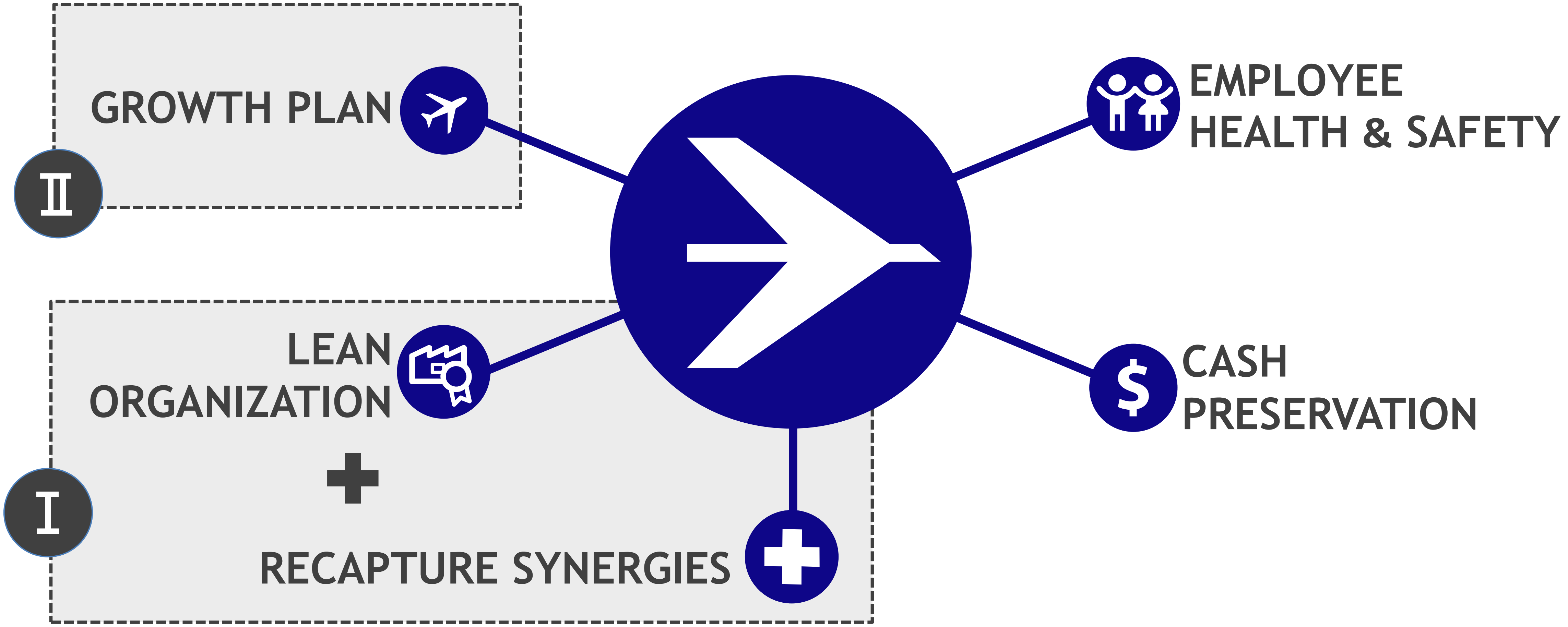
EMBRAER

#ForADifferentWorld

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.

SHORT TERM STRATEGY



I LEAN ORGANIZATION + RECAPTURE SINERGIES

- STRUCTURE ADJUSTMENT IN RESPONSE TO THE IMPACTS OF COVID-19 AND THE CANCELLATION OF THE PARTNERSHIP WITH BOEING
- REINTEGRATION OF COMMERCIAL AVIATION BUSINESS
- SUCCESSFUL VOLUNTARY DISMISSAL PLAN WITH 1,600 PARTICIPANTS
- 15% ADJUSTMENT IN GLOBAL WORKFORCE (3,000 EMPLOYEES)

II GROWTH PLAN: EMBRAER PLAN 21-25

2020	2021	2022-2025
CRISIS RESPONSE	**RECOVERY**	**GROWTH**
SUSTAIN LIQUIDITY & RESTRUCTURING	DEFEND AND GROW MARKET SHARE	CAPTURE EMBRAER FULL POTENTIAL

MAIN OBJECTIVES: **INCREASE REVENUES AND IMPROVE PROFITABILITY**

18 PRIORITY INITIATIVES SPLIT IN **3 WORKSTREAMS:**

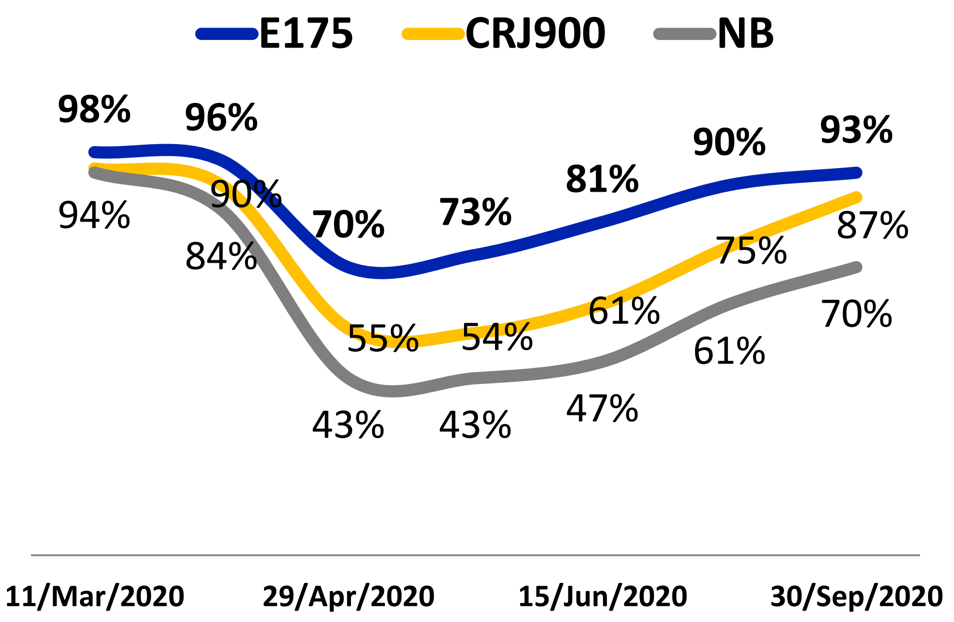
- FOCUS ON EFFICIENCY GAINS PROJECTS: PROCUREMENT; LOGISTICS; PRODUCTION
- INTENSIFY SALES EFFORTS IN OUR NEW AND COMPETITIVE PORTFOLIO
- DIVERSIFICATION, INNOVATION AND PARTNERSHIP

