



Embraer Meets Aircraft Delivery Guidance for 2013, with 90 Commercial and 119 Executive Jets

São José dos Campos, Brazil, January 15, 2014 – Embraer S.A. (NYSE: ERJ; BM&FBOVESPA: EMBR3) delivered 32 commercial and 53 business jets during the fourth quarter of 2013 (4Q13), thus closing out the year with 90 airplanes delivered to the airline market and 119 to executive aviation, that is, 90 light and 29 large jets. Therefore, Embraer met the estimated aircraft delivery guidance proposed for 2013, for both commercial jets and executive jets from the light and large categories. At the end of the year, the firm order backlog stood at USD 18.2 billion.

Deliveries by Segment	4Q13	2013
Commercial Aviation	32	90
EMBRAER 170 (E170)	1	4
EMBRAER 175 (E175)	12	24
EMBRAER 190 (E190)	14	45
EMBRAER 195 (E195)	5	17
Executive Aviation	53*	119
Light jets	38	90
Large jets	15	29
TOTAL	85	209

*8 Phenom 100, 30 Phenom 300, 12 Legacy 650, 3 Lineage 1000

The main highlight of the quarter was the signing of a contract with American Airlines, Inc. for 60 E175 jets, with options to buy an additional 90 jets of the same model.

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Backlog – Commercial Aviation (December 31, 2013)

Model	Firm Orders	Options	Deliveries	Firm Order Backlog
E170	188	26	187	1
E175	375	472	187	188
E190	569	169	496	73
E195	145	22	128	17
E175-E2	100	100	0	100
E190-E2	25	25	0	25
E195-E2	25	25	0	25
TOTAL	1,427	839	998	429

Note: Deliveries and firm order backlog include orders for the Defense segment placed by State-run airlines (Satena and TAME).

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Note to Editors

Embraer S.A. (NYSE: ERJ; BM&FBOVESPA: EMBR3) is the world's largest manufacturer of commercial jets up to 130 seats, and one of Brazil's leading exporters. Embraer's headquarters are located in São José dos Campos, São Paulo, and it has offices, industrial operations and customer service facilities in Brazil, China, France, Portugal, Singapore, and the U.S. Founded in 1969, the Company designs, develops, manufactures and sells aircraft and systems for the commercial aviation, executive aviation, and defense and security segments. It also provides after sales support and services to customers worldwide. For more information, please visit www.embraer.com

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Firm Order Portfolio

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 170	188	187	1
Airnorth (Australia)	1	1	-
Alitalia (Italy)	6	6	-
BA CityFlyer (UK)	6	6	-
Cirrus (Germany)	1	1	-
ECC Leasing (Ireland)	6	6	-
EgyptAir (Egypt)	12	12	-
Finnair (Finland)	10	10	-
GECAS (USA)	9	9	-
JAL (Japan)	15	14	1
Jetscape (USA)	1	1	-
LOT Polish (Poland)	6	6	-
Petro Air (Libya)	2	2	-
Regional (France)	10	10	-
Republic Airlines (USA)	48	48	-
Satena (Colombia)	1	1	-
Saudi Arabian Airlines (Saudi Arabia)	15	15	-
Sirte Oil (Libya)	1	1	-
Suzuyo (Japan)	2	2	-
TAME (Ecuador)	2	2	-
US Airways (USA)	28	28	-
Virgin Australia (Australia)	6	6	-

* Aircraft delivered by ECC Leasing: one to Cirrus, two to Paramount, one to Satena and two to Gulf Air

