



EQUITY STORY

- Antonio Garcia, CFO
- Guilherme Paiva, CFA, Head IR and M&A
- Patrícia Mc Knight, IR manager
- Viviane Pinheiro, IR senior associate
- Eliane Fanis, IR senior associate
- Marília Saback, IR senior associate
- Marcelo Cuperman, IR analyst
- investor.relations@embraer.com.br

EMBRAER AT-A-GLANCE

➤ **World Leading Manufacturer**
of jets up to 150-seats

➤ **1,780+ Executive Jets**
delivered in more than 70 countries

➤ **170+ Airlines Customers**
in more than 90 countries

➤ **60+ Armed Forces**
as clients in Defense & Security

➤ **18,000+ Employees**
across the globe

➤ **Ratings**

STANDARD
& POOR'S

BBB-

FitchRatings

BB+
Positive outlook

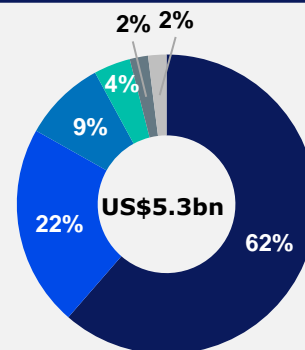
MOODY'S

Ba1

Embraer's Business Segments

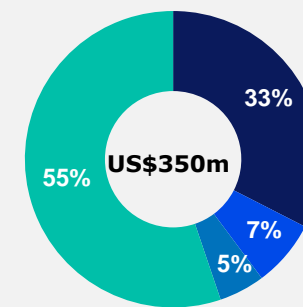


Revenue
by Region¹

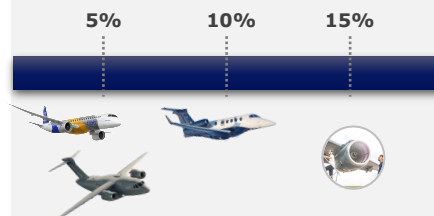


■ North America
■ Europe
■ Brazil
■ Asia Pacific
■ Latin America
■ Others

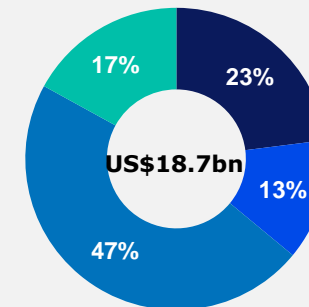
EBIT
by Segment¹



EBIT Margins



Firm Backlog by
Segment²



■ Executive
■ D&S
■ Commercial
■ S&S

RIGHT TO WIN – HARVEST SEASON

**Financial turnaround
completed & enterprise
efficiency**

+

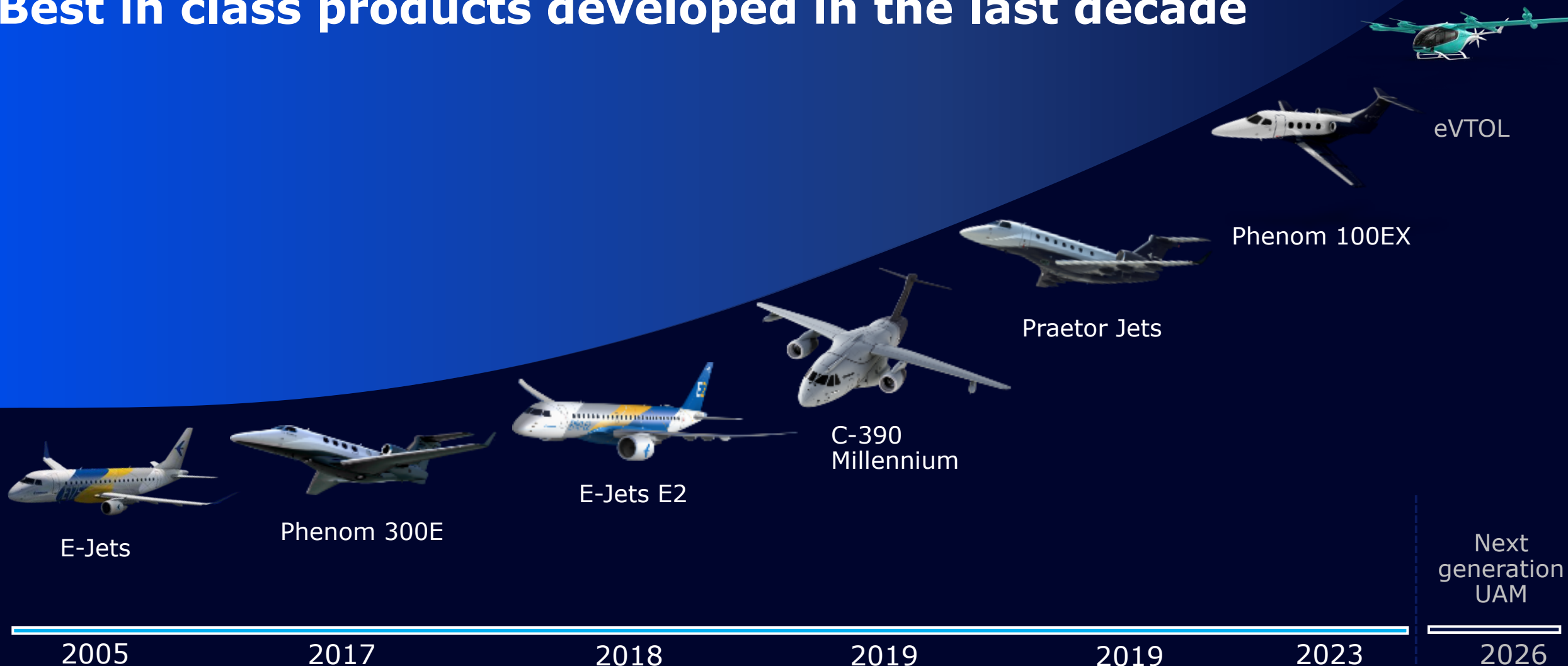
**Modern and competitive
portfolio of products**