3Q20 EARNINGS RESULTS

COMMERCIAL AVIATION

- DELIVERY OF 7 E-JETS IN 3Q20 (16 YTD)
- INCLUDING FIVE E175 TO UNITED AIRLINES HIGHLIGHTING OUR LEADERSHIP IN THE US
- NEW OPERATOR ALLIANCE AIRLINES FROM AUSTRALIA LEASED 14 E190
- TWO E195 STARTED OPERATION IN VIETNAM WITH NEW CUSTOMER BAMBOO AIRWAYS
- E-JETS LEADING THE US RECOVERY OF DOMESTIC FLIGHTS

US TRAFFIC REBOUND LED BY EMBRAER



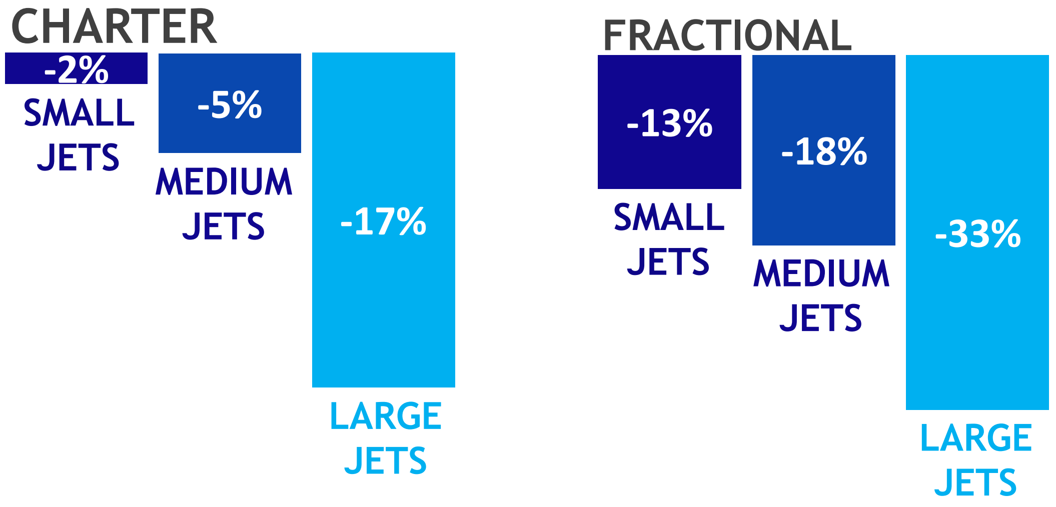
E175: LOWEST PARKED FLEET AND SHOWING BETTER RECOVERY PROFILE

Source: : Cirium Fleet Analyzer

EXECUTIVE JETS

- STRONG DELIVERY PICK UP IN THE 3Q20 WITH 21 EXECUTIVE JETS
- PROFITABILITY TURNAROUND WITH POSITIVE MARGINS IN THE QUARTER AND YEAR TO DATE
- LAUNCH OF THE PHENOM 300MED, A UNIQUE MEDEVAC SOLUTION, ALSO AVAILABLE FOR RETROFIT
- PRAETORS: HEPA FILTERS AS STANDARD, LAVATORY ELECTRIC DOOR AND SYNTHETIC VISION GUIDANCE SYSTEM CERTIFIED
- BIZJET ACTIVITY SHOWING RESILIENCE AMONG SMALL AND MEDIUM SIZE JETS

WORLD FLIGHT ACTIVITY JUL-SEP (YOY)



SMALL/MIDSIZE JETS CLASSES ACCELERATING

Source: Jetnet IQ Pulse report, Sep 2020.
*Note: Data based on JetnetIQ survey pool with 500+ operators, worldwide.

DEFENSE & SECURITY

- SIX C-390 MILLENNIUM UNDER ASSEMBLY (BRAZIL AND PORTUGAL) WITH ONE MORE DELIVERY IN 2020
- C-390 MILLENNIUM RECEIVED 2020 GRAND LAUREATE AWARD IN DEFENSE FROM AVIATION WEEK
- DELIVERY OF TEN A-29 SUPER TUCANO TO CHILE, PHILIPPINES AND NIGERIA
- FIRST GRIPEN E ARRIVED IN BRAZIL TO START FLIGHT-TEST CAMPAIGN