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 175	375	187	188
Air Canada (Canada)	15	15	-
Aldus (Ireland)	5	-	5
ECC Leasing (Ireland)	1	1	-
Air Lease (USA)	8	8	-
Alitalia (Italy)	2	2	-
American Airlines (USA)	60	-	60
CIT (USA)	4	4	-
Flybe (UK)	35	11	24
GECAS (USA)	5	5	-
Jetscape (USA)	4	4	-
LOT Polish (Poland)	12	12	-
Northwest (USA)	36	36	-
Oman Air (Oman)	5	5	-
Republic Airlines (USA)	101	73	28
Royal Jordanian (Jordan)	2	2	-
TRIP (Brazil)	5	5	-
United Airlines (USA)	30	-	30
Skywest (USA)	40	-	40
Suzuyo (Japan)	5	4	1
Undisclosed	-	-	-

* Aircraft delivered by ECC Leasing: one to Air Caraïbes

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Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 190	569	496	73
Aero Republica (Colombia)	5	5	-
Aeromexico (Mexico)	12	12	-
Aldus (Ireland)	15	-	15
Air Astana (Kazakhstan)	2	2	-
Air Canada (Canada)	45	45	-
Air Caraibes (Guadeloupe)	1	1	-
Air Costa (India)	1	-	1
Air Lease (USA)	23	23	-
Air Moldova (Moldova)	1	1	-
Augsburg (Germany)	2	2	-
Austral (Argentina)	22	22	-
AZAL (Azerbaijan)	4	4	-
Azul (Brazil)	5	5	-
BA CityFlyer (UK)	9	8	1
BOC Aviation (Singapore)	14	6	8
Conviasa (Venezuela)	13	13	-
China Southern (China)	20	20	-
CIT (USA)	7	2	5
Copa (Panama)	15	15	-
Dniproavia (Ukraine)	5	5	-
ECC Leasing (Ireland)	1	1	-
Finnair (Finland)	12	12	-
GECAS (USA)	27	26	1
Hainan (China)	50	50	-
Hebei (China)	7	5	2
JetBlue (USA)	88	64	24
Jetscape (USA)	7	7	-
Kenya Airways (Kenia)	10	10	-
KLM (Netherlands)	22	22	-
KunPeng (China)	5	5	-
LAM (Mozambique)	3	2	1
Lufthansa (Germany)	9	9	-
M1 Travel (Lebanon)	8	8	-
NAS Air (Saudi Arabia)	10	3	7
NIKI (Áustria)	7	7	-
Regional (France)	10	10	-
Republic (USA)	2	2	-
Taca (El Salvador)	11	11	-
TAME (Ecuador)	3	3	-
TRIP (Brazil)	3	3	-
US Airways (USA)	25	25	-
Virgin Austrália (Australia)	18	18	-
Virgin Nigeria (Nigeria)	2	2	-
Undisclosed	8	-	8

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Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 195	145	128	17
Aurigny (Guernsey)	1	-	1
Azul (Brazil)	59	45	14
Belavia (Belarus)	2	-	2
BOC Aviation (Singapore)	1	1	-
Flybe (UK)	14	14	-
GECAS (USA)	12	12	-
Globalia (Spanish)	12	12	-
Jetscape (USA)	2	2	-
LOT Polish (Poland)	4	4	-
Lufthansa (Germany)	34	34	-
Montenegro (Montenegro)	1	1	-
Royal Jordanian (Jordanian)	2	2	-
Trip (Brazil)	1	1	-
Swiss (Switzerland)	-	-	-

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
Embraer 175-E2	100	-	100
Skywest (USA)	100	-	100

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
Embraer 190-E2	25	-	25
ILFC (USA)	25	-	25

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
Embraer 195-E2	25	-	25
ILFC (USA)	25	-	25

Aircraft delivered by ECC Leasing (included in the previous tables)

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
ECC Leasing	8	8	-
EMBRAER 170	6	6	-
Cirrus (Germany)	1	1	-
Paramount (India)	2	2	-
Satena (Colombia)	1	1	-
Gulf Air (Bahrain)	2	2	-
EMBRAER 175	1	1	-
Air Caraibes (Guadeloupe)	1	1	-
EMBRAER 190	1	1	-
JetBlue (USA)	1	1	-

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