



# Press Release

## CAE awarded contracts valued at more than C\$55 million for four full-flight simulators

**Montreal, Canada, October 13, 2011** – (NYSE: CAE; TSX: CAE) – CAE today announced that it has sold four Level D full-flight simulators (FFS) including a Boeing 777-300ER to Cathay Pacific Airways, an Airbus A320 to the Asian Aviation Centre of Excellence, an Airbus A330 FFS to Lufthansa Flight Training GmbH and a Boeing 777-300ER to an undisclosed customer. Cathay Pacific also ordered a CAE Simfinity™ integrated procedures trainer (IPT).

The contracts were signed in CAE's second quarter ending September 30, 2011. They are worth a total of more than C\$55 million at list prices, and bring the total number of FFS sales that CAE has announced to date during fiscal year 2012 to 19.

"The opportunity to expand our relationship with long-time customers is especially gratifying," said Jeff Roberts, CAE's Group President, Civil Simulation Products, Training and Services. "The more thoroughly we understand an airline's business objectives and operations, the better we are able to leverage technology and our shared expertise to enhance safety, efficiency and effectiveness."

### Asian Aviation Centre of Excellence

This is the seventh CAE-built simulator and fifth A320 FFS for the The Asian Aviation Centre of Excellence, a joint venture of AirAsia and CAE in Kuala Lumpur, Malaysia, which also includes A330 and Boeing 737 Classic FFSs. The new A320 simulator will be delivered in 2012. The Asian Aviation Centre of Excellence provides AirAsia and other airlines training services for pilots, flight attendants, engineers, ramp handlers, guest services staff and aviation management.

### Cathay Pacific

Cathay Pacific has been a CAE customer for more than 30 years. This is their eighth CAE-built FFS and third Boeing 777 simulator. The FFS and IPT will be delivered in 2012 to the airline's training centre in Hong Kong.

### Lufthansa

The Airbus A330 is Lufthansa Flight Training's 33rd CAE-built FFS since 1986, and will be delivered in 2012. The CAE 7000 Series simulator will feature the new third-generation CAE Tropos™-6000 visual system.

### About CAE

CAE is a global leader in modelling, simulation and training for civil aviation and defence. The company employs more than 7,500 people at more than 100 sites and training locations in more than 20 countries. Through CAE's global network of 33 civil aviation, military and helicopter training centres, the company trains more than 80,000 crewmembers yearly. CAE's business is diversified, ranging from the sale of simulation products to providing comprehensive services such as training and aviation services, professional services and in-service support. The company aims to apply its simulation expertise and operational experience to help customers enhance safety, improve efficiency, maintain readiness and solve challenging problems. CAE is now leveraging its simulation capabilities in new markets such as healthcare, where CAE is now a leader, and mining. [www.cae.com](http://www.cae.com)

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