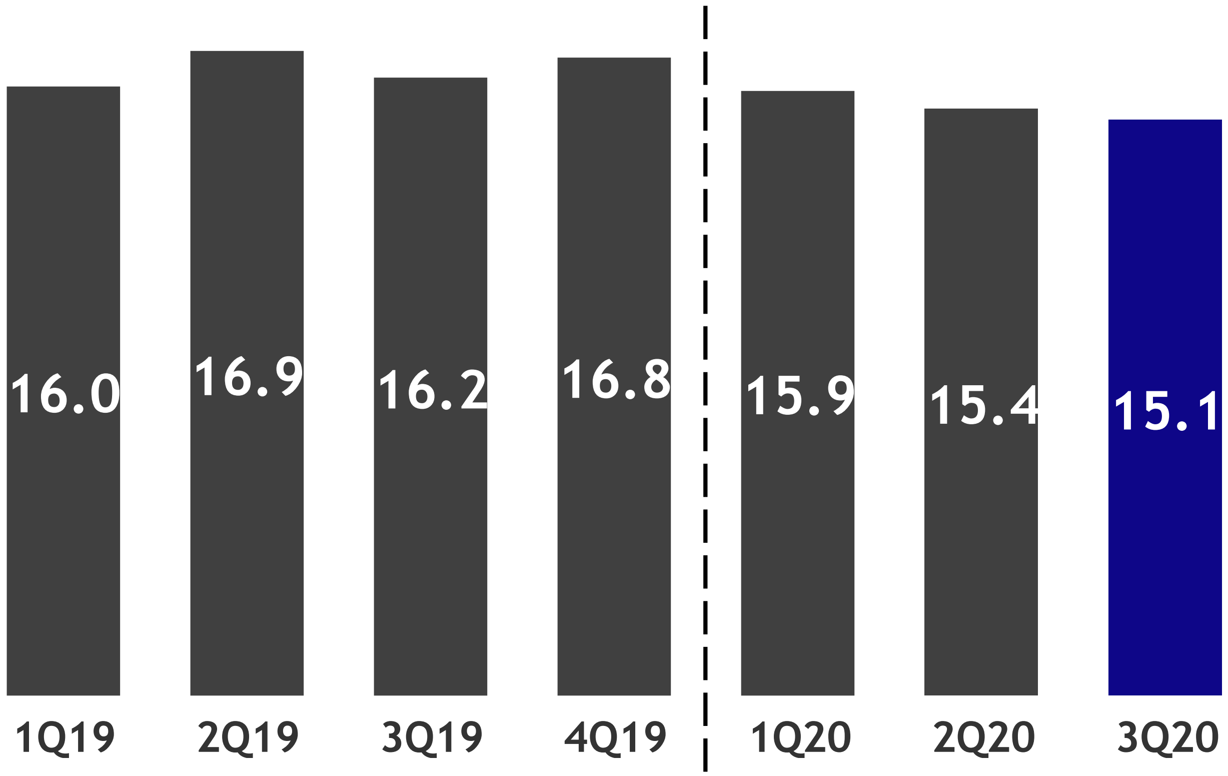
SERVICES & SUPPORT

- EMBRAER RANKED #1 IN PRO PILOT’S CORPORATE AIRCRAFT PRODUCT SUPPORT SURVEY
- COMPLETED 7TH CONVERSION OF A LEGACY 450 TO A PRAETOR 500
- FIRST E-JET MODIFIED AND CERTIFIED FOR CARGO TRANSPORTATION IN CABINS
- C390 MILLENNIUM EXCELENT RELIABILITY IN HUMANITARIAN MISSIONS IN BRAZIL AND ABROAD

