EMBRAER

2022

RECOVERY & GROWTH

PLAN EXECUTION & COMPANY TURNAROUND

2023-2026

GROWTH

CAPTURE EMBRAER'S FULL POTENTIAL

EMBRAER MAIN FOCUS: DRIVE INNOVATION AND ENTERPRISE EFFICIENCY

- **FIRM ORDER BACKLOG OF US$17.8 BILLION IN 3Q22, ONE OF THE HIGHEST BACKLOG SINCE THE BEGINNING OF THE PANDEMIC.**
- **SUPPLY CHAIN CONTINUES TO POSE CHALLENGES, FOCUS ON EFFICIENCY PROGRAMS HELPING TO MITIGATE SUPPLY CONSTRAINTS.**
- **INCREASING MOMENTUM CAMPAIGNS IN COMMERCIAL AND DEFENSE.**
- **GUIDANCE MAINTAINED FOR 2022 WITH AN INCREASE IN FREE CASH FLOW TO US$150 MILLION OR BETTER.**

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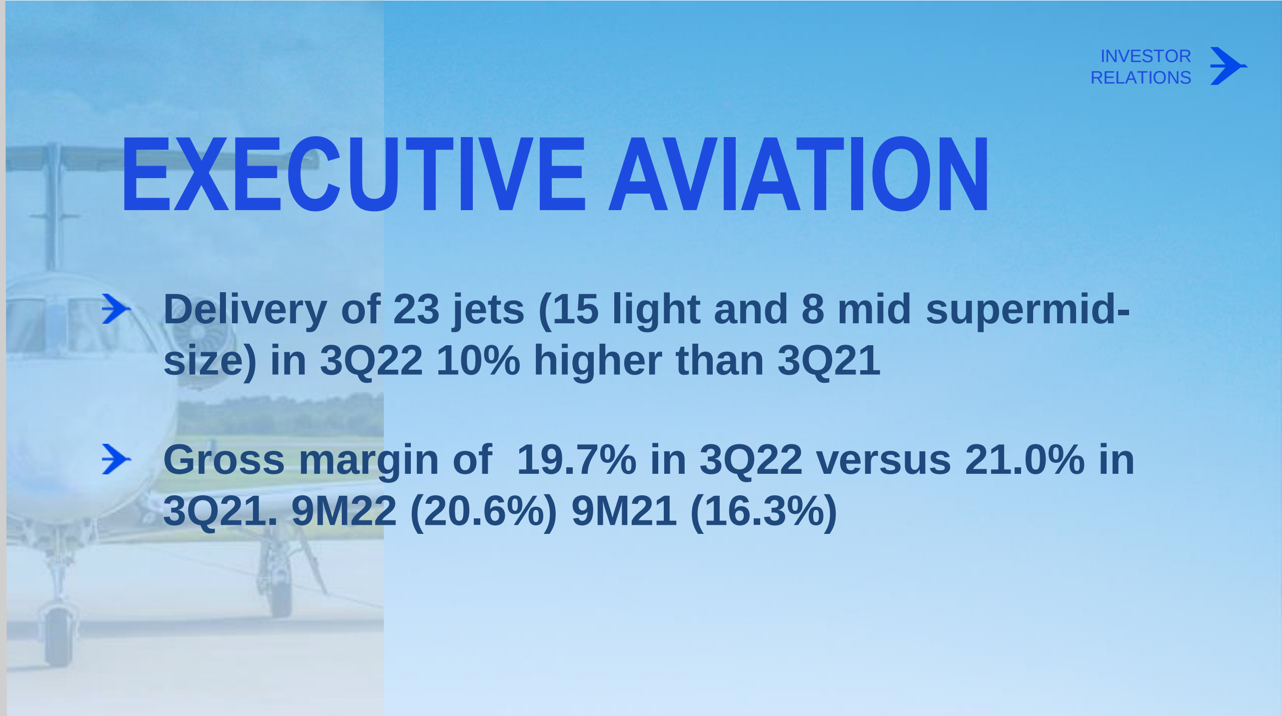
COMMERCIAL AVIATION

- +20 E195-E2 firm orders from Porter Airlines. +6 E195-E2 purchased by SalamAir
- +10 P2F Conversion from NAC
- E190-E2 granted Type Certification in China
- Gross margin of 5.4% in 3Q22 versus 6.5% in 3Q21. 9M22 (10.0%) 9M21 (3.2%)



