

# **Press Release**

# CAE signs commercial aviation training contracts valued at more than C\$200 million and concludes fiscal year with a record total of 53 full-flight simulators sold

*Montreal, Canada, April 12, 2016* - CAE (NYSE: CAE; TSX: CAE) announced today a series of training solutions contracts, including the sale of 14 full-flight simulators (FFS) to airlines and aircraft operators worldwide including Southwest Airlines and Uzbekistan Airlines. These agreements, valued at more than C\$200 million, cover a broad range of CAE's training solutions, from the delivery of innovative training equipment to commercial pilot training programs,

CAE concludes its fiscal year 2016, which ended March 31, 2016, with a total of 53 FFS sold, a new benchmark for the industry. The FFSs are at list prices, which include the value of OEM aircraft-specific data, parts and equipment. In the case of these contracts, some customers are providing part of the OEM content.

The contracts include:

### Training equipment, including the sale of 14 full-flight simulators

- Five Boeing 737 full-flight simulators to Southwest Airlines in North America
- One Boeing 767 full-flight simulator to Uzbekistan Airlines in Asia
- One Boeing 737NG full-flight simulator to Avenger Flight Group in North America
- One A320 full-flight simulator to Sofia Flight Training in Eastern Europe
- Six full-flight simulators, including one Boeing 737NG, one Boeing 787, three A320s, and one MD11F to undisclosed airlines and aircraft operators in North America

### **Pilot Training**

• Two training agreements for commercial pilot training with leading European airlines

"The commercial aviation market has seen solid demand this past year, and these contracts reaffirm CAE's position as global training partner of choice," said Nick Leontidis, CAE's Group President, Civil Aviation Training Solutions. "We are privileged to support our long-standing customers' growth with these agreements and we are committed to supporting our partners' training needs long into the future."

### Southwest Airlines: Boeing 737NG full-flight simulators

CAE announced today the conclusion of a training equipment contract to support Southwest Airlines' training needs. The agreement includes five CAE-built Boeing 737NG 7000 full-flight simulators, equipped with the latest innovative CAE Tropos 6000XR visual systems, offering unprecedented realism.

"As our long-time partner, CAE continues to be our training provider of choice," said Joe Marott, Director of the Flight Operations Training Center at Southwest Airlines. "We have been relying on CAE for providing state-of-art training equipment for many years and we are confident they will continue to deliver innovative solutions."

"We are extremely honoured to support our partner Southwest Airlines' training needs by supplying the most-advanced training solutions for its Boeing fleet," said Nick Leontidis. "This order of five full-flight simulators is a testament to our dedication as the leading training partner, worldwide. We look forward to our continued relationship with Southwest Airlines."

All five full-flight simulators will be delivered at Southwest Airlines' training centre in Dallas and will be ready for training for summer 2017. Southwest Airlines has been a customer of CAE since 2004 and with this order, the airline now has over 13 CAE-built full-flight simulators in training and on order.

# Uzbekistan Airways: Boeing 767 full-flight simulator

Uzbekistan Airways has signed a contract for the deployment of a Boeing 767 full-flight simulator to be delivered to the airline's training centre in Tashkent, Uzbekistan. It will be ready for training in November 2016.

## Avenger Flight Group: Boeing 737NG full-flight simulator

Avenger Flight Group, a new CAE customer, has ordered one Boeing 737NG full-flight simulator which will be delivered at its training centre in Dallas, Texas (USA). The CAE 7000XR Series FFS will be equipped with the latest CAE Tropos 6000XR visual system and will be ready for training in September 2016.

# Sofia Flight Training: A320 full-flight simulator

Sofia Flight Training has selected CAE for the provision of another A320 full-flight simulator, Airbus standard 1.9 to support its growing training needs in the region. The CAE 7000XR Series full-flight simulator will be equipped with the latest CAE Tropos 6000XR innovative visual system, offering unprecedented realism. The CAE 7000XR FFS equipped with both CFM56 and IAE V2500-series engine options will be delivered to Sofia Flight Training in Sofia, Bulgaria and will be ready for training in February 2017. Sofia Flight Training has been a CAE customer since 2009. This represents Sofia Flight Training's third CAE full-flight simulator.

# About CAE

CAE is a global leader in the delivery of training for the civil aviation, defence and security, and healthcare markets. We design and integrate the industry's most comprehensive training solutions, anchored by the knowledge and expertise of our 8,000 employees, our world-leading simulation technologies and a track record of service and technology innovation spanning seven decades. Our global presence is the broadest in the industry, with 160 sites and training locations in 35 countries, including our joint venture operations, and the world's largest installed base of flight simulators. Each year, we train more than 120,000 civil and defence crewmembers, as well as thousands of healthcare professionals. www.cae.com

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