FINANCIAL RESULTS

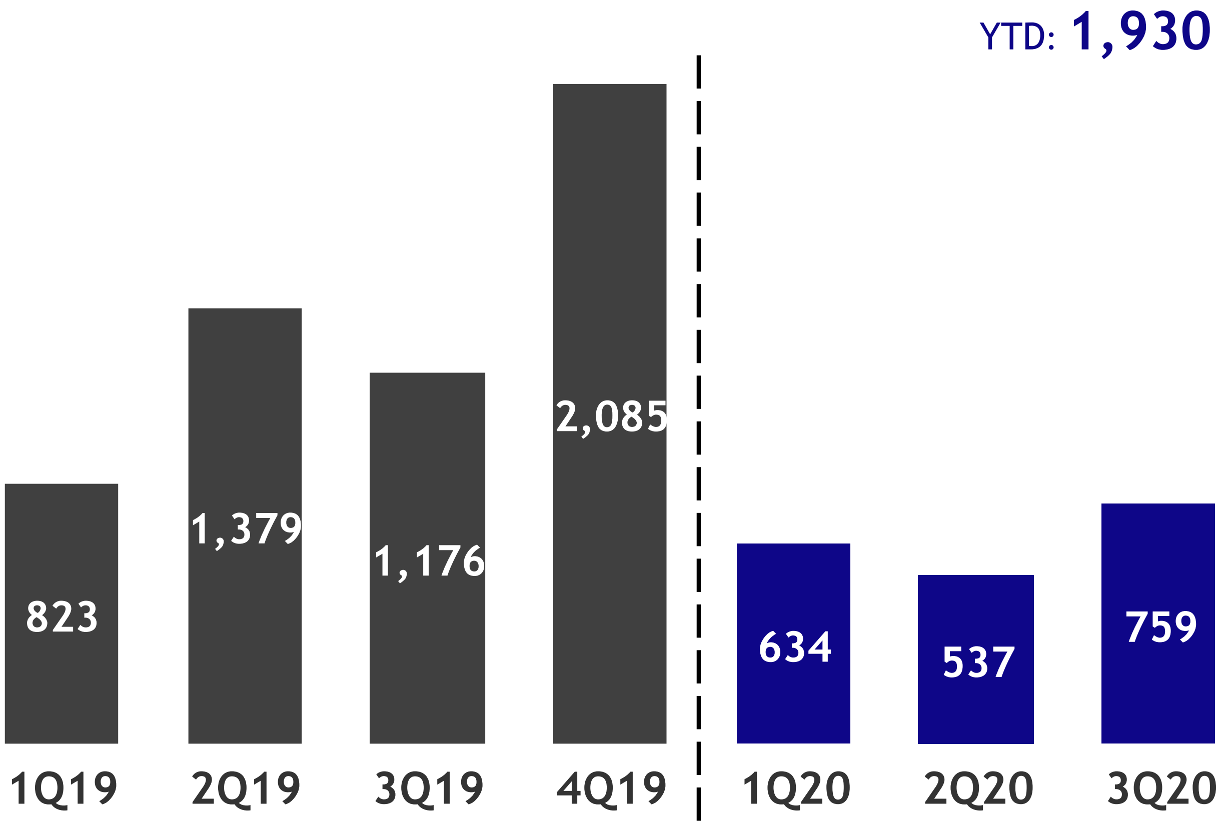
FIRM ORDER BACKLOG

US$ Billion



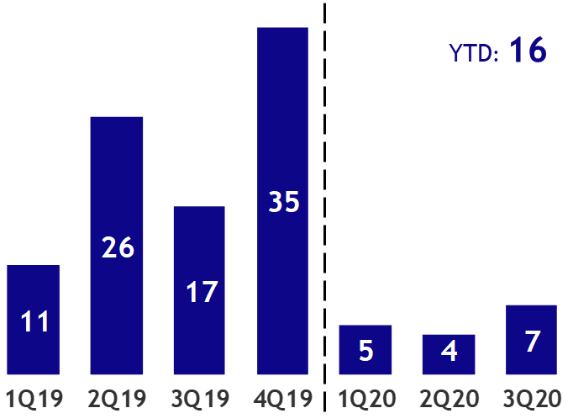
NET REVENUES

US$ Million

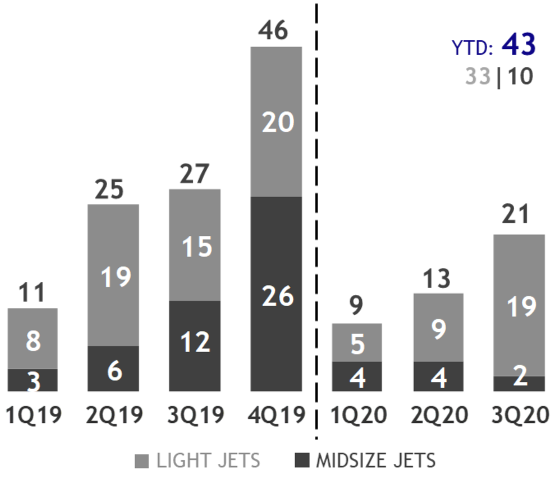


A/C DELIVERIES

COMMERCIAL AVIATION

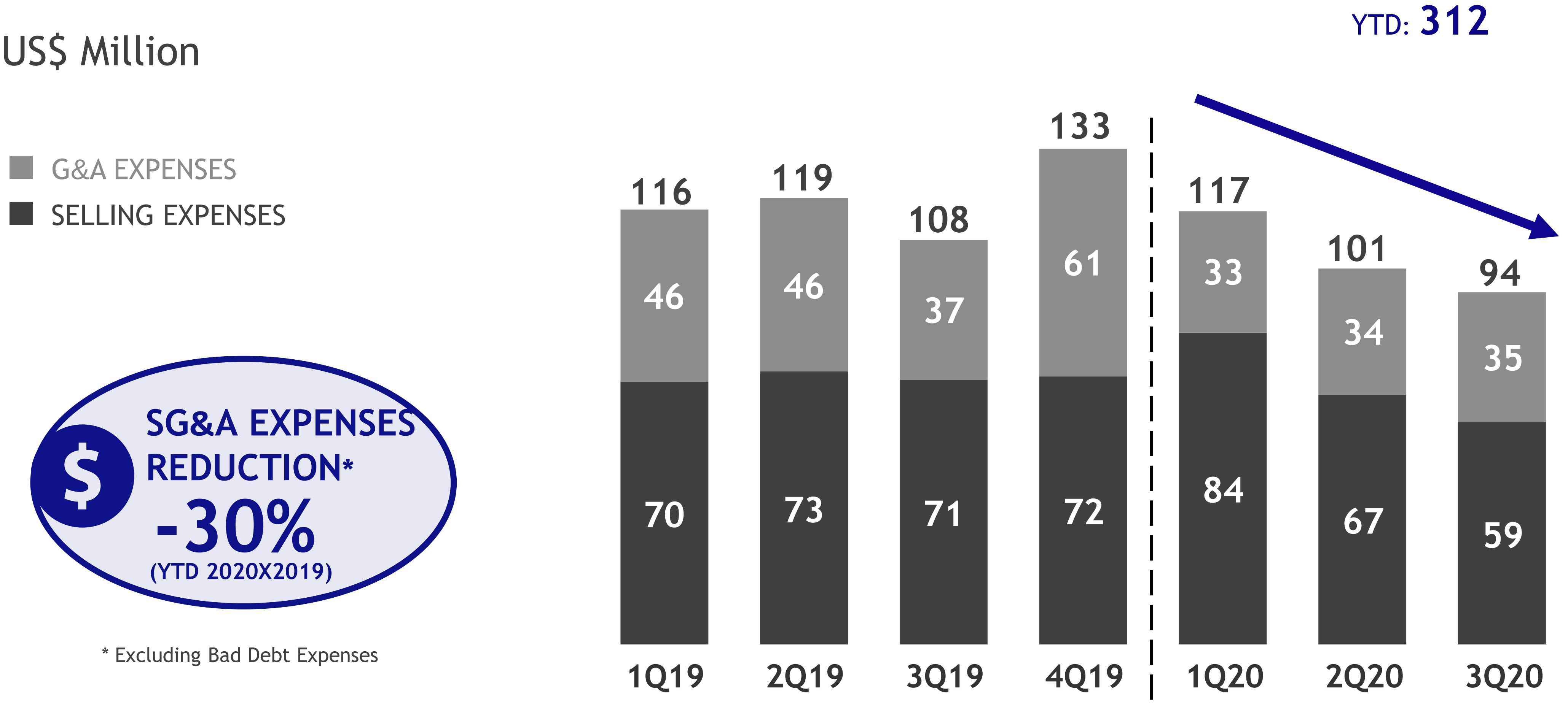


EXECUTIVE JETS



SG&A EXPENSES

US$ Million



SG&A EXPENSES REDUCTION*

-30%

(YTD 2020X2019)

