



Press Release

CAE wins commercial aviation training solution contracts valued at more than C\$200 million

Montreal, Canada, October 18, 2016 (NYSE: CAE; TSX: CAE) – CAE announced today a series of contracts, including training programs with airlines in North America and Asia, as well as the sale of 12 full-flight simulators for airline training worldwide. These agreements, valued at more than C\$200 million, highlight some of the orders CAE has won during its second quarter, and illustrate the span of its commercial aviation training solutions. They include:

Airline pilot training agreements, demonstrating the recurring nature of CAE's offering

- An exclusive 3-year training contract renewal for CRJ200 pilot training with Air Georgian in North America
- A training contract extension for Boeing 737NG with JEJU air in Asia

The sale of 12 full-flight simulators and update services, highlighting CAE's continued training equipment market leadership

- Three Airbus A320 full-flight simulators to JetBlue Airways in North America
- One Airbus A320 full-flight simulator to Lufthansa Flight Training in Europe
- One Phenom 100/300 full-flight simulator to Embraer CAE Training Services (ECTS), the joint-venture between Embraer and CAE
- One Airbus A320 full-flight simulator to CAE Simulation Training Private Limited (CSTPL), the joint venture between CAE and InterGlobe Enterprises in India
- One Embraer E190 full-flight simulator to SIMAERO in Singapore
- Five full-flight-simulators, including one C Series, one Boeing 737NG and one Airbus A320, to undisclosed customers in North America and the Middle-East

“The global commercial aviation market continues to be strong and these contracts reaffirm CAE's position as the global training partner of choice”, said Nick Leontidis, CAE's Group President, Civil Aviation Training Solutions. “We are privileged to support our partners' continued success and we are committed to supporting their training needs long into the future.”

The sale of 12 full-flight simulators (FFSs) brings the total number of FFS sales announced in the first-half of fiscal 2017 to 21. 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 detail about the contracts is available in the trade media fact sheet following the press release.

About CAE

CAE is a global leader in training for the civil aviation, defence and security, and healthcare markets. Backed by a 70-year record of industry firsts, we continue to help define global training standards with our innovative virtual-to-live training solutions to make flying safer, maintain defence force readiness and enhance patient safety. We have the broadest global presence in the industry, with 8,000 employees, 160 sites and training locations in over 35 countries. Each year, we train more than 120,000 civil and defence crewmembers and thousands of healthcare professionals worldwide. www.cae.com
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Trade Media Fact sheet

Air Georgian: CRJ200 Pilot Training

Air Georgian has renewed its pilot training contract with CAE for an additional 3 years. Under the exclusive agreement, CAE will provide CRJ200 pilot training to more than 140 of the airline's pilots. Pilots began training last month at the CAE Training Centre in Toronto, Canada. Air Georgian has been a CAE customer since 2014.

JEJU air: Boeing 737NG Pilot training

JEJU air, Korea's number one low-cost carrier and third largest commercial airline, has renewed its pilot training contract with CAE. Under the exclusive agreement, CAE will continue to provide Boeing 737NG pilot training to support the airline's training needs. Pilots will continue training at the CAE Seoul Training Centre in Korea. JEJU air has been outsourcing its pilot training to CAE since 2015.

JetBlue Airways: Three Airbus A320 full-flight simulators

JetBlue Airways signed a new training equipment contract with CAE for the provision of three Airbus A320 full-flight simulators to support the airline's aircraft growth. The three CAE 7000XR full-flight simulators will be equipped with the innovative CAE Tropos 6000XR visual system, and will be delivered to the JetBlue University in Orlando, Florida starting in Q3 2017. This order brings the total number of CAE-built full-flight simulators owned by JetBlue to nine. CAE and JetBlue share a relationship that spans over a decade, with the provision of training equipment, training centre operations, turnkey maintenance services, and pilot training through the recently launched Gateway Select program, the first competency-based ab-initio training program in North America.

Lufthansa Flight Training: one A320 full-flight simulator

Lufthansa Flight Training (LFT) signed a new training equipment contract with CAE for the provision of one Airbus A320 full-flight simulator. The CAE 7000XR full-flight simulator will be equipped with CAE Tropos 6000XR visual system, offering unprecedented realism. The FFS will be delivered to LFT's training centre in Frankfurt, Germany and will be ready-for-training in Q1 2018. LFT and CAE share a relationship that spans over 35 years, bringing the total number of FFS purchased and on-order to more than 30.

CAE Simulation Training Private Limited (CSTPL): A320 full-flight simulator

CAE Simulation Training Private Limited (CSTPL) in Greater Noida, NCR Delhi, India, the joint venture between CAE and InterGlobe Enterprises, has ordered one Airbus A320 full-flight simulator. The CAE 7000XR full-flight simulator will be equipped with the innovative CAE Tropos 6000XR visual system. This sale represents the 5th Airbus A320 owned by CSTPL. The 4th FFS was inaugurated on September 14th.

The full-flight simulator will be located at the CSTPL 6-bay training center in Greater Noida along with the other 4 Airbus A320 full-flight simulators currently in operation. The new simulator will be ready-for-training by early Spring 2017.

ECTS: one Phenom 100/300 full-flight simulator

Embraer CAE Training Services (ECTS), a joint venture between Embraer and CAE, has signed a contract for the provision of one Phenom 100/300 full-flight simulator. The CAE 7000XR Series full-flight simulator will be located at CAE's training centre in Amsterdam and will be ready for training in the first quarter of 2018. At the European Business Aviation Convention & Exhibition (EBACE) in May 2016, ECTS announced the expansion of its training program for Embraer Phenom 100 and Phenom 300 pilots and maintenance technicians through the addition of a new location at CAE's training centre in Amsterdam

SIMAERO: one Embraer E190 full-flight simulator

SIMAERO purchased one Embraer E190 full-flight simulator from CAE. The state-of-the-art FFS will be equipped with CAE Tropos-6000 Visual Systems, Liquid Crystal on Silicon (LCoS) projectors, and electro-mechanical motion systems (EMM). The FFS will be owned by PT SIMAERO INDONESIA and will be ready for training in the first half of 2017. The simulator will be located at the Temasek Polytechnic in Singapore.

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