=

**Revenue and profitability
growth**



Best in class products developed in the last decade

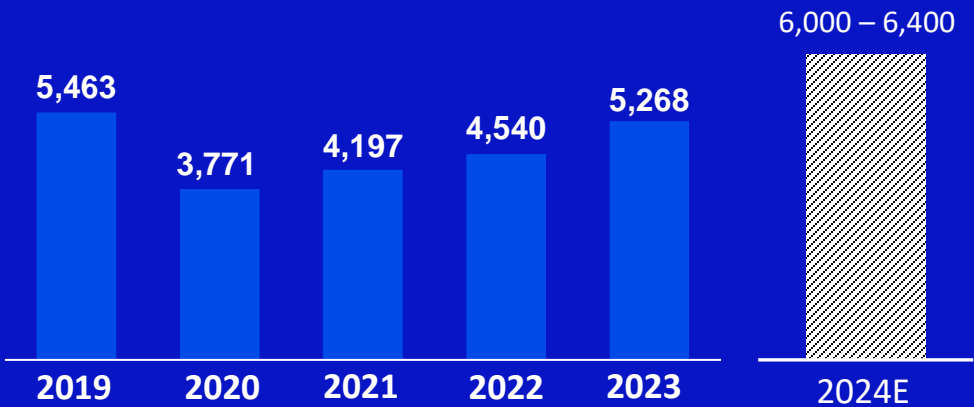


TURNAROUND COMPLETED

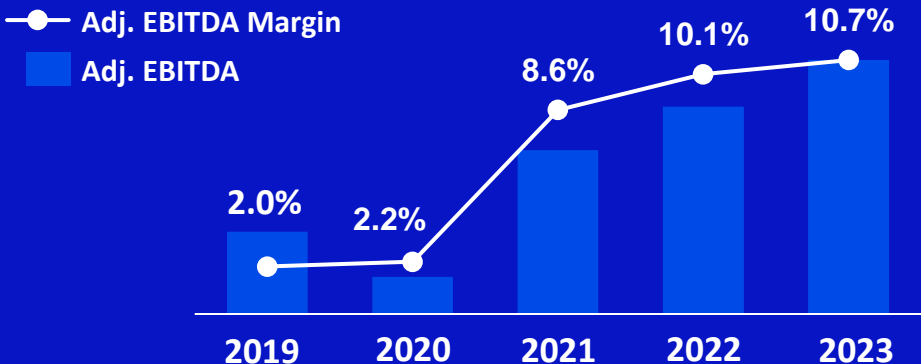


US\$m

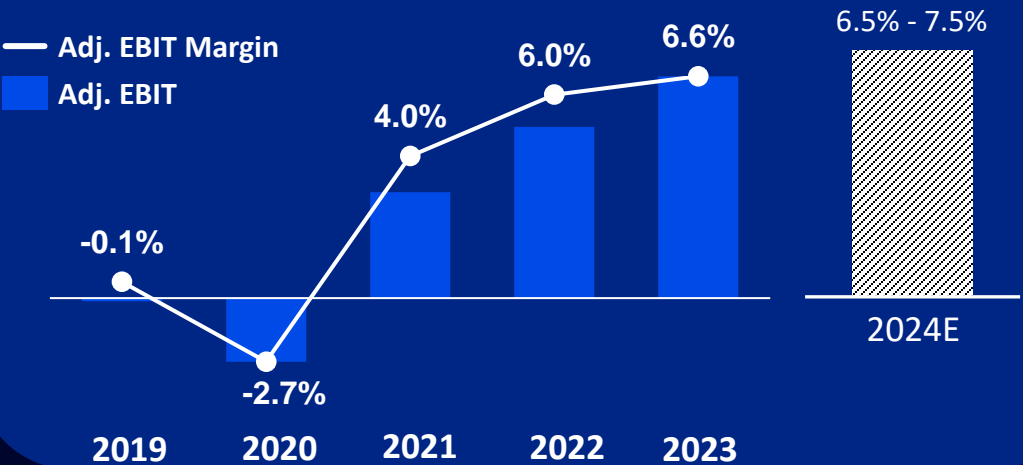
Net Revenue



Adjusted EBITDA



Adjusted EBIT



Adjusted Free Cash Flow

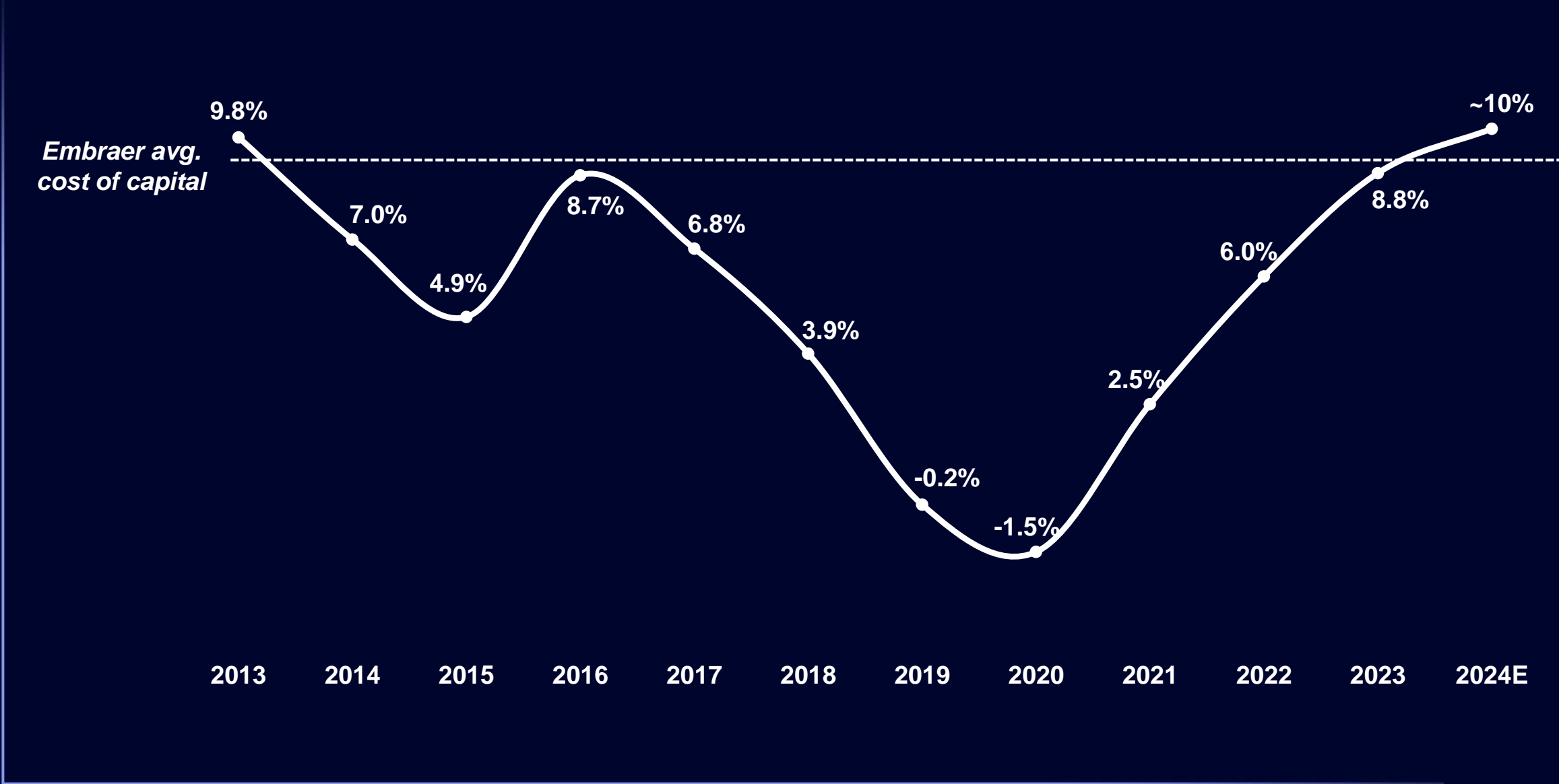


Note: Revenue, adjusted EBIT, adjusted EBITDA and FCF do not consider EVE

RETURN ON INVESTED CAPITAL

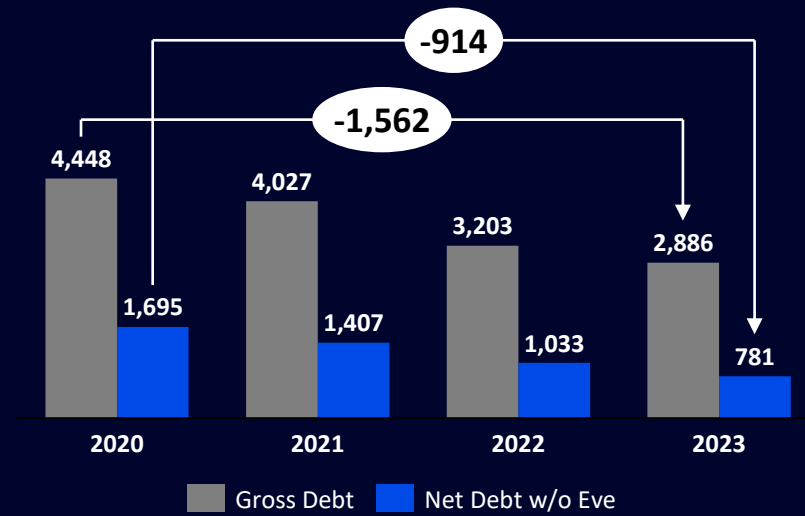


ROIC above WACC supported by improved operational and financial metrics

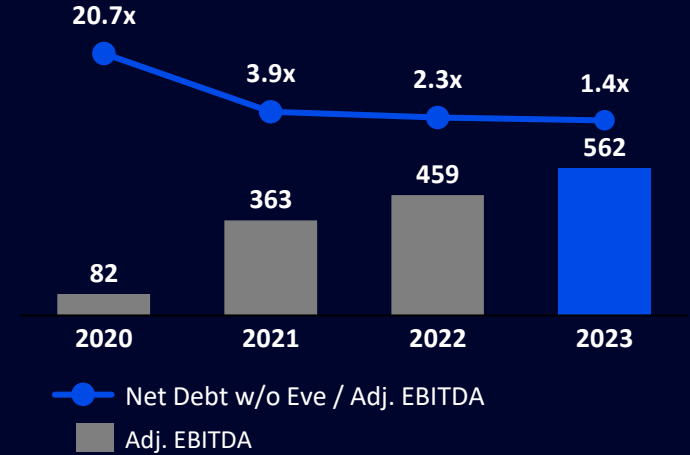


IMPROVED LIQUIDITY

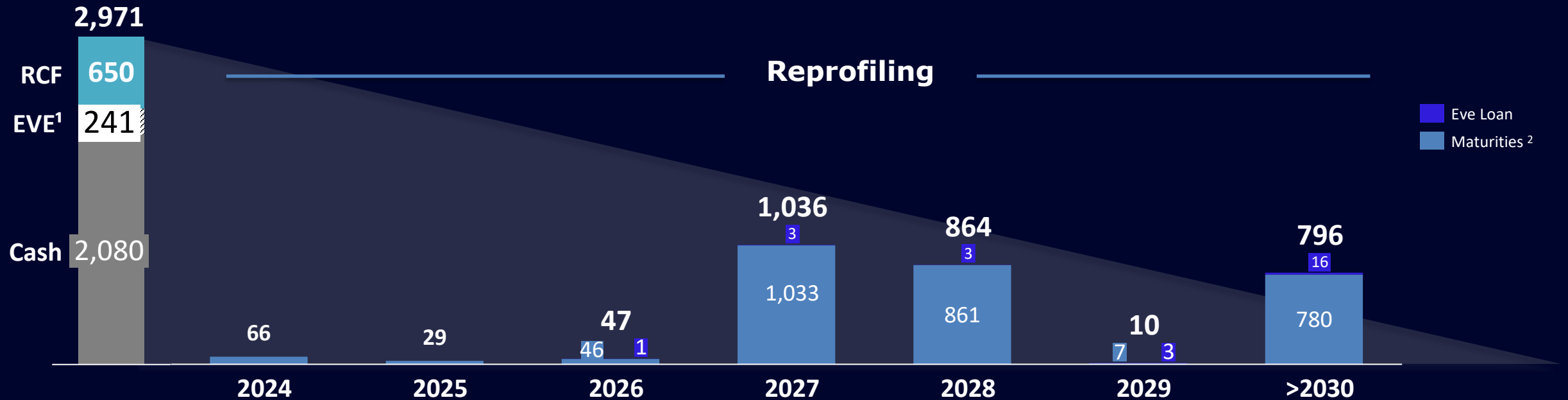
Liquidity reinforced by better FCF & EBIT



DELEVERAGING - US\$ million



Maturities 2023 US\$m



¹EVE's Cash = Cash and cash equivalents plus financial investments and intercompany loan receivable

²Maturities = Do not consider accrued interest and deferred costs

*All numbers from EVE are IFRS

ESG COMMITMENTS – PROGRESS IN 2023



Environmental

Product Use (Scope 3)

- Net-zero Aviation by 2050:
 - “Energia” aircraft concepts focused on hybrid electric and hydrogen electric
 - Praetor 600 and Phenom 300E 100% SAF flight tests

Operations (Scope 1+2)

- Carbon neutrality by 2040:
 - MoU with Raízen to produce SAF
 - 100% of electricity from renewable sources in Brazil (starting in 2024)

Social

- 52% diverse hires in all entry level programs (target 50% by 2025)
- 11% of women in senior leadership positions (target 20% by 2025)
- 55 participants enrolled in the 3rd edition of the “Social Tech” training program – dedicated to women

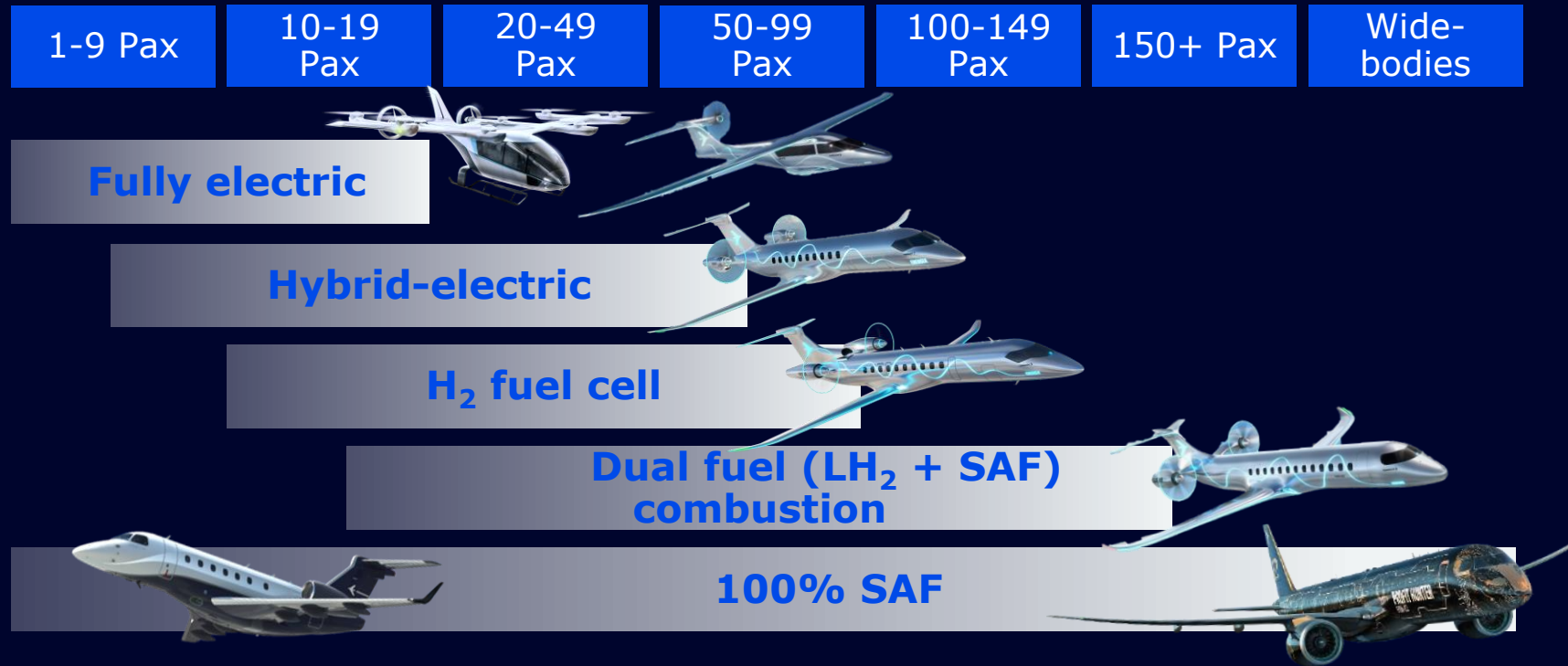
Governance

- Maintain the highest international standards of governance



SUSTAINABILITY – TECHNOLOGY APPLICABILITY

The mission defines the architecture



EXECUTIVE AVIATION



EXECUTIVE AVIATION | PRODUCT PORTFOLIO



Phenom 100EX

Entry
Up to 8 occupants
Range 2,182 km / 1,178 nm



Phenom 300E

Light
Up to 11 occupants
Range 3,722 km / 2,010 nm



Praetor 500

Midsize
7 to 9 passengers
Range 6,186 km / 3,340 nm



Praetor 600

Supermidsize
8 to 12 passengers
Range 7,441 km / 4,018 nm

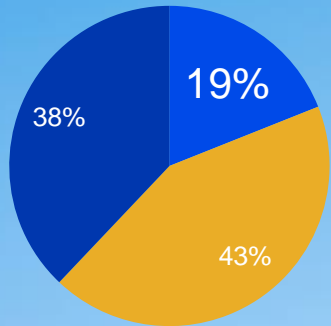
1,780+
Jets delivered

70+ Countries
us\$4,3bn~ Backlog

PENETRATING PRODUCT SEGMENTS



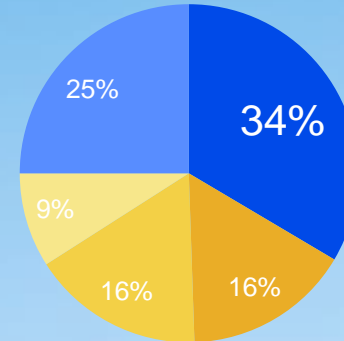
PHENOM® 100 EV/EX BY EMBRAER



- Phenom 100 (11 units)
- Citation M2 (25 units)
- HondaJet (22 units)



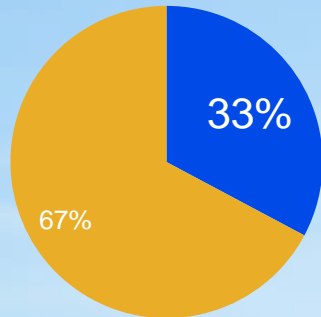
PHENOM® 300E BY EMBRAER



- Phenom 300 (63 units)
- Citation CJ3+ (30 units)
- Citation CJ4 Gen2 (31 units)
- Citation XLS Gen2 (17 units)
- PC-24 (47 units)



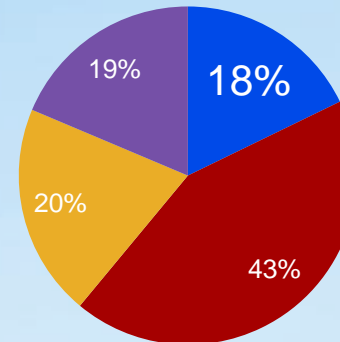
PRAETOR 500 BY EMBRAER



- Praetor 500 (20 units)
- Citation Latitude (41 units)



