



Press Release

CAE awarded contracts valued at more than C\$120 million for nine full-flight simulators, training devices and update services

Montreal, Canada, November 14, 2014 – CAE today announced that it was awarded contracts for nine full-flight simulators (FFSs) and a series of training devices and simulator update services from customers in China and North America. The contracts include the sale of:

- Five full-flight simulators (one A330-200, one B737-700 and three A320NEOs) to Shanghai Eastern Flight Training Centre
- Three full-flight simulators (two A320s and one 737NG) to an undisclosed airline in North America
- One B737NG full-flight simulator to an undisclosed airline in China

The contracts are worth a total of more than C\$120 million at list prices. 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. These sales bring to 22 the sales announced to date by CAE in fiscal year 2015.

“We are proud to be the partner of choice of Shanghai Eastern Flight Training Centre and China Eastern Airlines as it continues to expand its fleet. With this latest purchase of five simulators, Shanghai Eastern Flight Training Centre will be operating a total of 23 CAE full-flight simulators,” said Nick Leontidis, CAE’s Group President, Civil Simulation and Training. “We value the trust and confidence our customers place in CAE in delivering training solutions tailored to their needs.”

SEFTC, the training centre subsidiary of China Eastern Airlines, will take delivery of five CAE 7000XR Series Level D FFSs equipped with CAE Tropos-6000XR third-generation visual systems, as well as two integrated procedures trainers (IPTs). The A330 FFS and one A320 IPT will be delivered in July 2015 to SEFTC at its facilities at Shanghai Pudong Waigaoqiao Free Trade Zone in China. One A320NEO FFS and one A320 IPT will be delivered in December 2017. The other two A320NEO FFSs will be delivered at a later date. The B737-700 FFS will be delivered in December 2015 to SEFTC’s new training centre in Kunming, China. With the delivery of these simulators, SEFTC and China Eastern will be operating 23 CAE-built FFSs.

About CAE

CAE is a global leader in providing comprehensive training solutions based on world-leading simulation technology and integrated training services. The company employs 8,000 people at more than 160 sites and training locations in 35 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, service and training centre solutions designed to help them meet their mission critical needs for safety, efficiency and readiness. We provide similar solutions to customers in healthcare and mining. CAE has the largest installed base of civil and military flight simulators, supported by a range of after-sales services, and has been serving the needs of its customers for nearly 70 years. We have the broadest training services network in the world and offer civil aviation, military and helicopter training services in 67 locations worldwide and train more than 120,000 civil and military crewmembers annually. www.cae.com

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