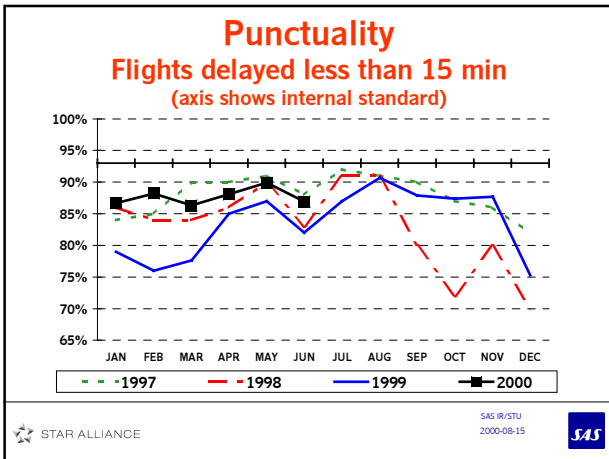
Operating data

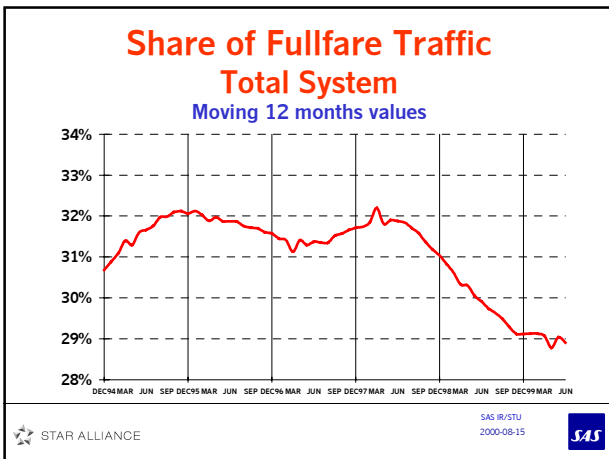
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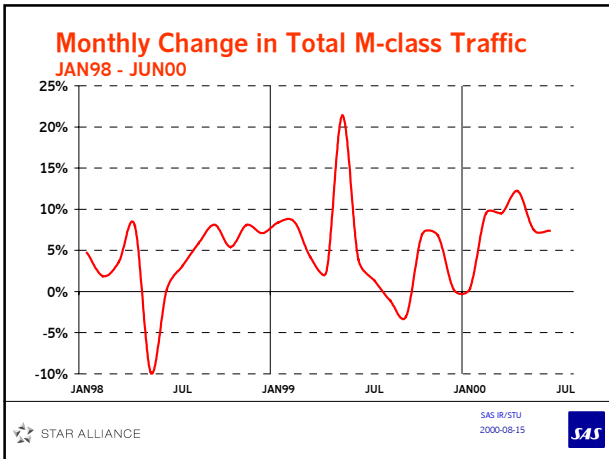
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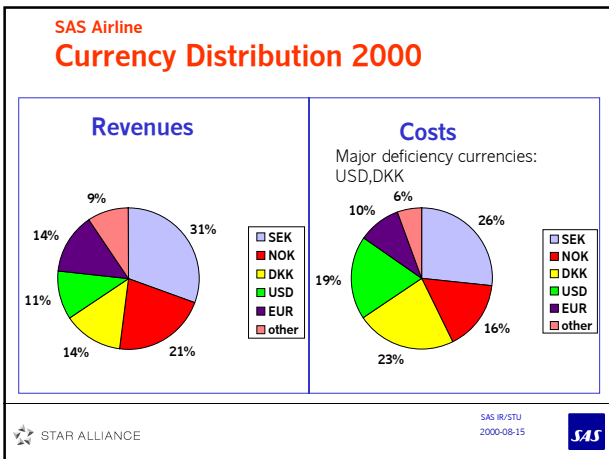
Partner Synergies Code-Sharing with 24 Partners

Number of destinations		31DEC99	30JUN00
SAS network		94	92
SAS code-shared with LH		+47	+43
SAS code-shared with other		+111	+115
TOTAL		252	250

Number of frequencies/day		10-16JAN00	07-13AUG00
SAS operated, no code-sharing		434	404
Partner flts on SAS		568	553
SAS comm. flts on partners		1 077	1 071
TOTAL		2 079	2 028

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Traffic and Yield

2nd Quarter 2000 vs 1999

SAS Total Scheduled	2nd Quarter 2000	1999	Index, variance
Production (mill ASK)	8 492	8 466	100
Traffic (mill RPK)	6 008	5 571	108
Cabin factor (%)	70,7	65,8	+ 4,9
C-class share (%)	29,9	30,7	- 0,7
Yield (öre/RPK)	138,7	141,7	98
Currency adj. yield	138,7	138,1	100

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Production and Traffic

2nd Quarter 2000 vs 1999

Route Sector Scheduled	Production ASK	Traffic RPK	Cabin factor %
SAS Total	100	108	+ 4,9
Intercontinental	100	109	+ 7,0
Europe	101	107	+ 3,6
Intrascandinavian	93	102	+ 5,7
Denmark/Greenland	90	98	+ 5,8
Norway	92	103	+ 6,9
Sweden	115	116	+ 0,6

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Traffic Analysis

2nd Quarter 2000 vs 1999

Route Sector Scheduled	Fullfare RPK-C	Discounted RPK-M	Total traffic RPK
SAS Total	105	109	108
Intercontinental	109	110	109
Europe	106	107	107
Intrascandinavian	100	103	102
Denmark/Greenland	87	108	98
Norway	94	109	103
Sweden	114	118	116

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Passenger Yield
2nd Quarter 2000 vs 1999

