



Press Release

CAE wins civil aviation training contracts valued at more than C\$180 million

Farnborough, UK, July 11, 2016 (NYSE: CAE; TSX: CAE) – CAE announces today at the 2016 Farnborough International Airshow a series of contracts, including long-term training agreements with airlines in Asia as well as the sale of 9 full-flight simulators (FFSs) to commercial airlines, aircraft manufacturers and operators worldwide. These agreements, valued at more than C\$180 million, highlight the span of CAE's training solutions, from airline pilot training, training centre operations services and innovative training equipment. They include:

Long-term airline pilot training agreements, highlighting the recurring nature of CAE's services

- A 10-year agreement for Airbus A320, A350 and Boeing 787 pilot training with Vietnam Airlines
- A 7-year contract renewal for Airbus A330 training equipment services with Asiana Airlines

Airline training centre operations and technical support services illustrating CAE's broad range of solutions

- A 5-year renewal agreement with Jet Airways of India
- A new 3-year contract with an undisclosed airline in the United States

Training equipment, including 9 full-flight simulators, demonstrating CAE's continued market leadership

- Three full-flight simulators, including one Airbus A320, one A350 and one Boeing 787 to Asian Aviation Centre of Excellence, the joint venture between CAE and AirAsia
- One Airbus A320 full-flight simulator and one Airbus A320 flight training device to ChongQing Yu Xiang Aviation in China
- Five full-flight simulators, including a Boeing 737NG, an Airbus A320, an Airbus A330/A340, a Global 7000 and a Cessna M2 full-flight simulator to undisclosed customers in North America, the Middle East and Asia.

"Demand for professional pilots is rising globally, and CAE is honored to be the training partner of choice of these airline customers and operators, supporting their growing pilot training needs", said Nick Leontidis, CAE's Group President, Civil Aviation Training Solutions. "These contracts are a testament to our enduring commitment to serving the global pilot training market with the most innovative training solutions."

The 9 full-flight simulators sales represent CAE's first nine FFS sales for fiscal 2017. The FFSs are at list prices, which include the value of OEM aircraft-specific data, parts and equipment (DP&E). In the case of these contracts, some customers are providing part of the OEM content.

More details about the contracts are available in the trade media fact sheet following the press release.

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

Trade Media Fact sheet

Vietnam Airlines: Airbus A320, A350 and Boeing 787 Pilot Training

Vietnam Airlines has selected CAE for the provision of Airbus A320, A350 and Boeing 787 pilot training services under a 10-year agreement. CAE will provide training through Asian Aviation Centre of Excellence (AACE), the joint venture between CAE and AirAsia, which will add three new full-flight simulators to be delivered to Vietnam Airline's training centre in Ho Chi Minh City, Vietnam. Pilots will begin training in Vietnam starting in the summer of 2017. Vietnam Airlines and CAE share a relationship that spans over 20 years, with the provision of pilot training, training equipment and crew resourcing services.

"We are delighted to further expand our relationship with CAE to support our growing training needs in the region," said Mr. Pham Ngoc Minh, Chairman of Vietnam Airlines. "We are honoured that CAE is our training partner of choice, helping us deliver world-class service to our passengers, including the highest standards of quality and safety".

"We are glad to support our longstanding partner's growing training needs," said Nick Leontidis, CAE's Group President, Civil Aviation Training Solutions. "This collaboration with Vietnam Airlines will also allow CAE to further grow its global training network and include a new training location in Vietnam, through its AACE partnership. Thanks to its loyal customers and partners, CAE continues to strengthen its worldwide presence and leadership in training".

Asiana Airlines: Airbus A330 Training Equipment Services

Asiana Airlines signed an exclusive contract for an additional 7 years for the provision of A330 training equipment services, extending its longstanding relationship of more than 20 years with CAE. Pilots will continue to train locally in Korea at the CAE Korea Training Centre.

Asian Aviation Centre of Excellence: Airbus A320, A350 and Boeing 787 full-flight simulators

Asian Aviation Centre of Excellence, the joint venture between CAE and AirAsia, has ordered three full-flight simulators (FFS), an Airbus A320, an A350 CAE 7000XR Series FFS and a Boeing 787 CAE 7000 FFS, to support the training needs of commercial airlines in Asia, including Vietnam Airlines. All full-flight simulators will be equipped with the latest innovative CAE Tropos 6000XR visual system, offering unprecedented realism.

Jet Airways: Training Centre Operations Services

Jet Airways, India's second largest airline, has extended its training centre operations contract for another 5 years with CAE. Under the renewed agreement, CAE will provide maintenance support services at its Bangalore training centre for the airlines' CAE-built full-flight simulators, including one Airbus A330 FFS, two Boeing 737NG and one Boeing 777-300ER FFS.

ChongQing Yu Xiang Aviation: Airbus A320 full-flight simulator

ChongQing Yu Xiang Aviation of China has selected CAE for the provision of one Airbus A320 full-flight simulator and one A320 flight training device (FTD). The CAE 7000XR Series FFS, equipped with CAE Tropos-6000XR innovative visual systems, and the CAE 400XR flight training device, will be delivered to the training centre in ChongQing, China. The training suite will be ready for training in December 2016.

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