EXECUTIVE AVIATION

- Delivery of 23 jets (15 light and 8 mid supermid-size) in 3Q22 10% higher than 3Q21
- Gross margin of 19.7% in 3Q22 versus 21.0% in 3Q21. 9M22 (20.6%) 9M21 (16.3%)

DEFENSE & SECURITY

- Partnership with L3 Harris to develop new agile tanker KC-390
- Signed MoU with South Korea Aerospace Industry, supporting future C-390 sales
- Gross margin of 17.2% in 3Q22 versus 23.7% in 3Q21. 9M22 (21.2%) 9M21 (24.1%)

SERVICES & SUPPORT

- Consistent renewals and new contracts for Flight Hour Programs and MRO services
- Revenue increase 7.5% in 9M22 versus 9M21
- Gross margin of 31.0% in 3Q22 versus 25.9% in 3Q21. 9M22 (29.9%) 9M21 (26.4%)

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3Q22

FINANCIAL RESULTS

AIRCRAFT DELIVERIES

COMMERCIAL AVIATION

2022 Outlook: **60 – 70**

EXECUTIVE AVIATION

2022 Outlook: **100 – 110**

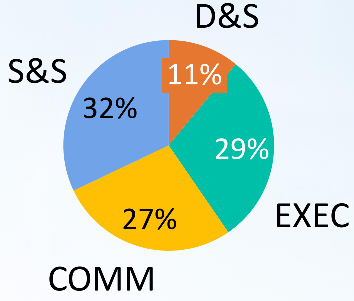
BACKLOG

US$ BILLION

NET REVENUE

US$ MILLION

BREAKDOWN BY BUSINESS



2022 Outlook: **US$ 4.5 – 5.0** Billion

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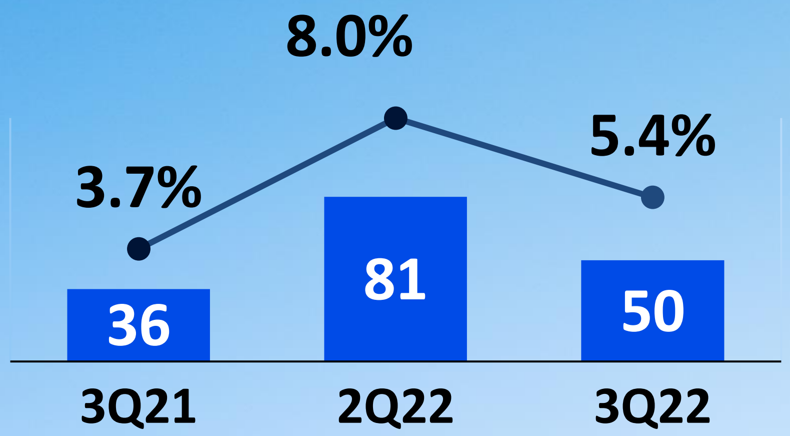
ADJUSTED EBIT[1]

US$ MILLION



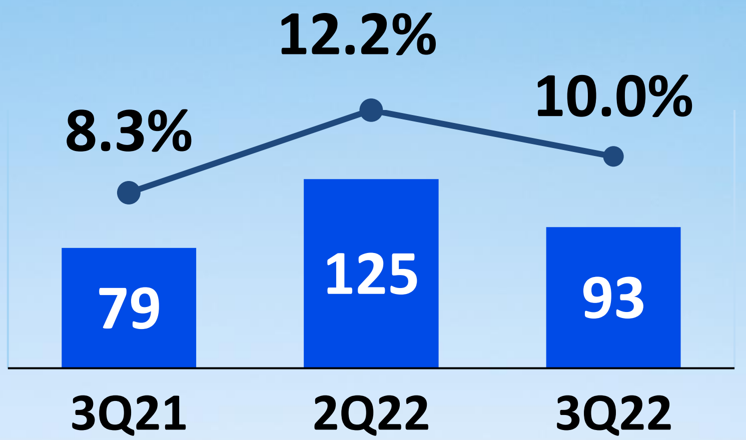
REPORTED EBIT[2]	3.1% 30	-22.3% -227	1.2% 11

●— ADJ. EBIT MARGIN ■ ADJ. EBIT

2022 Outlook: **3.5% - 4.5%**

ADJUSTED EBITDA[1]

US$ MILLION



REPORTED EBITDA[2]	7.7% 74	-18.0% -184	5.8% 54

●— ADJ. EBITDA MARGIN ■ ADJ. EBITDA

2022 Outlook: **8.0% - 9.0%**

Adj. EBIT & EBITDA running on another level

- **Extraordinary effects in 3Q22 was close to USD13 million**

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[1] Adjusted EBIT and Adjusted EBITDA does not consider EVE expenses.