PRAETOR 600 BY EMBRAER



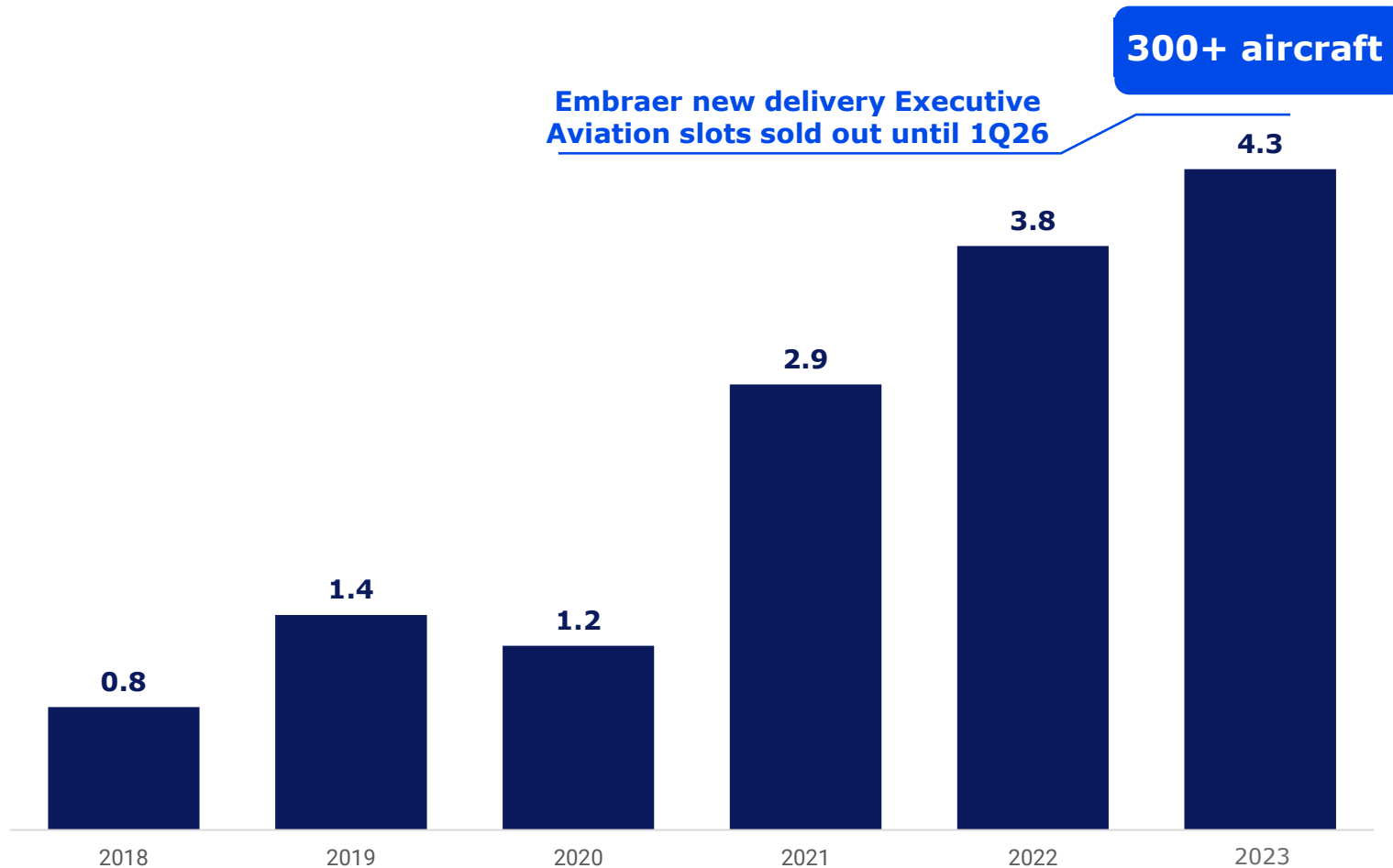
- Praetor 600 (21 units)
- Challenger 3500 (51 units)
- Citation Longitude (24 units)
- G280 (22 units)



STRONG CUSTOMER BACKLOG



Executive Aviation Order Backlog (US\$bn)



Customer demand is strong for Embraer aircraft (sustaining greater than 1.0x book-to-bill while increasing deliveries)

Best-selling products, combined with sustained global demand and ageing fleet are driving new sales for Embraer

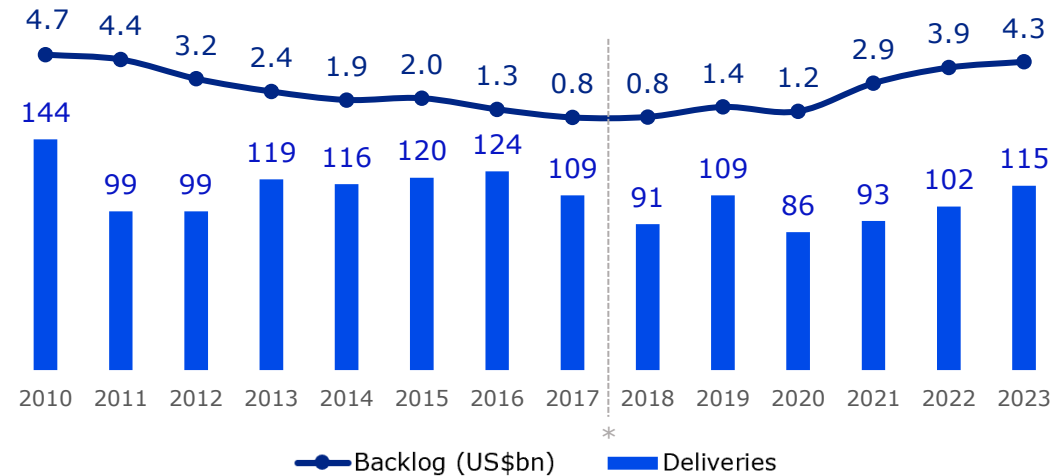
Seizing market momentum (NetJets 250 P500 options)

This level of backlog is a source of strength for the company and provides steady, reliable cash flow for years ahead

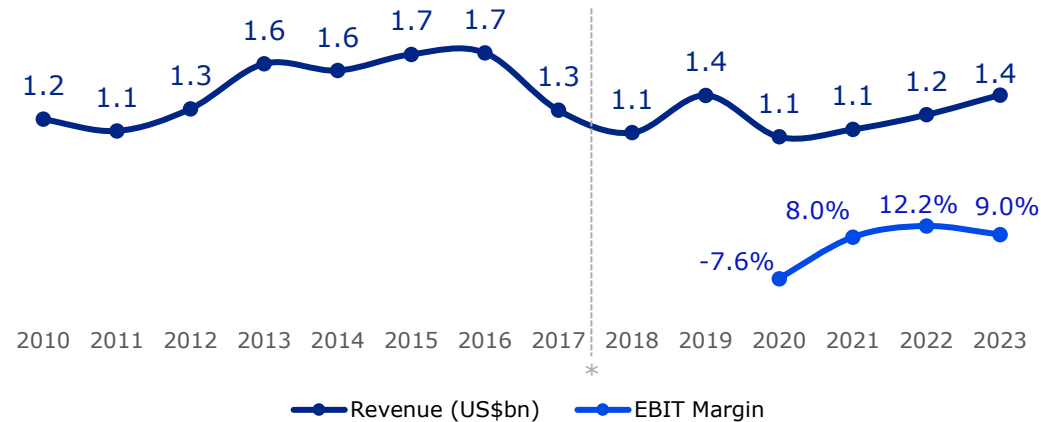
EXECUTIVE BACKLOG



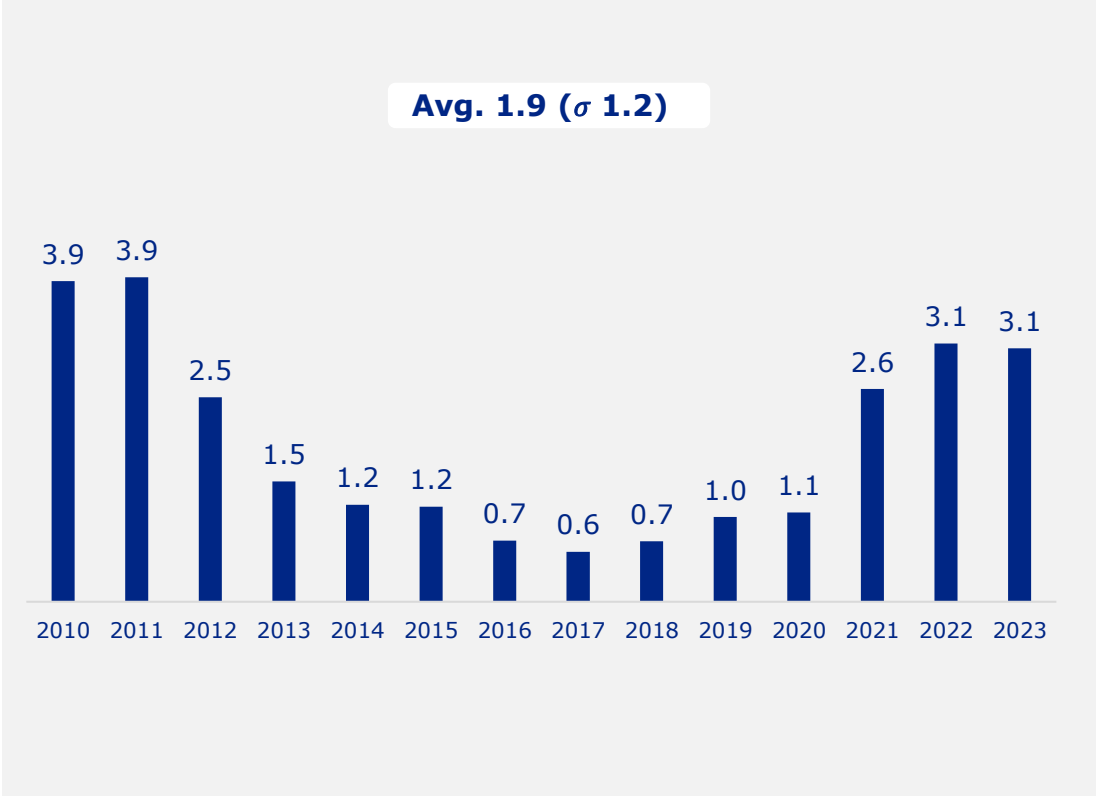
Backlog and Deliveries



Revenue and EBIT Margin



Backlog / Revenue Ratio



Note: *After 2018 Services & Support reported as a separated business unit

DEFENSE & SECURITY



C-390 MILLENNIUM | UNBEATABLE COMBINATION



11,000 +
Flight hours

~80%
Fleet availability

Aerial
resupply



Aerial
assault



Special
operations



Aerial
firefighting



Medical
evacuation



Humanitarian
aid



Search &
rescue



Air-to-air
refueling



19 

Brazil¹

Aircraft
1st delivered in 2019

5 

Portugal¹

Aircraft
1st delivered in 2023
NATO configuration

2 

Hungary¹

Aircraft
1st delivery in 2024
NATO configuration

5 

The Netherlands

Aircraft
selected
NATO configuration

4 

Austria

Aircraft
selected

2 

Czech Republic

Aircraft
selected
NATO configuration



Republic of Korea¹

Contract
signed

6 Aircraft in operation

1 Aircraft in operation

Strategic
worldwide
partnerships



BAE SYSTEMS



C-390 MILLENNIUM

MARKET OVERVIEW

**C-390
MILLENNIUM**



EMBRAER

C-390

Payload: 26,000kg (57,320 lb)

Max, cruise speed: 470 kts



LOCKHEED MARTIN

C-130J

Payload: 20,000kg (44,000 lb)

Max, cruise speed: 355 kts

C-390 Advantages

highlighted by the Netherlands: 

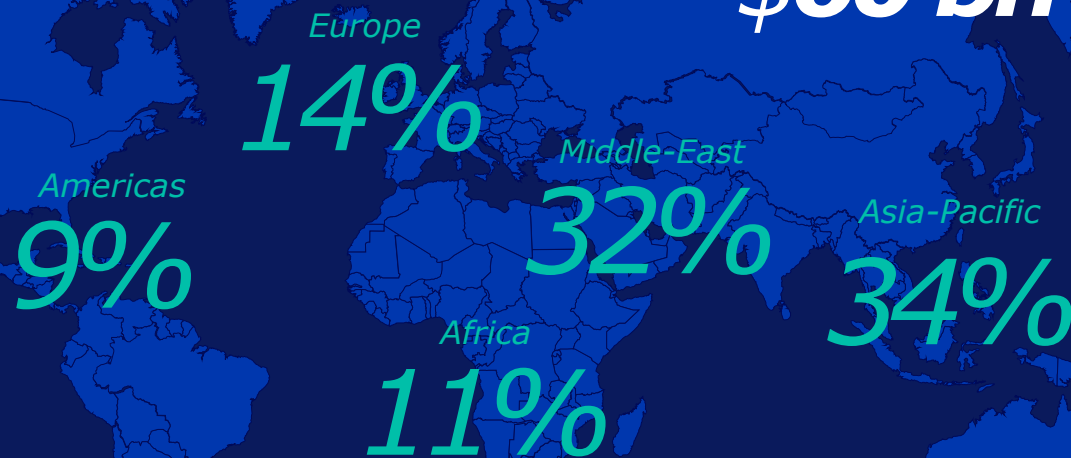
- Higher availability, less maintenance
- Higher productivity per aircraft
- Higher scores on technical requirements evaluation
- Suitable to be used for strategic movements



Source: Company, Jane's, Cirium Fleets Analyzer
Note: Countries excluded: USA, Russia, China, Ukraine, Japan, North Korea, Cuba