* Excluding Bad Debt Expenses

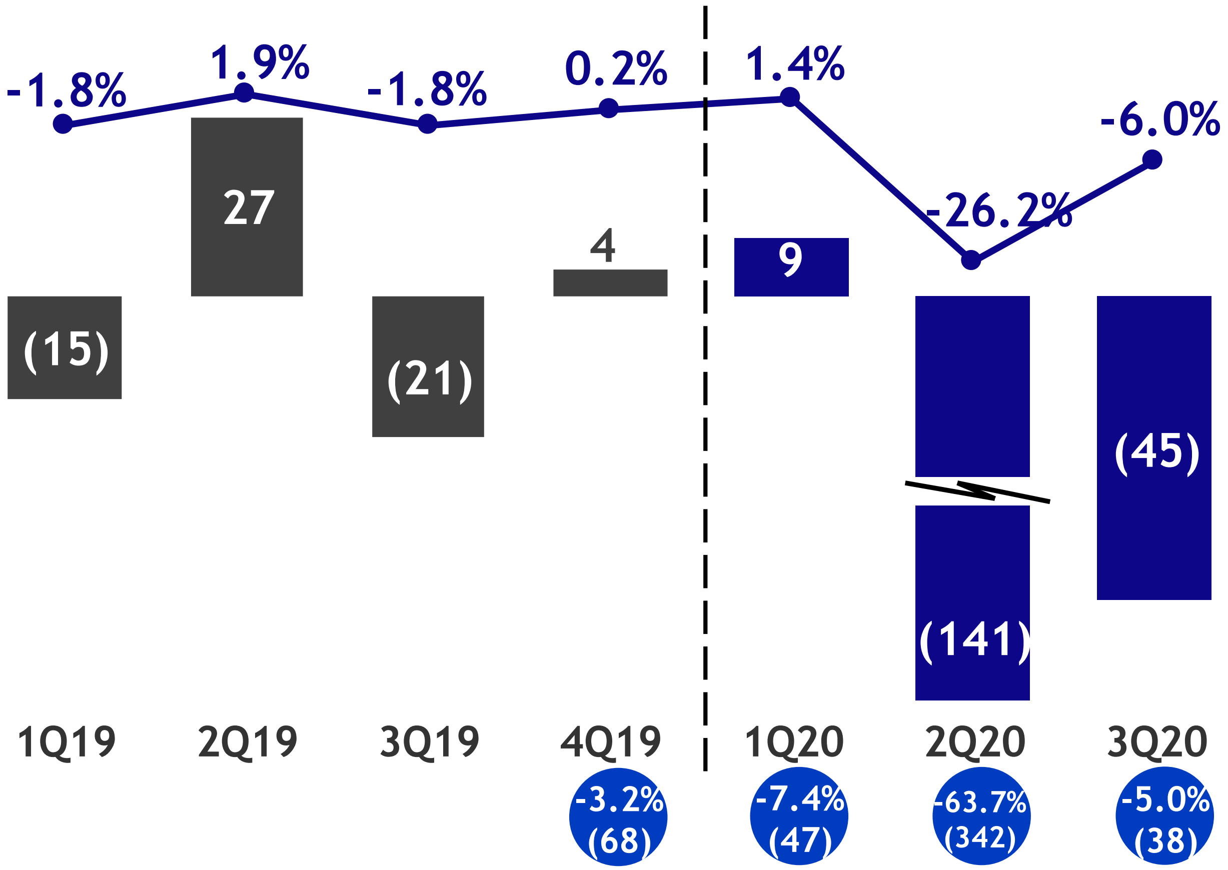
ADJUSTED EBIT

US$ Million

YTD: **(177)|-9.2%**

- ADJUSTED EBIT
- ADJUSTED EBIT MARGIN
- REPORTED EBIT - INCLUDES SPECIAL ITEMS (US$ MILLION)

4Q19: **(72)**
1Q20: **(56)**
2Q20: **(202)**
3Q20: **(54)** - RESTRUCTURING EXPENSES
(13) - COVID-19 BAD DEBT PROVISION
75 - IMPAIRMENT REVERSAL



ADJUSTED EBITDA

US$ Million

YTD: **(64)|-3.3%**

- ADJUSTED EBITDA
- ADJUSTED EBITDA MARGIN
- REPORTED EBITDA - INCLUDES SPECIAL ITEMS (US$ MILLION)

