

INDRA COMPLETES ITS OFFERING IN AVIATION SIMULATION VIA THE ACQUISITION OF A 35.07% STAKE IN GTA

- **Indra aligns its strategy in civil aviation training with current market trends, namely a greater demand for services (training hours) from airlines rather than direct investment in simulators**
- **The transaction aims to capitalize in the high growth potential of the civil aviation training market, which has an estimated size of 3 billion dollars per annum, around three times the simulators' sale market**
- **GTA, specializing in training services for pilots and cabin crew, has a presence in Spain and Indonesia, customers from 40 countries and an ambitious international expansion plan**

Madrid, January 12th, 2018. Indra, one of the leading global consulting and technology companies, has acquired a 35.07% stake in GTA, a company specializing in the provision of training services for aviation pilots and cabin crew, with a potential path to control in the future.

Through this transaction, Indra aims to consolidate its offering in aviation simulation and take advantage of the high growth potential of the civil aviation training services, in line with the new market trends, which is showing a greater demand for services (training hours) instead of the acquisition of simulators.

The civil aviation training market has an estimated size of around 3 billion dollars per annum, around three times the simulators' sale market. In addition, it also offers high growth potential, ultimately linked to the air traffic development, expected to grow by 5% on a global basis, and at higher levels in Latin America and Asia, regions where Indra already has a significant presence.

The deal involves the combination of complementary business and the achievement of significant synergies in marketing channels. It provides Indra with the opportunity to market its simulators and other services to GTA's existing customers, increases the joint capacity of capturing new customers, and will also facilitate the investment in new platforms.

Indra has a major national and international presence in the simulation equipment manufacturing business, for both the military and civilian sectors, being in the latter a well-known manufacturer of rotary wing platforms (helicopters) with a growing presence in the fixed-wing platforms (aircraft) market, an area with a significant growth potential.

In the area of aircraft simulation, Indra's products are recognized as one of the highest quality in key platforms such as the A320 and B737. In the helicopter market, Indra has a significant share as one of the regular suppliers for Airbus Helicopters.

Established in 2002 and headquartered in Madrid, GTA offers consulting, training and coaching services for airlines, as well as induction and refresher courses for pilots in its own or subcontracted simulators, for which it has obtained ATO (Approved Training Organisation). GTA has centers located in Madrid and Indonesia, customers from 40 countries, and an ambitious international expansion plan, as well as a team of more than 120 flight instructors and (for the time being) four cutting-edge simulators:

- ATR 72/500 simulator located in Madrid
- Airbus 320 simulator located in Madrid
- ATR 72/600 simulator located in Madrid
- Airbus 320 simulator located in Yakarta

GTA's offering comprises a comprehensive range of training options, including rental of simulators with our without instructors, as well as course packages comprising lectures, simulator practice and flight hours. It also offers advisory services to departments responsible for the instruction and selection of cabin crew and flight attendants, as well as customized training such as English for aeronautical activities.

About Indra

Indra is one of the world's top consulting and technology companies and a technology partner for the key operations of its customers' businesses worldwide. It is a leading worldwide provider of proprietary solutions in niche areas in Transport and Defense Markets and the absolute leader in IT in Spain and Latin America. It offers a comprehensive range of proprietary solutions and cutting edge services with a high added value in technology based on a unique culture of reliability, flexibility and adaptability to the needs of its customers. Indra is a world leader in the development of end-to-end technology solutions in fields such as Defense and Security, Transport and Traffic, Energy and Industry, Telecommunications and Media, Financial Services, Electoral Processes, and Public Administrations and Healthcare. Through its Minsait unit, it addresses the challenges of digital transformation. In 2016 Indra posted a revenue of €2,709m, employed 34,000 professionals, and had a local presence in 46 countries plus sales operations in more than 140 countries. Following its acquisition of Tecnom, Indra's combined revenue amounted to more than €3,200m in 2016 with a team of nearly 40,000 professionals.