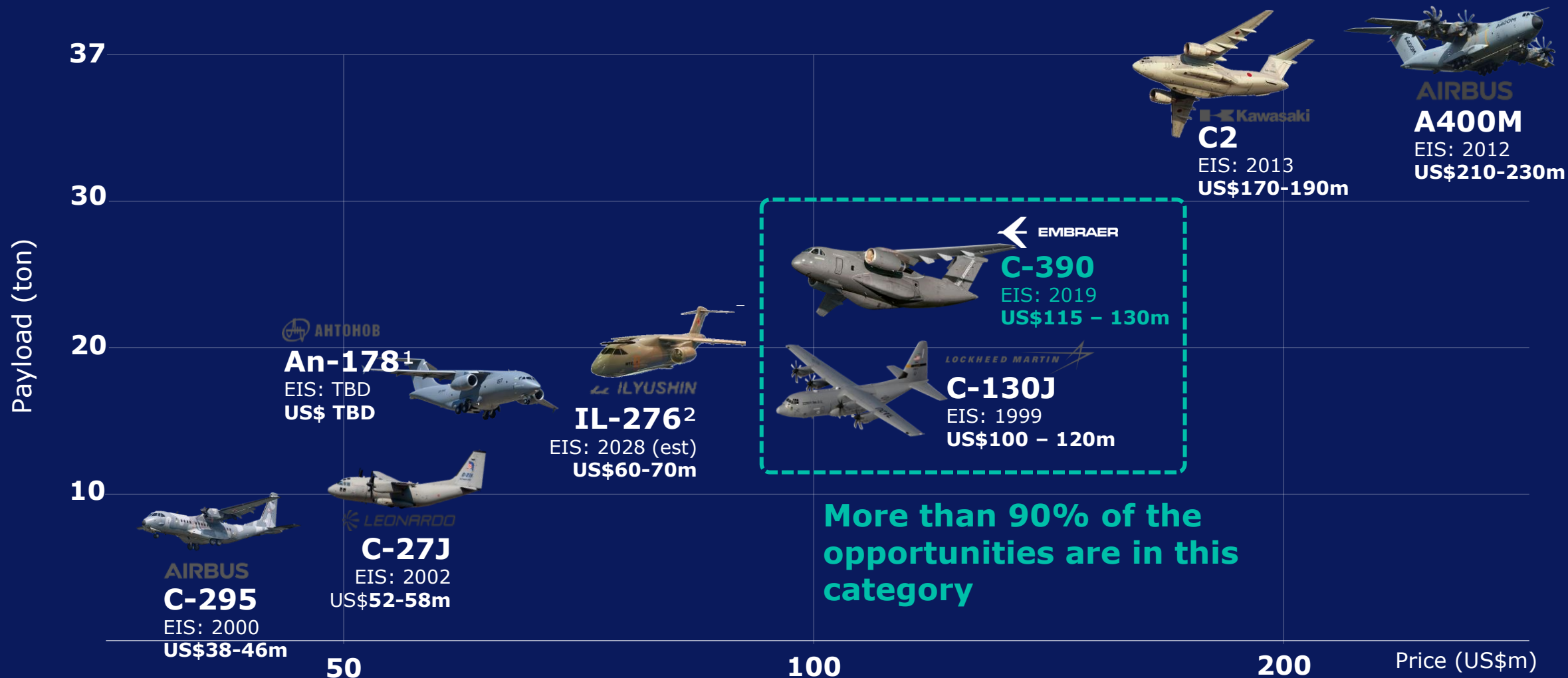
Market size (US\$):
\$60 bn+



Addressable market: Horizon:
Approx. **490** aircraft **20** years



C-390 MILLENNIUM | COMPETITION OVERVIEW

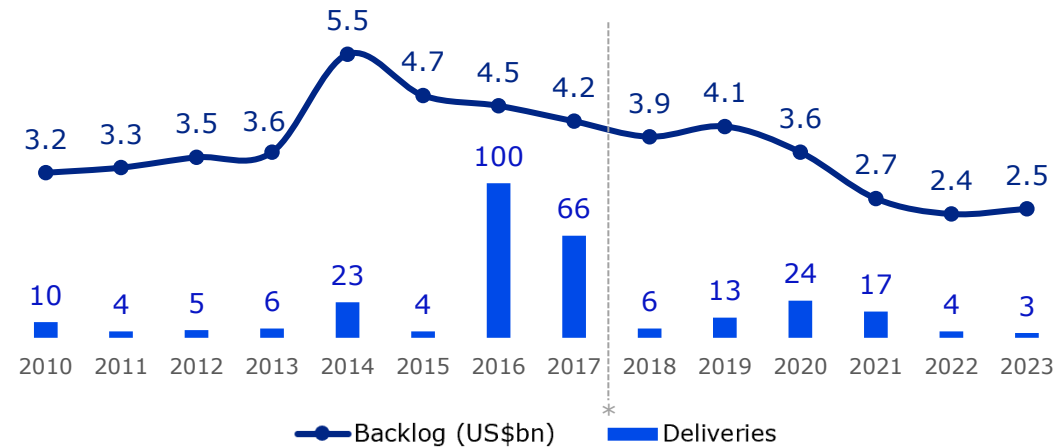


Note: (1) An-178 Program is very unlikely due to conflict between Russia and Ukraine; (2) IL-276 is being terminated (2024). A new design is being considered by Russia.

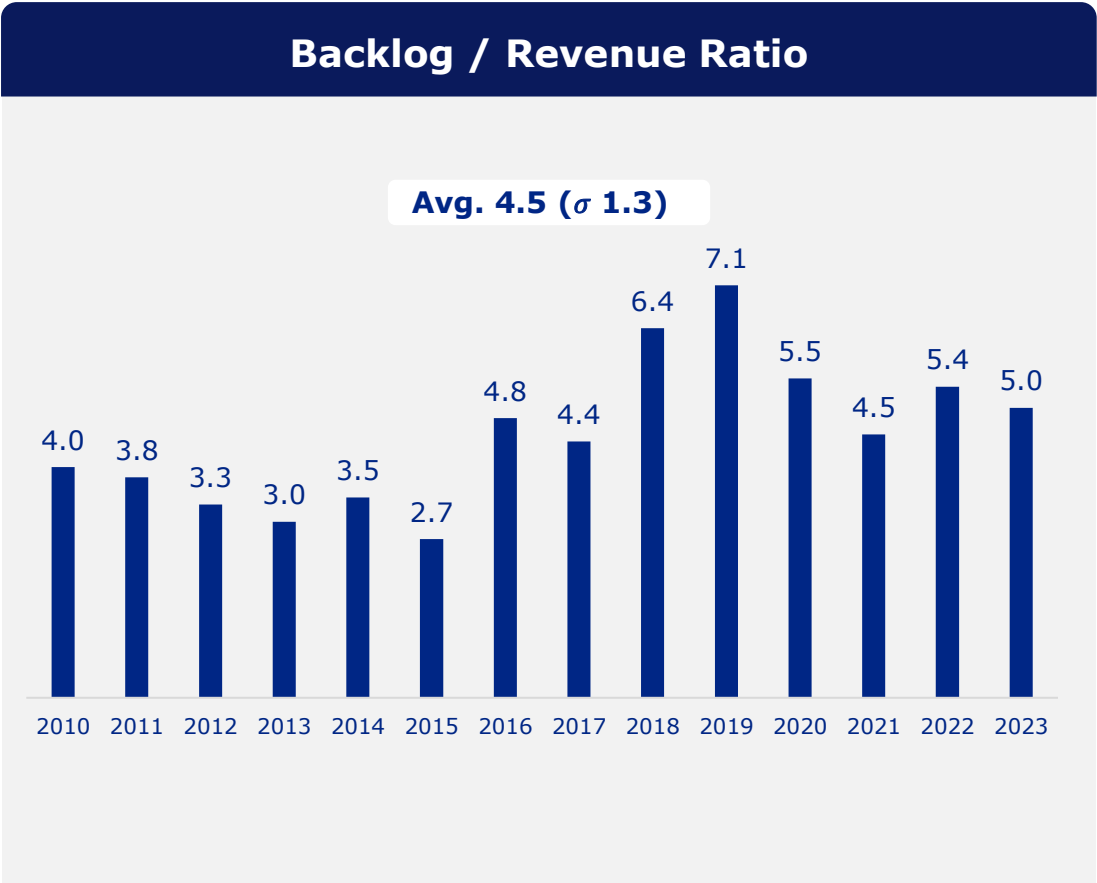
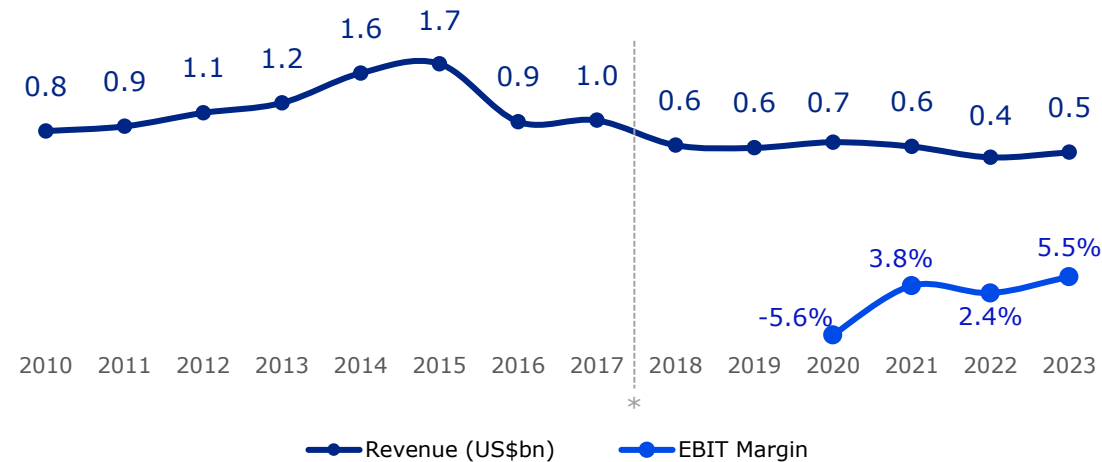
DEFENSE & SECURITY BACKLOG



Backlog¹ and Deliveries²



Revenue and EBIT Margin³



Note: *After 2018 Services & Support reported as a separated business unit, (1) Includes C-390, Super Tucano and other business; (2) Considers C-390 and Super Tucano; (3) BU financials mainly by POC accounting method

This information is property of Embraer and cannot be used or reproduced without written permission.

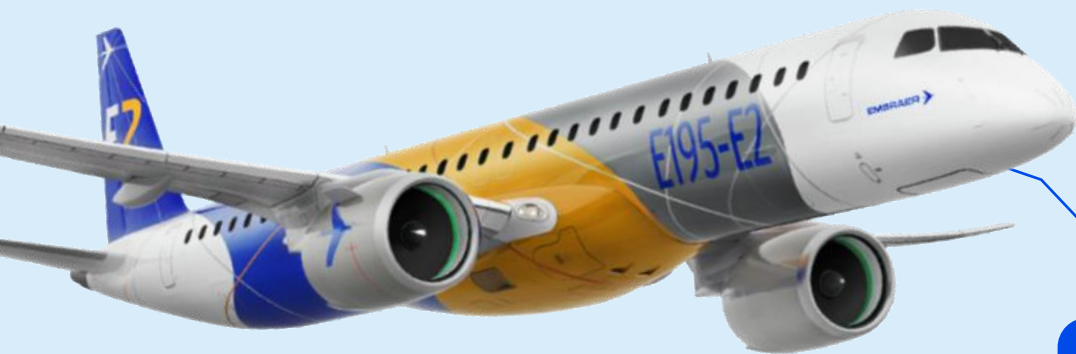
COMMERCIAL AVIATION



E-JETS FAMILY: A GLOBAL MARKET SUCCESS



The E2s are the most efficient in the world in the single-aisle segment, shaping the regional market with their sustainable technologies, superior comfort, excellent economy and the ideal range



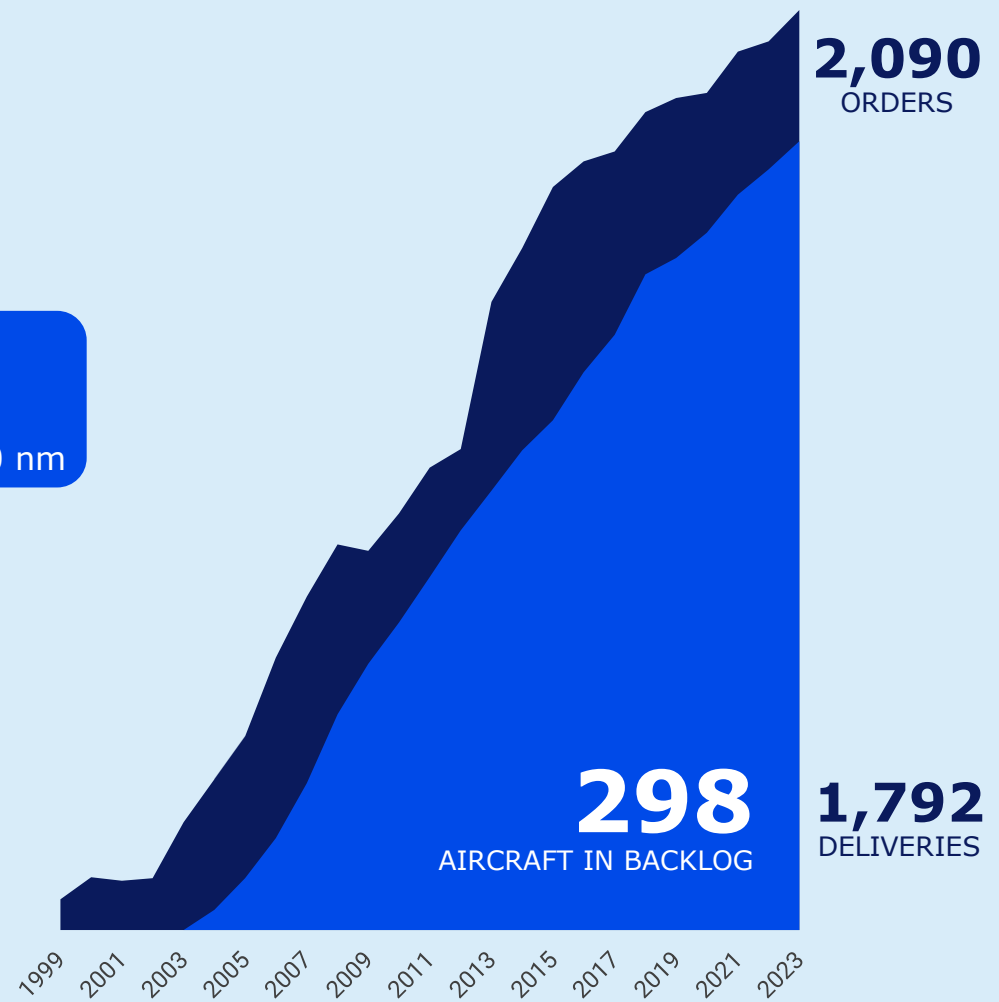
E195-E2
Seats: 120 to 146
Range: 4,815 km / 2,600 nm