[2] Reported values were affected by EVE's restatement.

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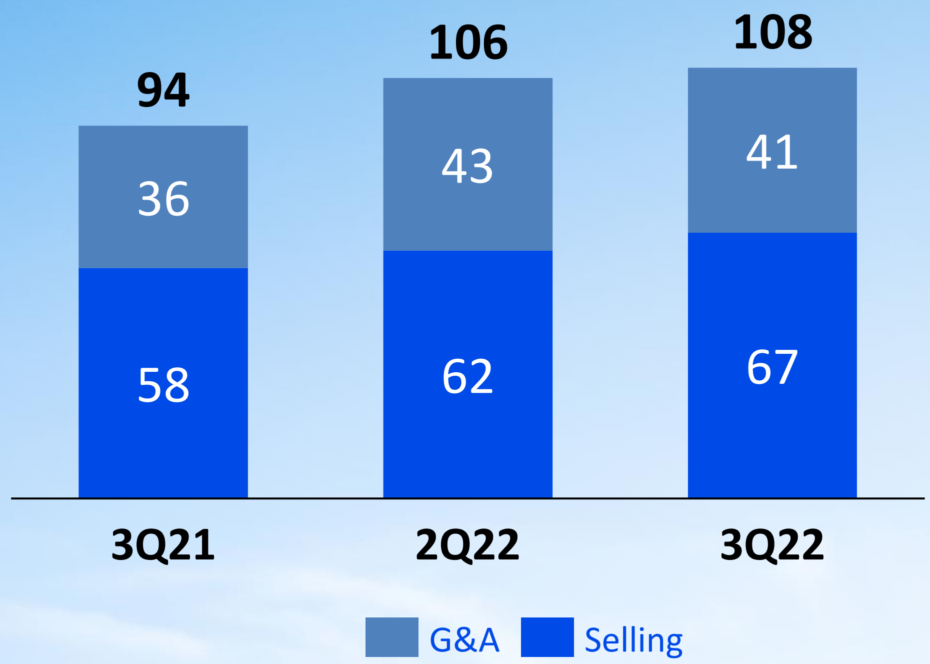
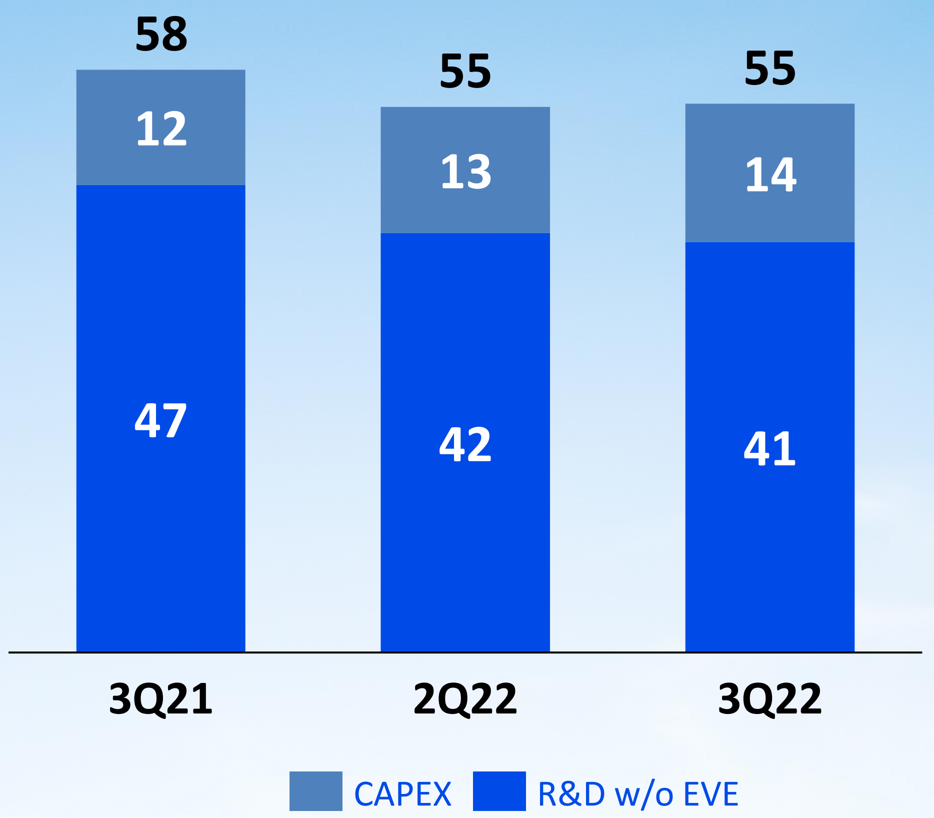
SG&A[1]