Route Sector Scheduled	Nominal yield	Currency effect	Adjusted yield
SAS Total	98	103	100
Intercontinental	103	98	101
Europe	98	103	101
Intrascandinavian	96	104	100
Denmark/Greenland	90	108	97
Norway	100	106	106
Sweden	96	100	97

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Traffic and Yield
JAN-JUN 2000 vs 1999

SAS Total Scheduled	1st Half 2000	Index, 1999	variance
Production (mill ASK)	16 744	16 528	101
Traffic (mill RPK)	11 000	10 283	107
Cabin factor (%)	65,7	62,2	+ 3,5
C-class share (%)	30,5	31,1	- 0,5
Yield (öre/RPK)	139,8	141,9	99
Currency adj. yield	139,8	139,9	100

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Production and Traffic
JAN-JUN 2000 vs 1999

Route Sector Scheduled	Production ASK	Traffic RPK	Cabin factor %
SAS Total	101	107	+ 3,5
Intercontinental	99	107	+ 5,9
Europe	102	106	+ 2,1
Intrascandinavian	96	102	+ 3,1
Denmark/Greenland	89	95	+ 4,1
Norway	95	104	+ 4,6
Sweden	116	117	+ 0,3

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Traffic Analysis JAN-JUN 2000 vs 1999

Route Sector Scheduled	Fullfare RPK-C	Discounted RPK-M	Total traffic RPK
SAS Total	105	108	107
Intercontinental	105	108	107
Europe	105	107	106
Intrascandinavian	102	101	102
Denmark/Greenland	84	107	95
Norway	101	105	104
Sweden	115	118	117

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Passenger Yield JAN-JUN 2000 vs 1999

Route Sector Scheduled	Nominal yield	Currency effect	Adjusted yield
SAS Total	99	101	100
Intercontinental	102	98	100
Europe	97	102	99
Intrascandinavian	99	102	101
Denmark/Greenland	90	107	96
Norway	104	103	107
Sweden	97	100	97

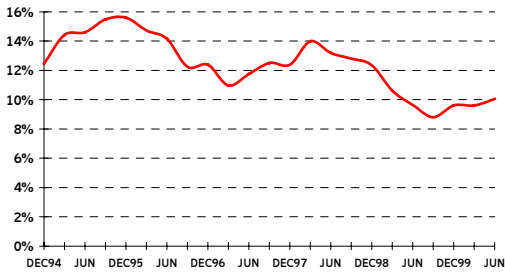
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SAS Gross Profit Margin

Moving 12 months values



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Unit Cost Definition

The unit cost change is calculated as follows:

- **Costs:**
Operating expenses excluding depreciation and lease costs for aircraft and reduced with other external revenue
Last year figure is for comparison adjusted with currency effect
- **Volume growth rate:**
Average growth rate of ASK and RPK
- **Net unit cost change:**
Growth rate of comparable costs in relation to volume growth rate

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Redefinition of Passenger Revenues

- ▶ From 01JAN00 some earlier passenger revenue deductions are classified as costs
- ▶ To make yield comparisons, passenger revenues JAN-JUN00 should be reduced by 200 MSEK when comparing with the revenues **reported last year**
- ▶ The full year effect for year 2000 will be around 400 MSEK
- ▶ The figures and comparisons reported now are adjusted and comparable

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SAS Group

SAS Investor Relations on the Internet

The screenshot shows the SAS Investor Relations website interface. At the top, there is a 'Company Guide' button with the SAS logo. Below it, the 'Investor Relations' section is active, with a sub-menu for 'Investor Centre'. The main content area is divided into several sections: 'Download Annual Reports', 'Share Price' (displaying 2000-08-21 at 12:50), 'Financial Diary', and 'SAS Market Capitalization'. On the right side, there is a 'News & Events' section with a list of dates and titles, and a 'Financial Diary' section with a list of dates and titles. At the bottom of the screenshot, there is a 'Travel Guide' section.

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Summary recent analyst's recommendations

Buy/ Strong buy

Alfred Berg -Aros Securities- Aragon - Goldman Sachs- Gudme Raaschou- Handelsbanken Markets -First Securities -Den Danske Bank - BG Bank - Sundal Collier & Co. - Dresdner Kleinworth Benson

Neutral

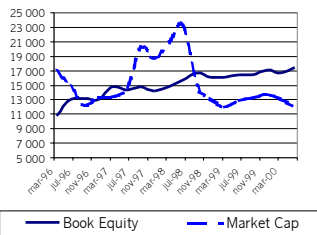
Morgan Stanley dean Witter - Merrill Lynch -Karl Johan Fonds - Christiania Markets - Julius Bär - Carnegie

Sell

Enskilda Securities



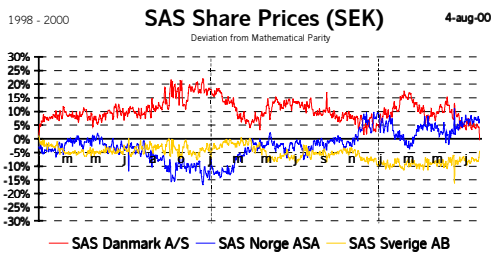
Discount to book - increase in spite surplus values



- ▶ Surplus values of a/c fleet MSEK 4 800
- Strategic stakes
- ▶ SIH
- ▶ SMART
- ▶ Flight Academy
- ▶ British Midland
- ▶ Other



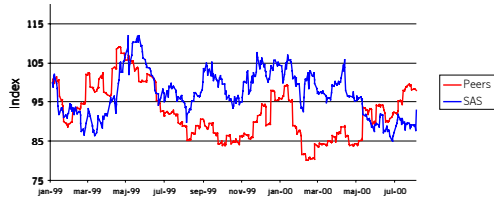
Swedish share still at significant discount





SAS lagging behind peers

SAS Market Capitalization vs. European Peers
(Rebase 01 JAN 1999)



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