4Q19: **(72)**
1Q20: **(56)**
2Q20: **(101)**
3Q20: **(54)** - RESTRUCTURING EXPENSES
(13) - COVID-19 BAD DEBT PROVISION
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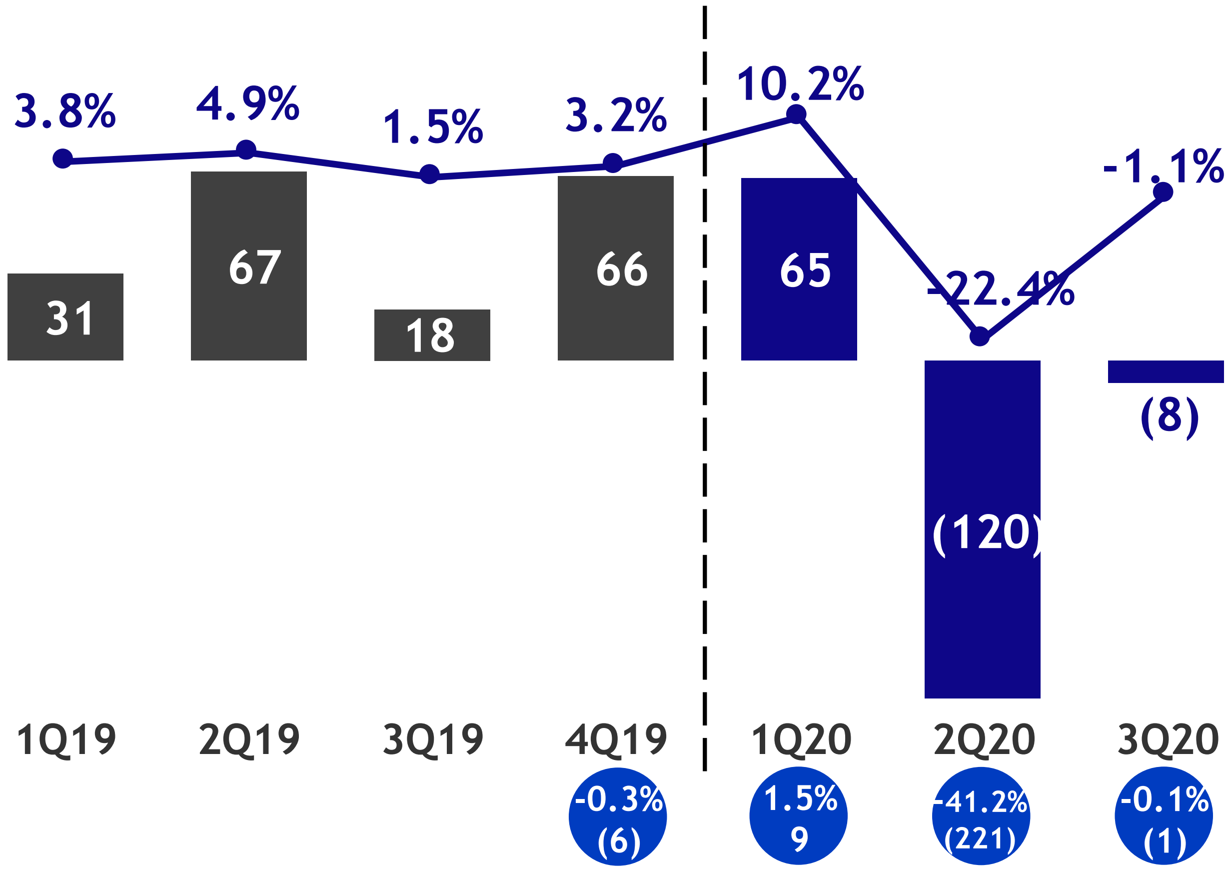
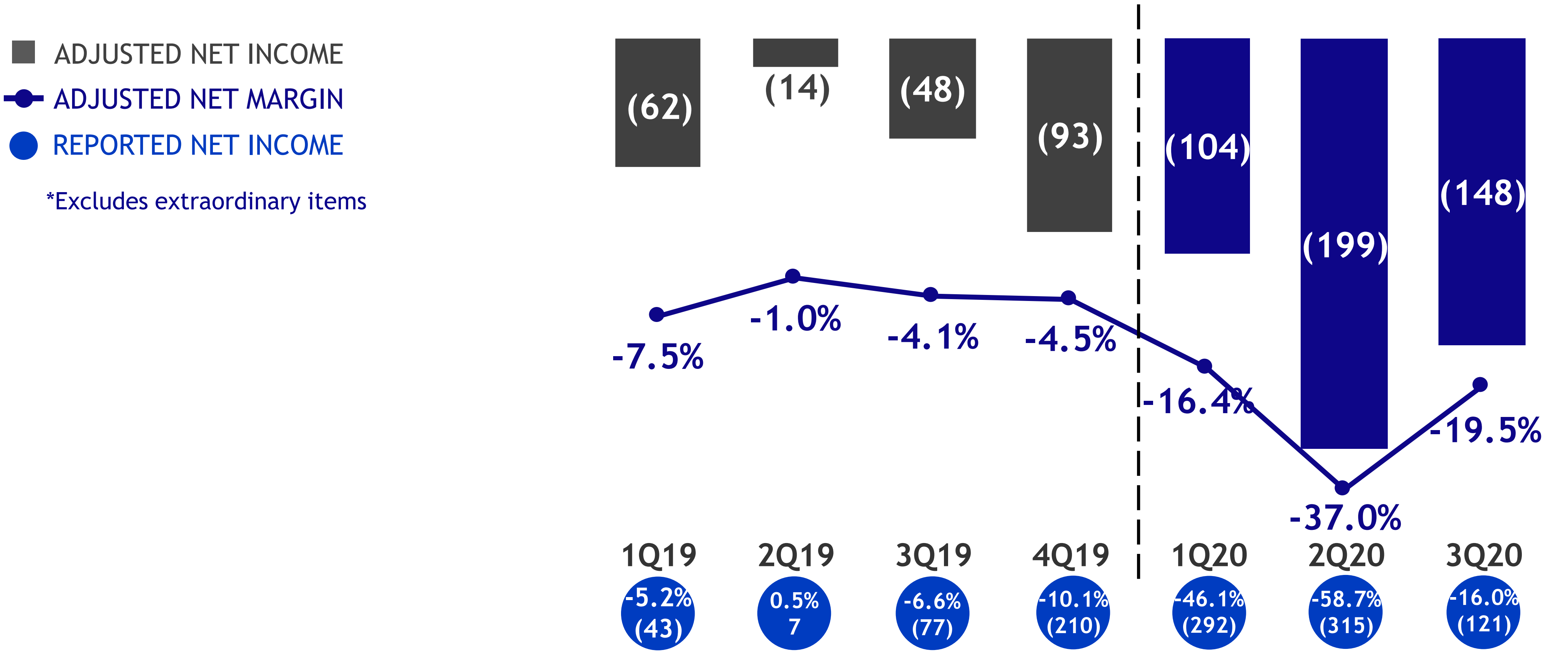


