



# Press Release

## **CAE concludes fiscal year with industry record sale of 48 simulators**

- **C\$75 million in new contracts for five simulators and update services**

**Montreal, Canada, April 7, 2014** – (NYSE: CAE; TSX: CAE) – CAE today announced that it has established an industry record of 48 Level D full-flight simulators (FFS) sold during its fiscal year 2014 which ended on March 31, 2014. The latest contracts, valued at a total of approximately C\$75 million at list prices, include the sale of five simulators to customers in North America, Europe and India as well as update services.

- Southwest Airlines: Boeing 737-800W FFS
- Lufthansa Flight Training: Airbus A320 FFS
- CAE and InterGlobe joint venture: Airbus A320 FFS
- Undisclosed North-American airline customer: Airbus A320 FFS
- Undisclosed European airline customer: a Boeing 777 FFS

List prices include the value of OEM aircraft-specific data, parts and equipment (DP&E), normally procured by CAE in the manufacture of its simulators. In the case of these contracts, some customers are providing part of the OEM content.

"We continuously strive to be our customers' partner of choice for training solutions, and we're particularly proud to expand our relationships with existing long-standing customers like Southwest Airlines and Lufthansa Flight Training," said Nick Leontidis, CAE's Group President, Civil Simulation Products, Training and Services. "Our record success this fiscal year is testament to the trust customers put in CAE and to the market leadership position we have earned over the last six decades."

### **Southwest Airlines**

CAE has sold a Boeing 737-800W FFS to Southwest Airlines. The CAE 7000 Series simulator will be delivered in calendar 2015 to Southwest's training centre in Dallas, Texas. It is the 8<sup>th</sup> CAE-built simulator purchased by Southwest.

"We are pleased to continue our long-standing relationship with CAE," said Joe Marott, Director of the Southwest Airlines Flight Training Center. "We put our trust in CAE to meet our specific training requirements and to deliver quality products while meeting aggressive delivery timelines."

### **Lufthansa Flight Training**

Lufthansa Flight Training GmbH (LFT), a wholly owned subsidiary of Lufthansa Group, has ordered an Airbus A320 full-flight simulator (FFS). The CAE 7000 Series simulator is equipped with the new CAE Tropos-6000XR visual system. Delivery of the simulator will take place before the end of 2014 to LFT's training centre in Frankfurt, Germany. Lufthansa has purchased more than 30 CAE Level D simulators since 1980.

"Lufthansa Flight Training has been relying upon CAE as a long-standing partner for over thirty years," said Florian Hamm, Chief Executive Officer for Lufthansa Flight Training. "We continue to rely upon CAE to deliver excellent training equipment and we are pleased to include them in our continued expansion."

**CAE Simulation Training Private Limited**

CAE Simulation Training Private Limited (CSTPL) in Greater Noida, NCR Delhi, India, a joint venture between CAE and InterGlobe Enterprises, has ordered an Airbus A320 full-flight simulator (FFS). The CAE 5000 Series FFS will be the third CAE A320 device to be installed at the CSTPL training centre, which has six simulator bays and will be able to train over 5,000 professionals per year, at full capacity.

**About CAE**

CAE is a global leader in providing comprehensive training solutions based on world-leading simulation and modelling technology and integrated training services. The company employs approximately 8,000 people at more than 100 sites and training locations in approximately 30 countries. Our vision is to be our customers' Partner of Choice and we take a long term approach to customer relationships. We offer our civil aviation and defence and security customers a complete range of highly innovative product and service solutions designed to help them meet their mission critical needs for safety and efficiency. We provide similar solutions to customers in healthcare and mining, who also have mission critical needs and benefit from our modelling, simulation and training know-how. CAE has the largest installed base of civil and military flight simulators and a broad global aviation training network. The company offers civil aviation, military and helicopter training services in more than 50 locations worldwide and trains more than 100,000 civil and military crewmembers annually. [www.cae.com](http://www.cae.com)

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