US$ MILLION



INVESTMENTS[1]

US$ MILLION



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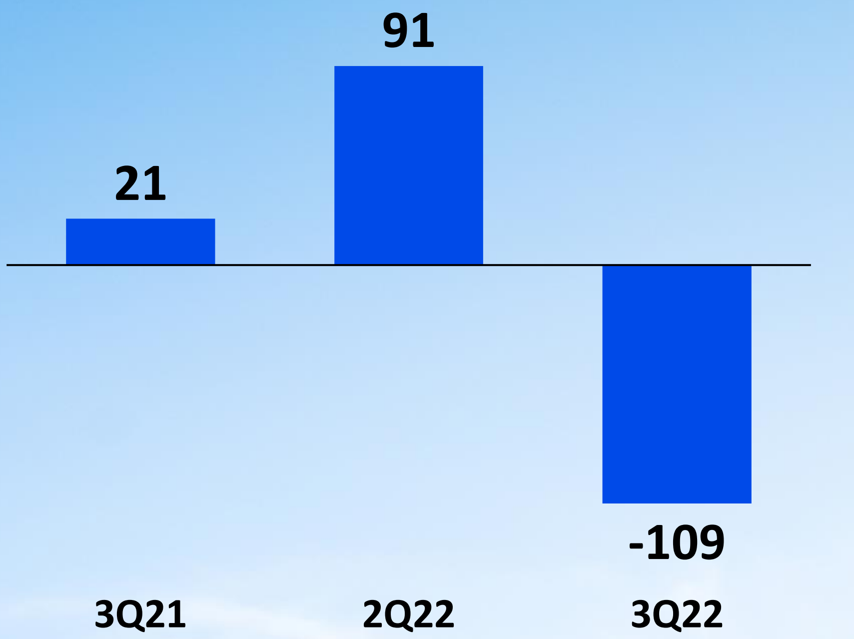
[1] SG&A and R&D does not consider EVE.

ADJUSTED FCF

US$ MILLION

Adj. FCF impacted by inventory for prep Q4 deliveries



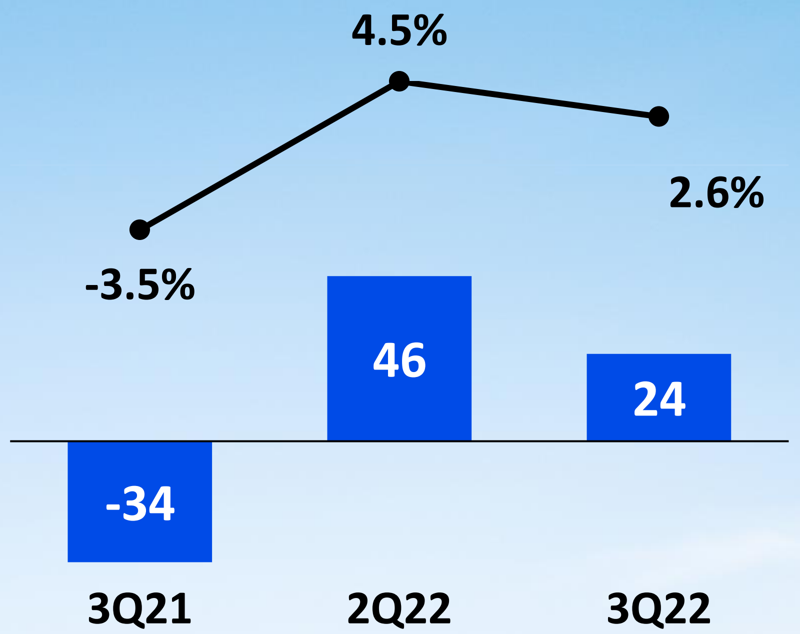
2022 Outlook: from **US$ 50 to US$ 150** Million **or Better**

Updated Nov22

ADJUSTED NET RESULTS[1]

US$ MILLION

excludes extraordinary items



REPORTED NET RESULTS[2]	-4.7% (45)	-14.4% (146)	-3.3% (30)
EPADS	(0.24)	(0.80)	(0.16)

▬ ADJ. NET RESULTS ▬ ADJ. NET MARGIN

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[1] Adjusted Net Income is calculated by adding Net Income attributable to Embraer Shareholders plus Deferred Income tax and social contribution for the period, as well as removing the impact of non-recurring items

[2] Reported values were affected by EVE's restatement.