ADJUSTED NET INCOME*

US$ Million

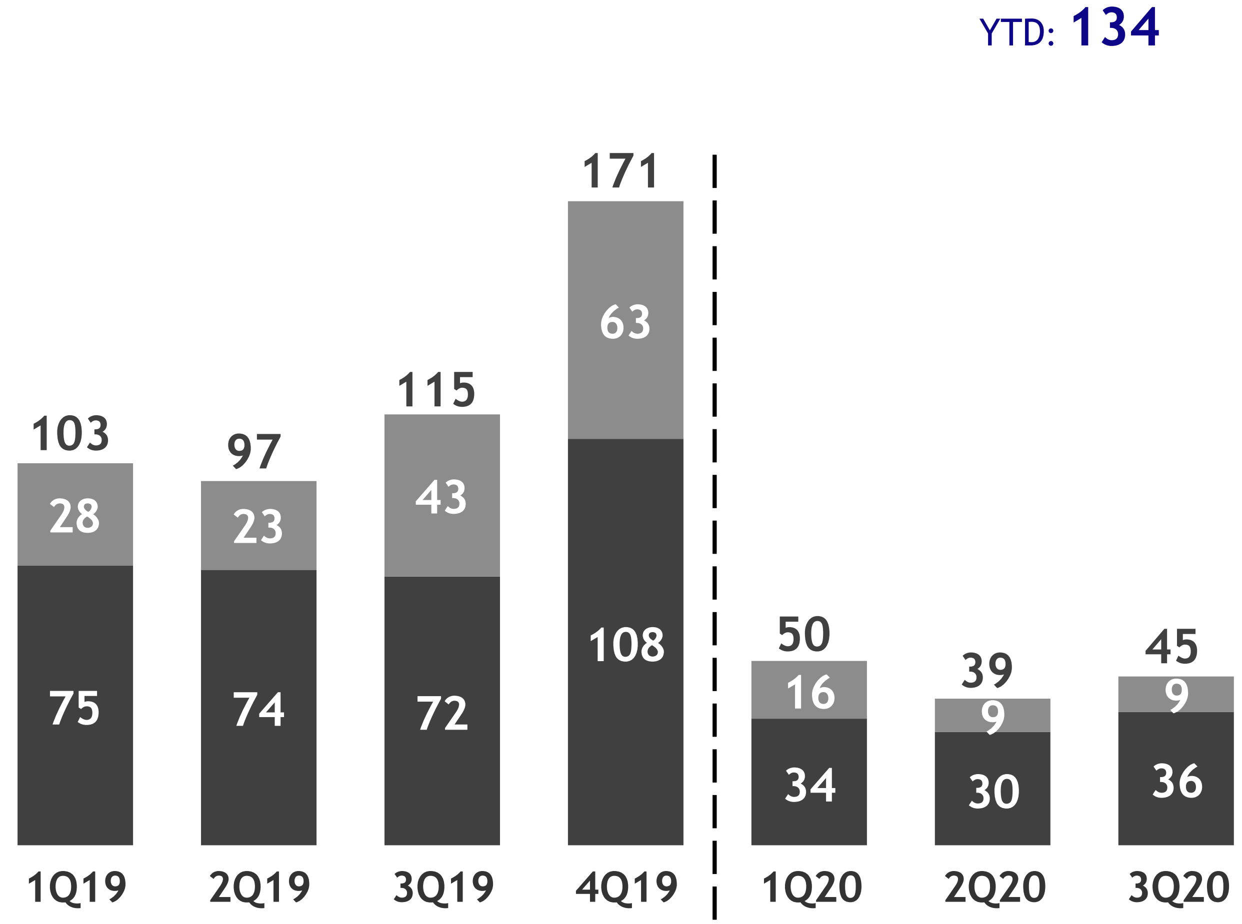
YTD: (451)|-23.4%



*Excludes extraordinary items

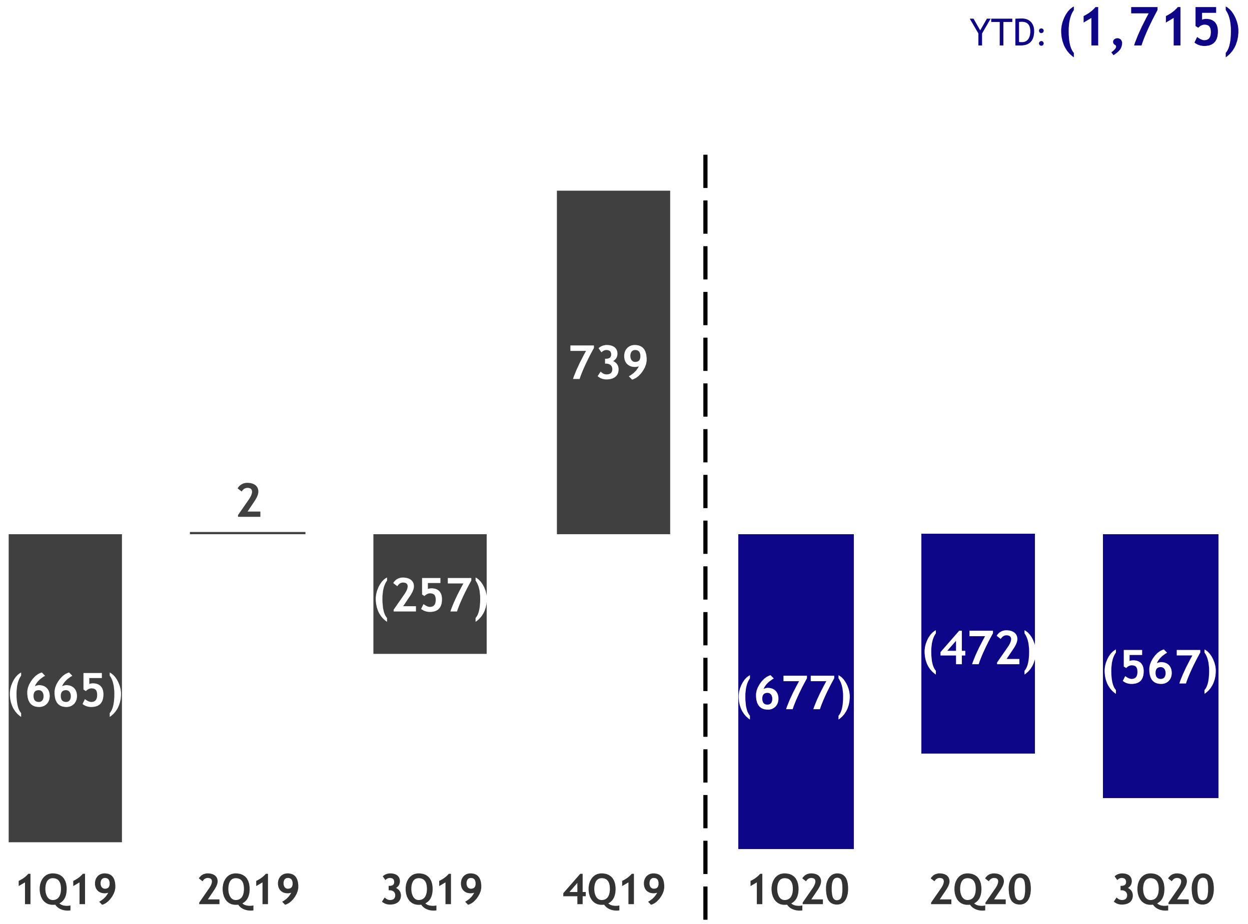