E175-E1+
Seats: 76 to 88
Range: 4,074 km / 2,200 nm



E190-E2
Seats: 97 to 114
Range: 5,280 km / 2,850 nm



E2 NUMBERS & FACTS



CHINA
10x E195-E2



UNITED STATES
22x E195-E2
13x E190-E2



IRELAND
45x E195-E2
5x E190-E2



UNITED STATES
23x E195-E2
2x E190-E2



16 operators



108 delivered aircraft



306 firm orders



E2 IS THE PREFERRED CHOICE TO COMPLEMENT NB

Selected to complement both Airbus and Boeing larger NB



Azul

93 x E2s
53 x A320neo



SalamAir

6 x E2s
12 x A320neo



ROYAL JORDANIAN

10 x E2s
20 x A320neo



KLM

25 x E2s
38 x 737s



air astana

5 x E2s
19 x 737s



scoot

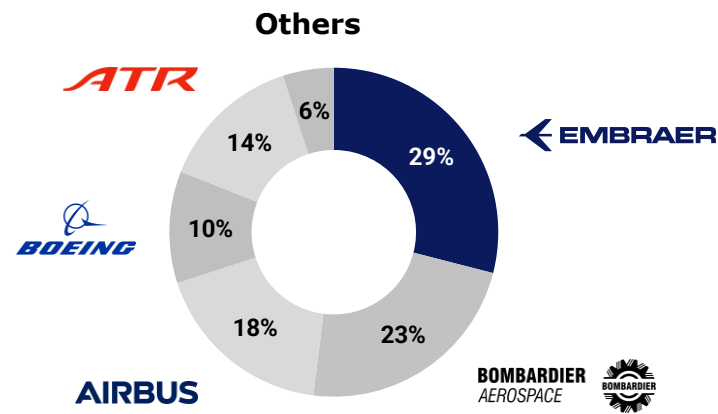
9 x E2s
39 x A320neo

Accelerate **[Connectivity]** Opportunity

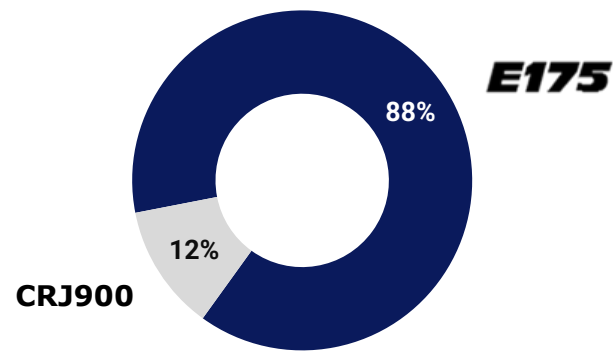
MARKET SHARE & PRODUCT POSITIONING



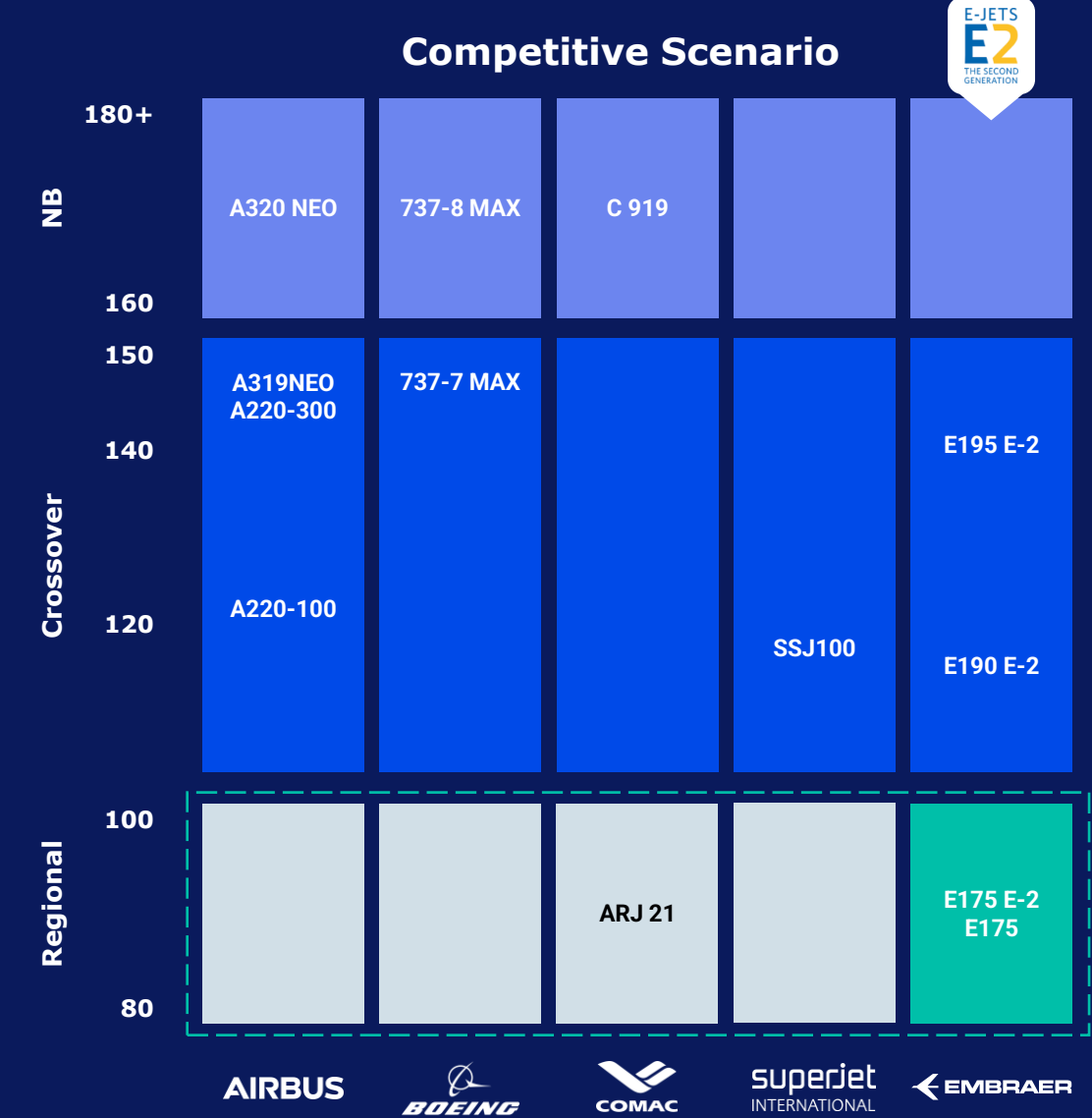
Up To 150-seat Global Market Share
(Deliveries since 2004)



North America 70-90-seat Jets Market Share¹
(Orders since 2013)



Source: Company. Note (1) Percentage includes the American Airlines deal





THE E2 IS THE SOLUTION FOR THE US MARKET

E2 value proposition for different business models

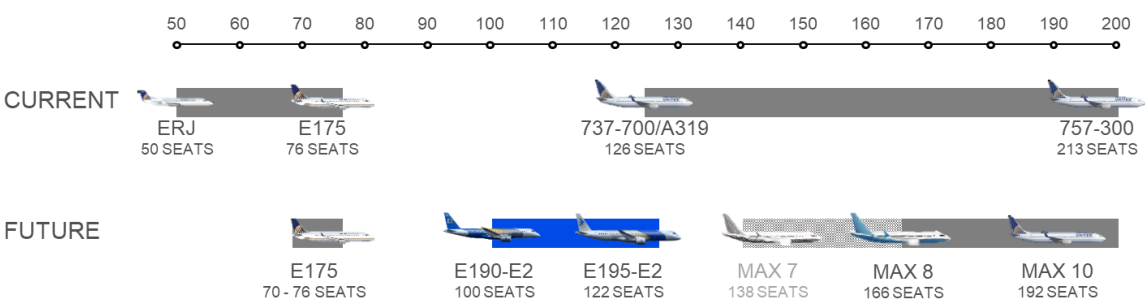
Mainline

- Focusing capacity on larger NBs
- Losing connectivity and dropping cities off the map
- Threatened by more competition and higher costs

Low Cost Carriers

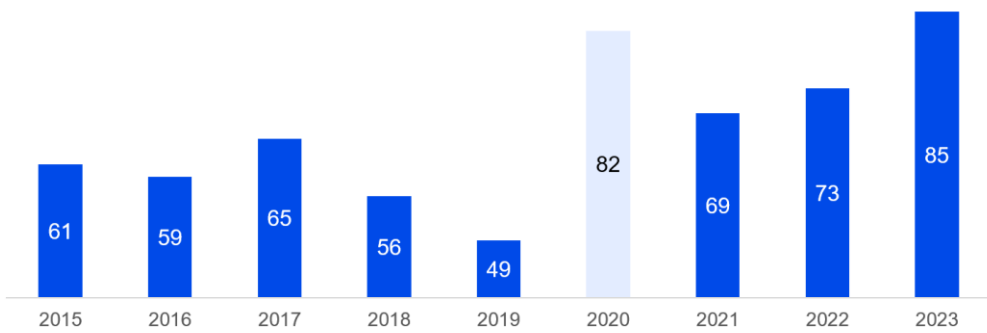
- Growing pocket of opportunities in thinner markets
- Lack an adequate aircraft to explore it
- E2 economics ideal for secondary cities expansion

United Next Fleet Plan



E-Jets E2 family is the perfect complement between the E175 and Max 8

Number of Cities w/o Service or Served Less than Daily

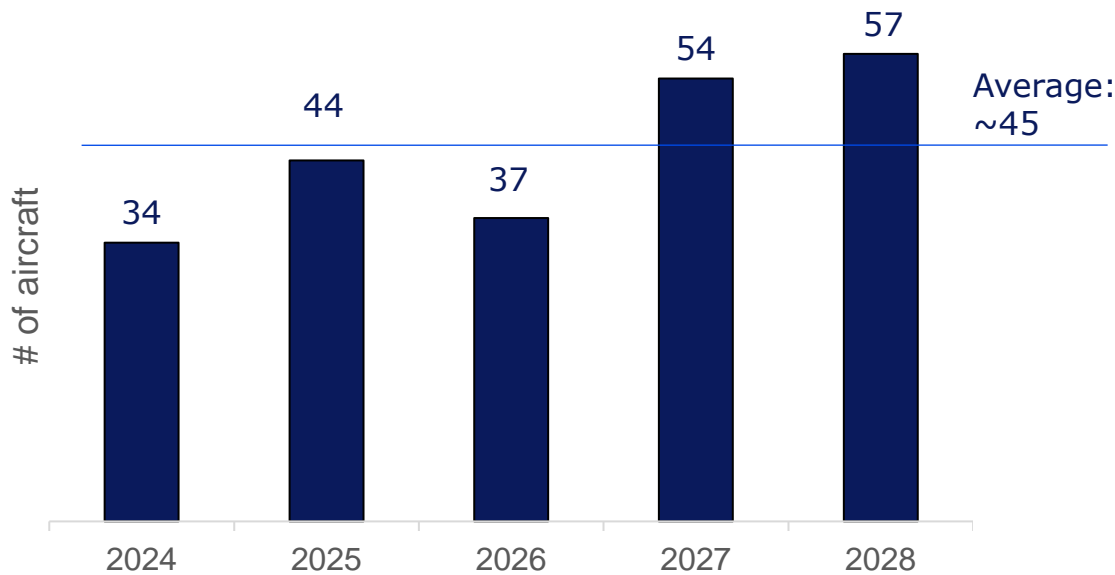


REPLACEMENT OPPORTUNITIES AHEAD FOR E1



Regional Aircraft Replacement Calendar (E175)