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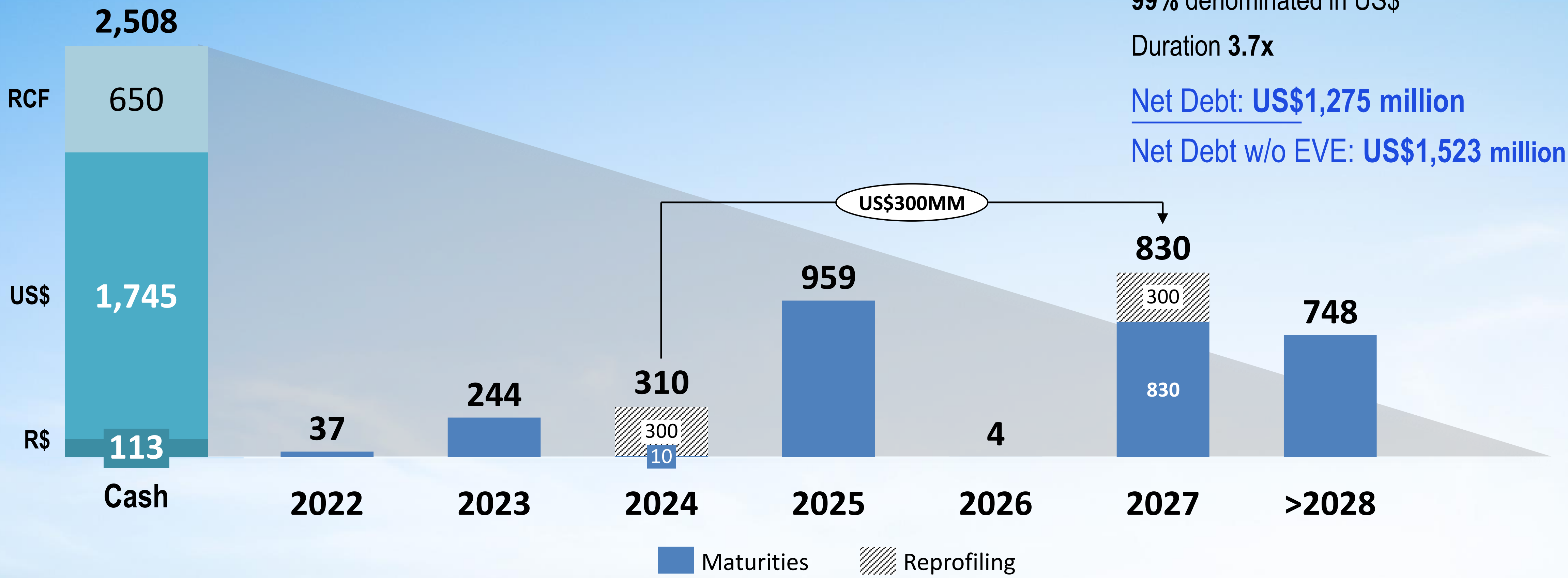
STRONG LIQUIDITY PROFILE

Reinforced by RCF and US$880 million in loans reduction (YTD)

MATURITIES - US$ MILLION



Total Debt: **US$3,133 million**

99% denominated in US$

Duration **3.7x**

Net Debt: **US$1,275 million**

Net Debt w/o EVE: **US$1,523 million**

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EVE

EMBRAER'S 2Q22 RESTATEMENT – NON-CASH ADJUSTMENTS

- **Embraer owns ~90% of eve after the IPO and fully consolidates EVE's results.**

- **Embraer had to restate the 2Q22 results to recognize EVE's warrants impact, listing expenses and transaction costs.**

  - **Warrants – US$76 million in net results - The warrants will be mark to market each quarter, until exercised. NON-CASH.**
  - **Listing Expenses – US$136 million in other operating expenses, originally booked into equity. NON-CASH.**
  - **Transaction Cost – reclassification of US$15 million in Equity to other operating expenses. NON-CASH.**

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FINAL REMARKS

- Year-end: focus on deliveries and prepared to deliver solid full-year results
- From 2023 onwards, better perspectives for revenues and profitability
- New sales campaigns in all business units, enterprise efficiency and innovation projects
- Embraer awarded with the Great Place to Work certification

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DISCLAIMER

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