70-76 seats regional aircraft reaching 20 years old | US market | per year

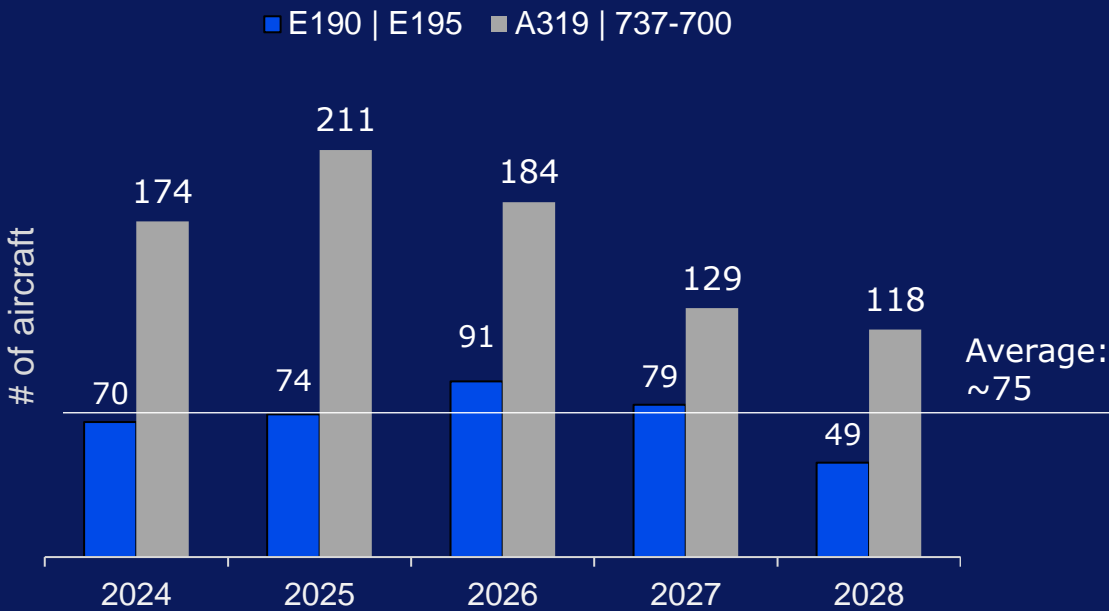


Low competition environment in the next decade

Demand addressable in any scope scenario by either E175 or E175-E2

First Gen, E-Jets Replacement Calendar (E190/E195)

E190 & E195 15 years old | A319 & 737-700 20 years old | Global | per year



E1 replacement opportunities getting traction this decade – E2 as the most suitable option

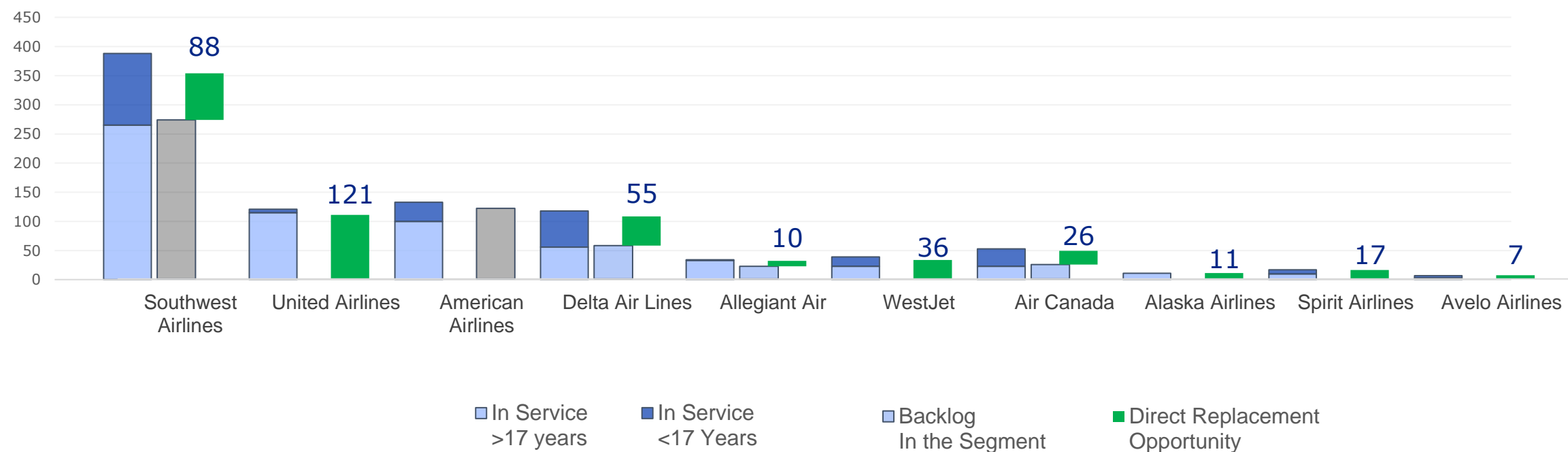
Additional 737-700 and A319 replacement opportunities also addressable



C. 650 SMALL NBS WILL BE >20 YEARS OLD BY 2027

Of which >500 are direct replacement opportunities

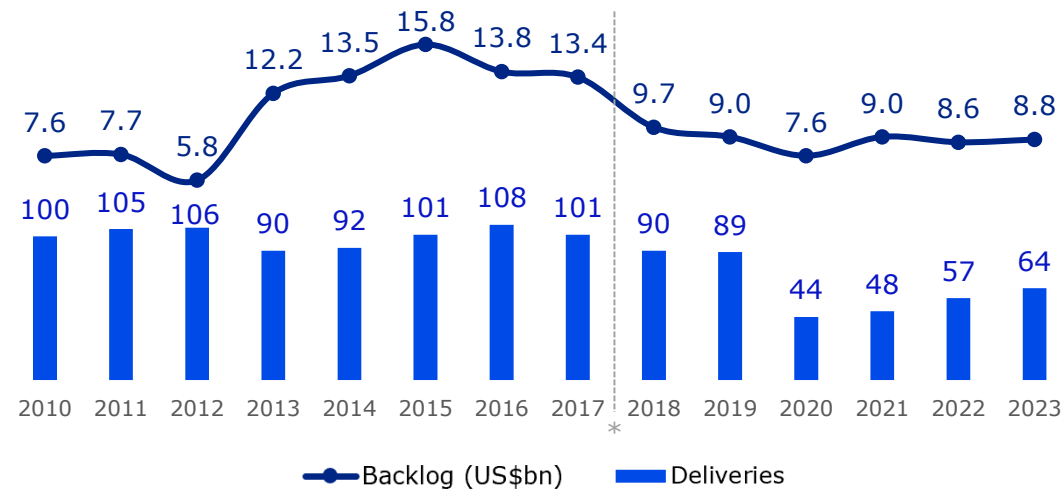
Top 10 2023 North America Narrow Body Fleet <150 Seats



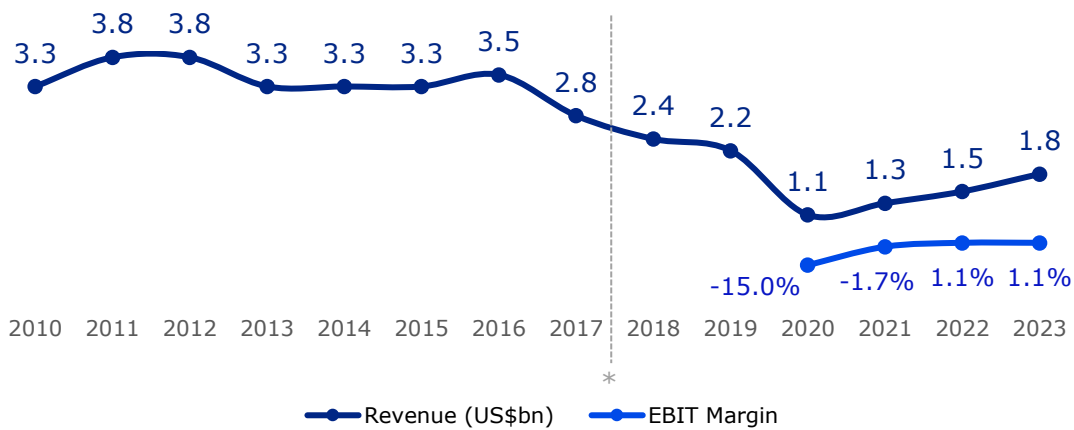
COMMERCIAL BACKLOG



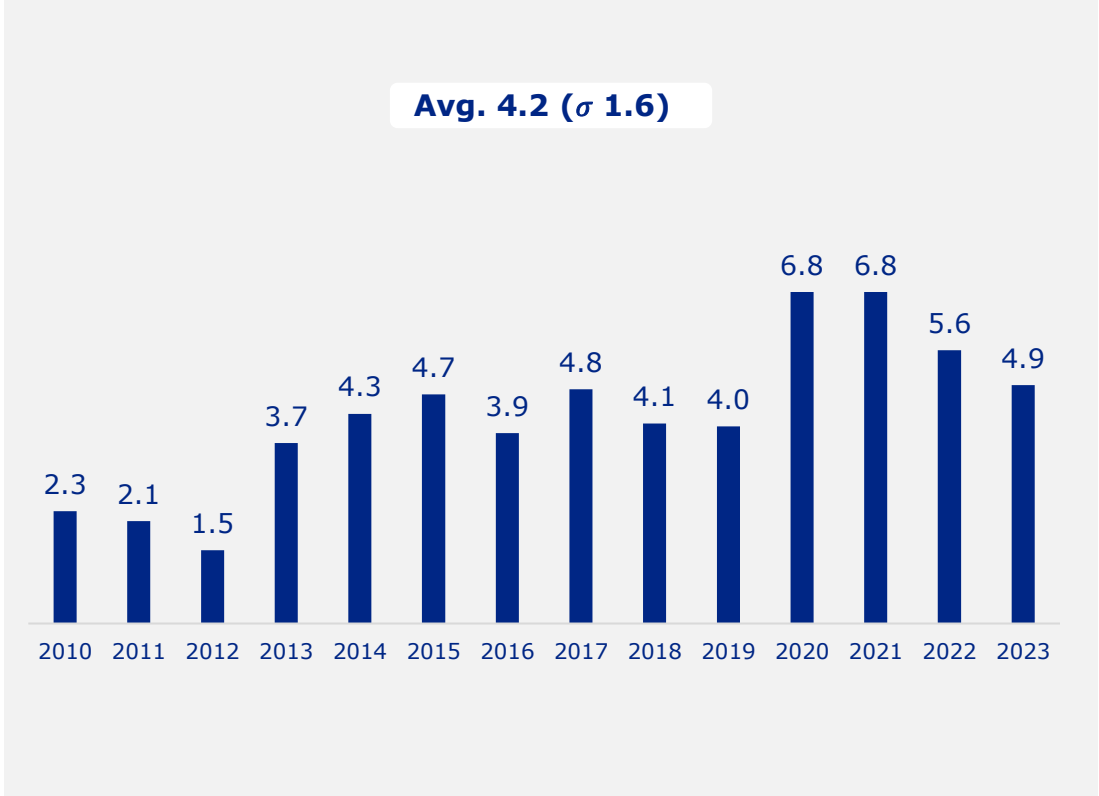
Backlog and Deliveries



Revenue and EBIT Margin



Backlog / Revenue Ratio



Note: *After 2018 Services & Support reported as a separated business unit

SERVICES & SUPPORT

SERVICES & SUPPORT

at a glance

5,700+
PRODUCTS

2,000+
CUSTOMERS
(COMMERCIAL,
EXECUTIVE, AND
DEFENSE)

100+
COUNTRIES



12 OWNED MROS



7 WAREHOUSES



200+ FIELD SUPPORT REPS



90+ FULL FLIGHT SIMULATORS



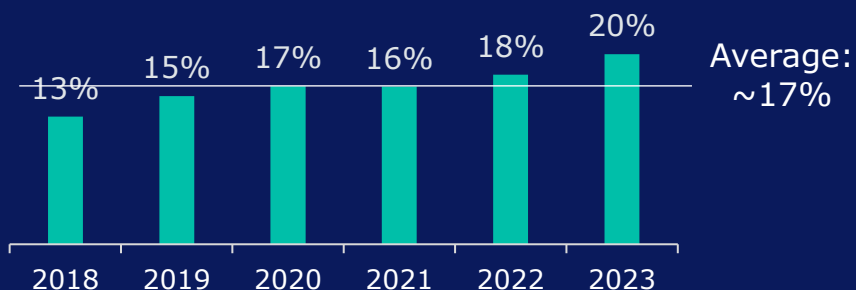
80+ AUTHORIZED MROS

SERVICES & SUPPORT

Business Growth

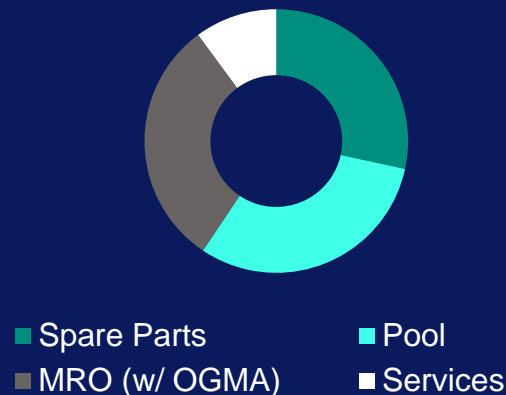
- Steady fleet expansion and support
 - P2F conversion
 - MRO global footprint expansion
 - New full flight simulator for Phenoms, Praetors and E2
- Backlog with profitable mix (~10,3% CAGR)
- EBIT ~50%+ of Embraer total
- Resilient double-digit adjusted EBIT yoy
- Multi-OEM capabilities at OGMA (€13bn GTF engine contract)

Backlog S&S / 3 BUs¹



Note: (1) Commercial, Executive and Defense & Security

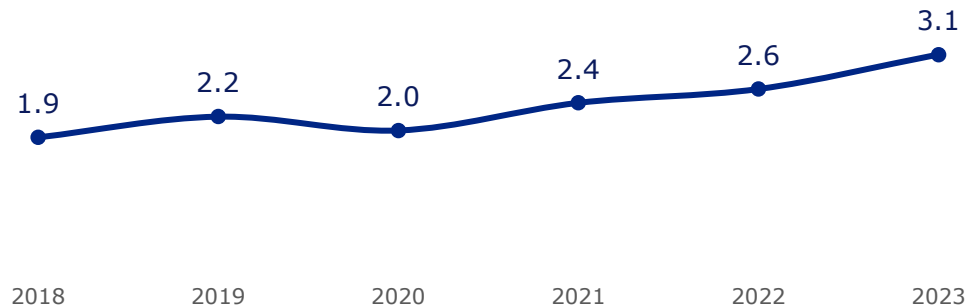
Revenue Breakdown



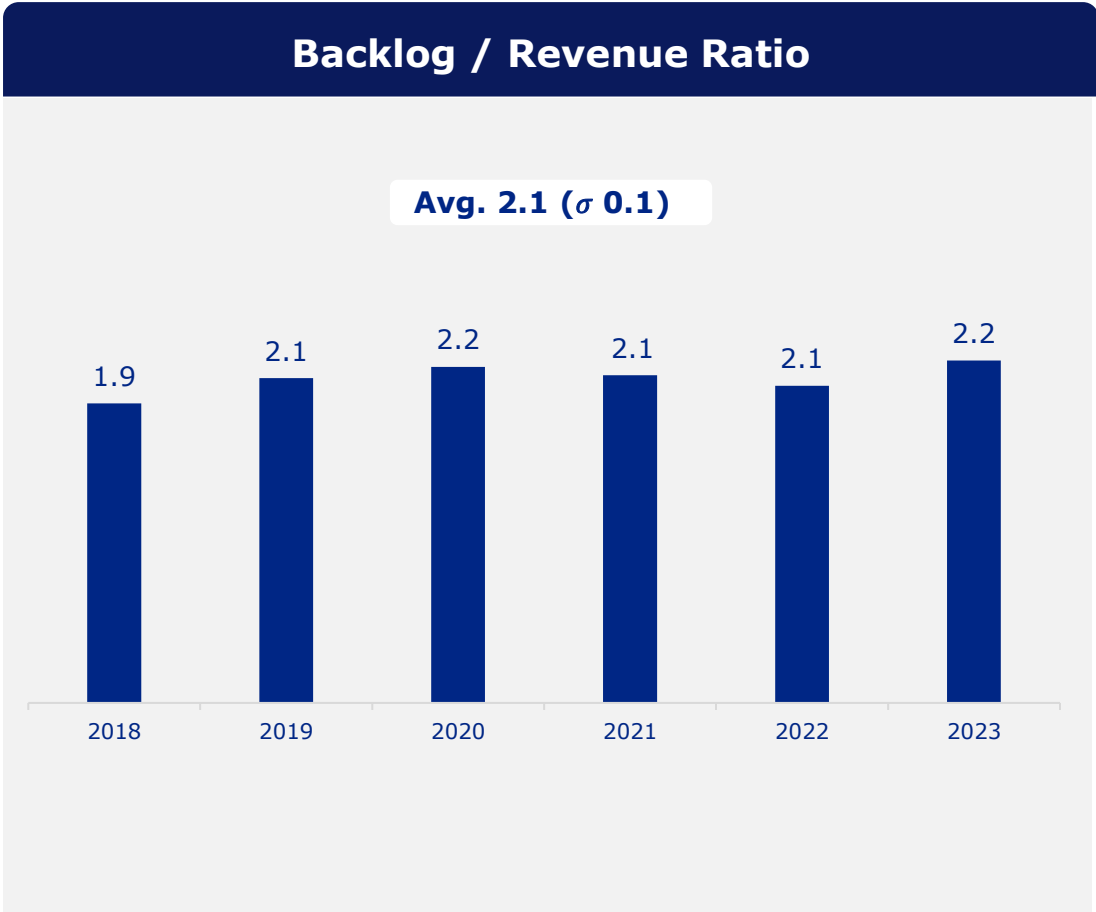
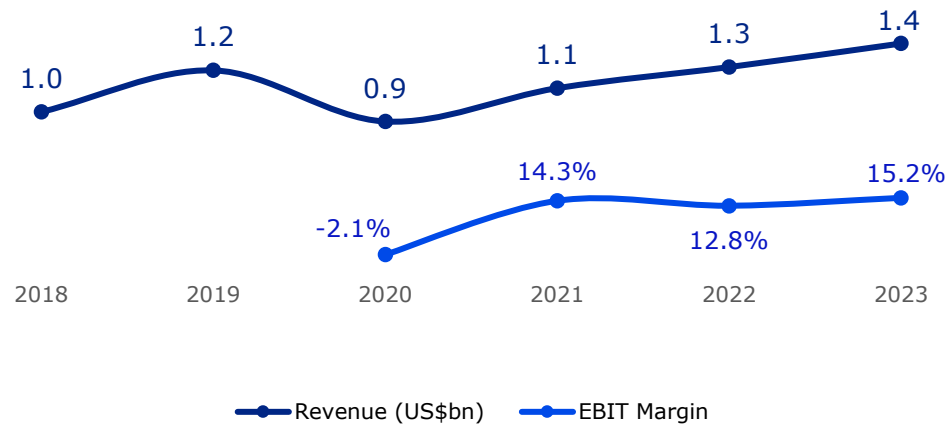
SERVICES & SUPPORT BACKLOG



Backlog¹



Revenue and EBIT Margins



Note: After 2018 Services & Support reported as a separated business unit, (1) Backlog considers only pool parts contracts

APPENDIX

HISTORICAL FINANCIAL INFORMATION



INCOME STATEMENT



(In millions of U.S. dollars, except weighted shares and earnings per share)

CONSOLIDATED STATEMENTS OF INCOME	2019	2020	2021	2022	2023
REVENUE	5,463	3,771	4,197	4,540	5,269
Cost of sales and services	(4,667)	(3,294)	(3,538)	(3,628)	(4,359)
GROSS PROFIT	796	478	660	912	910
OPERATING INCOME (EXPENSE)					
Administrative	(190)	(143)	(153)	(185)	(205)
Selling	(287)	(194)	(226)	(274)	(315)
Expected credit losses over financial assets and contract assets	1	(62)	13	(17)	10
Research	(49)	(30)	(43)	(110)	(90)
Employee profit sharing	-	-	-	-	-
Other operating income (expense), net	(347)	(375)	(50)	(445)	(6)
Equity in gain or losses of associates	(0)	3	1	9	10
OPERATING PROFIT BEFORE FINANCIAL INCOME	(77)	(323)	201	(111)	315
Financial income (expense), net	(116)	(233)	(199)	(124)	129
Foreign exchange gain (loss), net	7	(79)	26	28	(1)
Other non operating (expense) income, net	-	-	-	-	-
PROFIT BEFORE TAX ON INCOME	(186)	(635)	27	(206)	121
Income tax (expense) income	(130)	(93)	(71)	2	44
NET INCOME	(317)	(728)	(44)	(204)	164

CASH FLOW



(In millions of U.S. dollars)

CONSOLIDATED STATEMENTS OF CASH FLOWS	2019	2020	2021	2022	2023
Net cash generated by (used in) operating activities	894	(1,290)	515	751	617
Net cash generated by (used in) investing activities	408	(105)	(132)	(110)	(448)
Net cash generated by (used in) financing activities	(257)	1,009	(431)	(669)	(349)
Effects of exchange rate changes on cash and cash equivalents	(18)	(38)	2	4	(10)
Increase (decrease) in cash and cash equivalents	1,045	(387)	(47)	(27)	(179)
Cash and cash equivalents at the beginning of the period	1,281	2,308	1,883	1,839	1,816
Cash and cash equivalents at the end of the period	2,308	1,883	1,839	1,816	1,626

BALANCE SHEET

(In millions of U.S. dollars)

ASSETS	2019	2020	2021	2022	2023
CURRENT					
Cash and cash equivalents	2,308	1,883	1,818	1,817	1,629
Financial investments	411	818	751	494	522
Trade accounts receivable, net	294	203	189	203	218
Derivative financial instruments	1	8	0	5	18
Customer and commercial financing	2	9	10	51	8
Contract assets	496	462	582	505	509
Collateralized accounts receivable	4	4	-	-	-
Inventories	2,384	2,470	1,986	2,329	2,636
Income tax and Social Contribution	93	114	115	106	203
Guarantee deposits	0	0	1	-	-
Other assets	199	177	194	246	313
Assets held for sale	-	-	231	-	-
	6,192	6,147	5,876	5,757	6,055
NON-CURRENT					
Financial investments	61	52	66	170	170
Contract assets	-	-	-	1	2
Trade accounts receivable, net	-	-	-	2	3
Derivative financial instruments	1	1	-	6	-
Customer and commercial financing	9	21	22	50	54
Collateralized accounts receivable	14	10	-	-	-
Guarantee deposits	1	2	2	-	-
Deferred income tax and social contribution	35	105	98	48	138
Other assets	94	111	126	135	141
Investments	8	5	4	12	28
Property, plant and equipment, net	2,059	1,956	1,688	1,649	1,771
Intangible assets	2,052	2,076	2,213	2,247	2,331
Right of use assets	48	62	60	65	88
TOTAL NON-CURRENT ASSETS	4,381	4,400	4,279	4,386	4,218
TOTAL ASSETS	10,573	10,548	10,155	10,142	10,783

(In millions of U.S. dollars)

LIABILITIES & SHAREHOLDERS' EQUITY	2019	2020	2021	2022	2023
CURRENT					
Trade accounts payable	833	502	495	740	787
Trade accounts payable - Supplier finance	-	-	15	28	38
Loans and financing	215	376	574	309	127
Lease liabilities	8	11	12	12	14
Other payables	290	246	241	320	332
Contract Liabilities	1,172	1,033	1,205	1,469	1,919
Derivative financial instruments	5	1	3	57	86
Taxes and payroll charges payable	64	72	40	47	43
Income tax and social contribution	98	41	72	107	196
Financial guarantee and residual value	31	43	16	-	-
Unearned income	2	1	3	3	10
Provision	117	99	109	126	115
Liabilities held for sale	-	-	45	-	-
	2,838	2,429	2,829	3,217	3,666
NON-CURRENT					
Loans and financing	3,177	4,073	3,453	2,895	2,759
Lease liabilities	40	53	52	59	82
Non-recourse and recourse debt	14	10	-	-	-
Other payables	18	33	58	51	55
Contract Liabilities	258	262	309	495	622
Derivative financial instruments	-	9	3	40	40
Taxes and payroll charges payable	13	12	10	13	18
Income tax and social contribution	-	-	-	4	5
Deferred income tax and social contribution	301	475	506	371	305
Financial guarantee and residual value	110	83	3	-	-
Unearned income	64	57	38	23	18
Provision	125	114	121	150	174
	4,120	5,180	4,551	4,101	4,078
SHAREHOLDERS' EQUITY					
Capital/Common	1,552	1,552	1,552	1,552	1,552
Treasury shares	(27)	(26)	(28)	(28)	(28)
Revenue reserves	2,110	1,378	1,302	1,116	1,280
Share-based remuneration	37	37	37	40	45
Retained earnings (losses)	(155)	(115)	(194)	(190)	(153)
Transactions with non controlling shareholder	-	-	-	77	91
	3,518	2,826	2,668	2,568	2,787
Noncontrolling interest	97	113	107	257	253
	3,615	2,939	2,775	2,824	3,039
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	10,573	10,548	10,155	10,142	10,783

APPENDIX

COMPANY INFORMATION



EMBRAER'S HISTORY



60's



Embraer is Founded

Production of Bandeirante

70's



Development of EMB 312 Tucano

Start of Exports

80's



Great Technological Leap

1994



**Privatization
ERJ Family Launch**

1999



E-Jet Family

2000



Beginning of Executive Aviation

2009



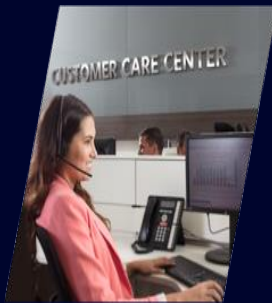
**KC-390
MILLENNIUM**

2013



E-Jet E2 Family

2017



Services & Support Unit Creation

2018



Praetors' Launch

2018



Beginning of the eVTOL Project

2021



ESG Targets

2021



Energia Family

2022



EVE'S IPO

WHERE WE ARE



1

Brazil
São José dos Campos
Gavião Peixoto
Botucatu
Taubaté
Brasília
Belo Horizonte
São Paulo
Rio de Janeiro
Sorocaba
Campinas

Subsidiaries:
Atech
Visiona
Tempest

2

United States
Mesa
Nashville
Melbourne
Irwindale
Fort Lauderdale
Davies
Jacksonville
Memphis
Dallas

Subsidiaries:
Embraer Cae
Training Services
Eve

3

Mexico
Chihuahua
Subsidiary:
EzAir
Interior

4

Portugal
Alverca
Subsidiary:
OGMA

5

United Kingdom
Farnborough
Subsidiary:
Embraer Cae
Training Services

6

Ireland
Dublin

7

France
Le Bourget

8

Netherlands
Amsterdam

9

Arab Emirates
Dubai

10

Singapore
Singapore

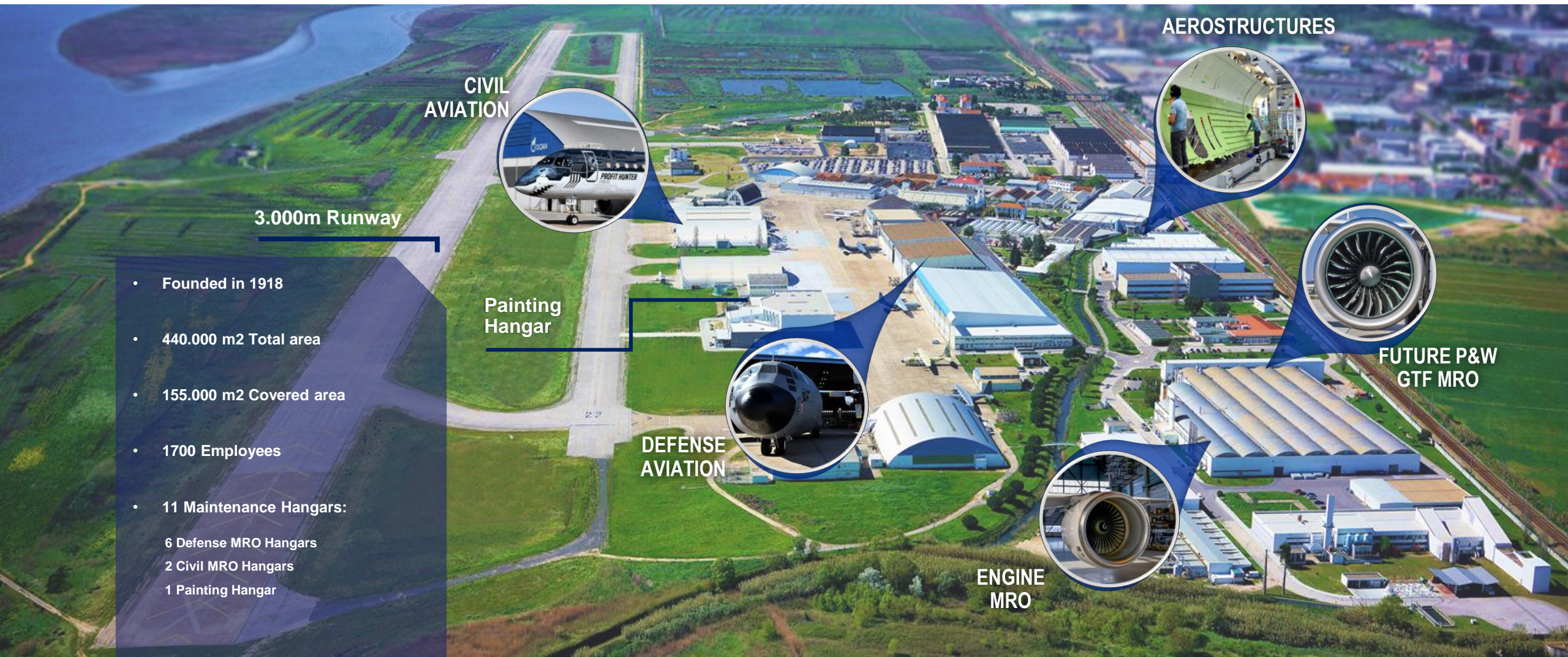
11

China
Beijing



ONE SITE, A WORLD OF CAPABILITIES

Over 105 years of experience and located in a strategic location in Alverca – 15 km North of Lisbon, Portugal – OGMA has a diversified maintenance and production plant focused on 3 Business Units: Aviation MRO, Engine MRO and Aerostructures:



3.000m Runway

CIVIL
AVIATION



Painting
Hangar

DEFENSE
AVIATION



AEROSTRUCTURES



FUTURE P&W
GTF MRO



ENGINE
MRO



- Founded in 1918
- 440.000 m2 Total area
- 155.000 m2 Covered area
- 1700 Employees
- 11 Maintenance Hangars:
 - 6 Defense MRO Hangars
 - 2 Civil MRO Hangars
 - 1 Painting Hangar

ECTS - EMBRAER-CAE TRAINING SERVICES FOR PHENOM 100/300 & E-JETS E2

50+

National aviation
authorities'
certifications

27,000

Hours of
simulator training
per year

1,500+

Pilots trained
every year

8

Simulators in 5 different
locations

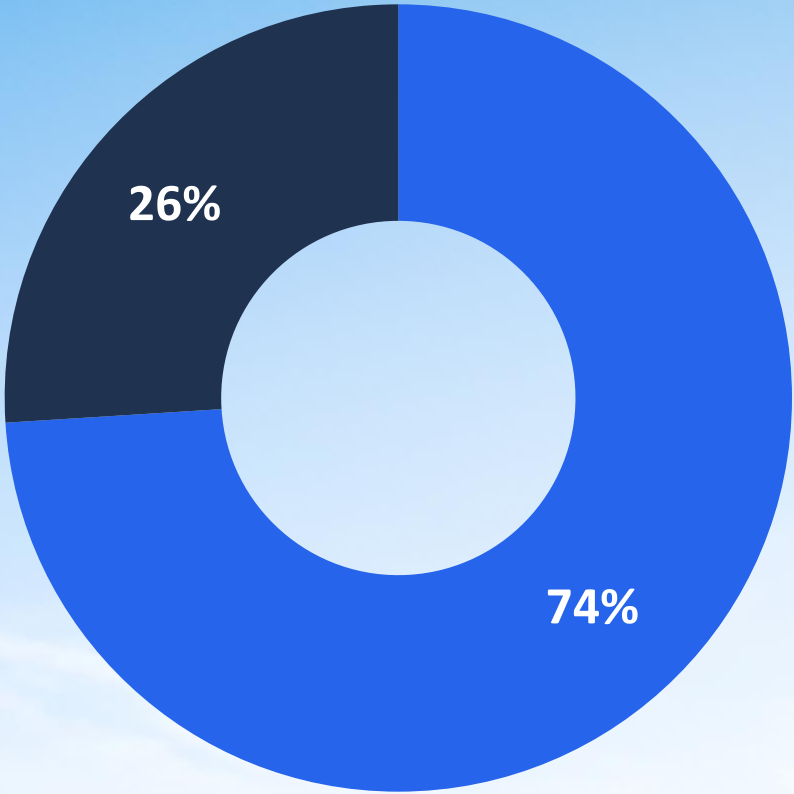
(Dallas, Las Vegas,
São Paulo, Burgess Hill,
and Singapore)

← EMBRAER | CAE
Embraer-CAE Training Services

OWNERSHIP STRUCTURE

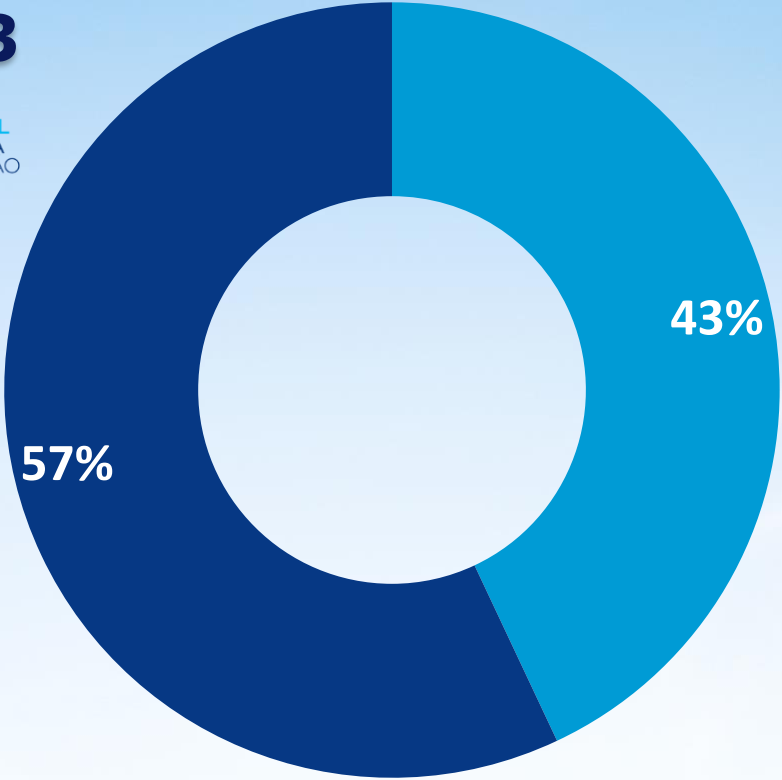


**LOCAL
SHAREHOLDERS**

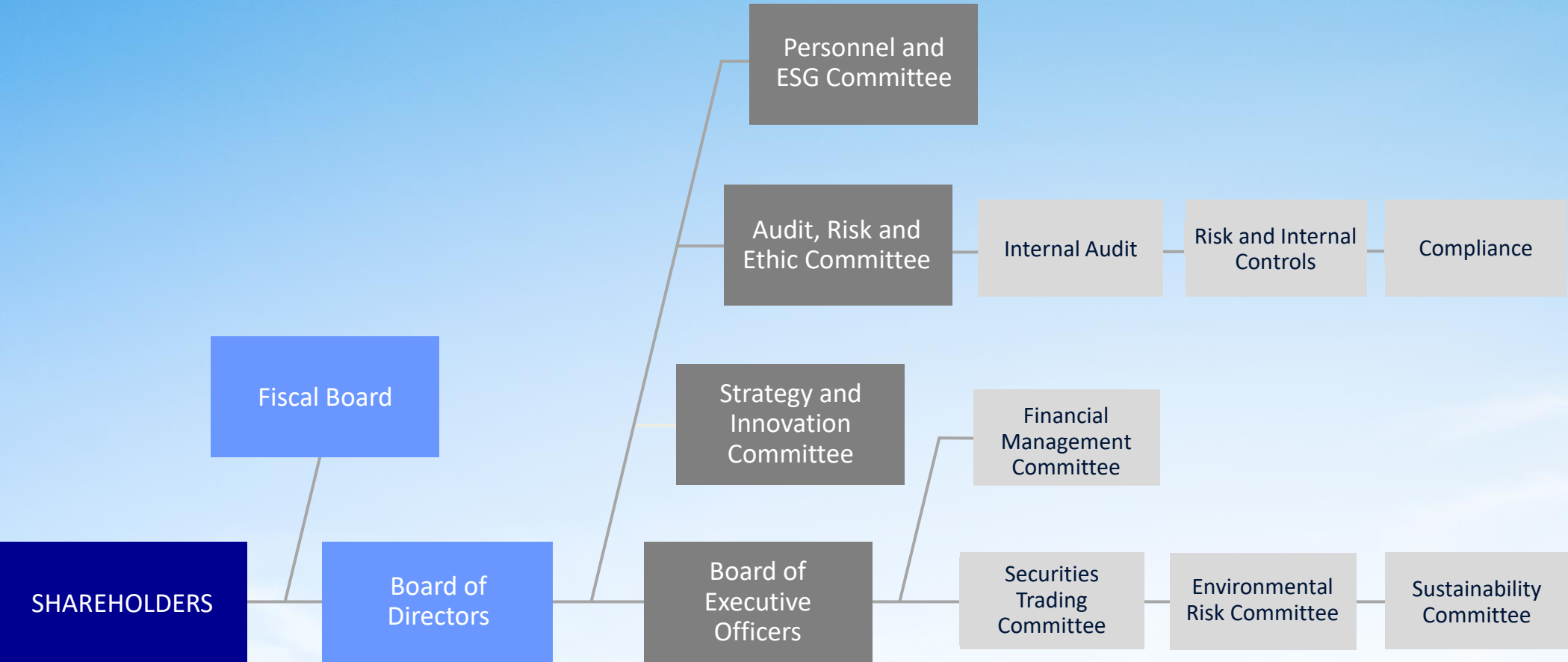


**INTERNACIONAL
SHAREHOLDERS**

EMBR3



CORPORATE GOVERNANCE STRUCTURE





720

Students in São José
dos Campos and
Botucatu

+5,000

Students graduated
since 2002

+80%

Approval at public
universities

EMBRAER HIGH SCHOOL



DISCLAIMER

This presentation includes forward-looking statements or statements about events or circumstances which have not occurred, We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends affecting our business and our future financial performance, These forward-looking statements are subject to risks, uncertainties and assumptions, including, among other things: general economic, political and business conditions, both in Brazil and in our market, The words “believes,” “may,” “will,” “estimates,” “continues,” “anticipates,” “intends,” “expects” and similar words are intended to identify forward-looking statements, We undertake no obligations to update publicly or revise any forward-looking statements because of new information, future events or other factors, In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation might not occur, Our actual results could differ substantially from those anticipated in our forward-looking statements,