INVESTMENTS

US$ Million



ADJUSTED FREE CASH FLOW

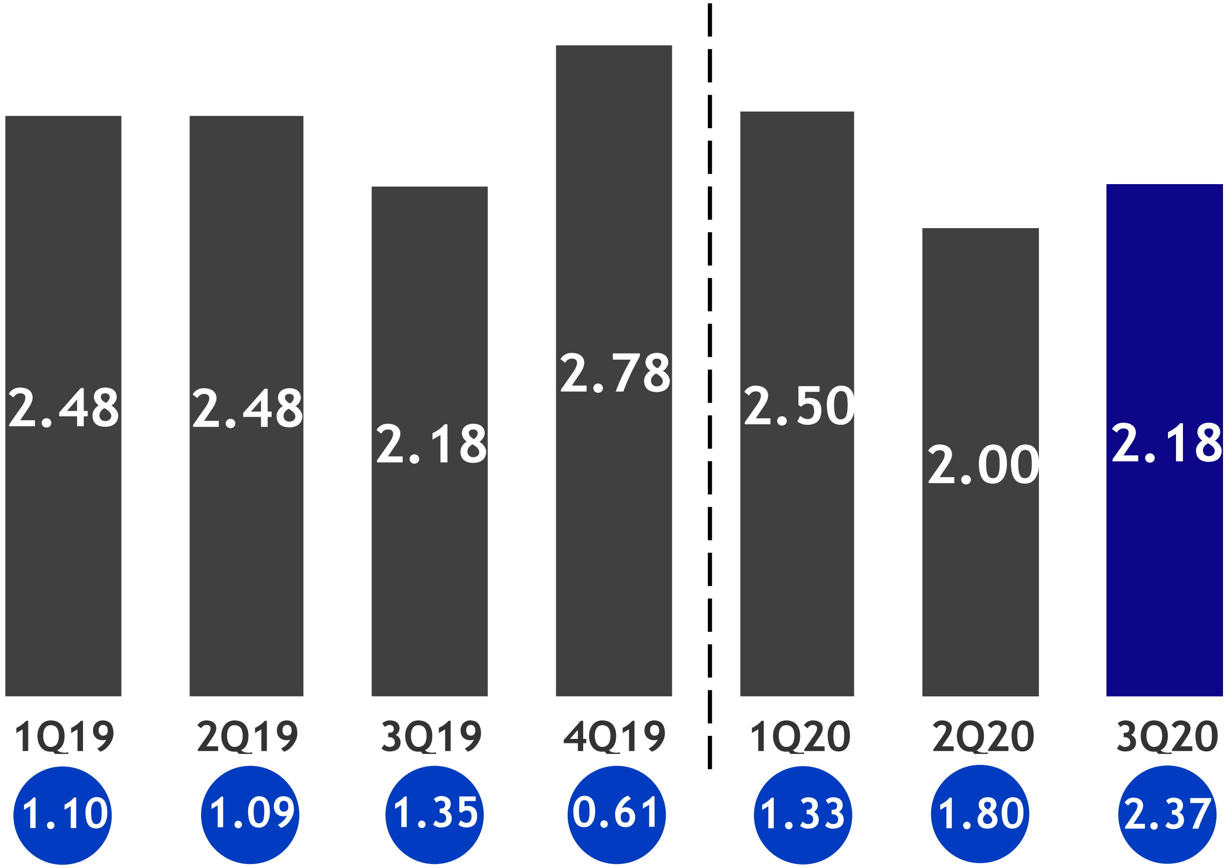
US$ Million



LIQUIDITY - STRONG CASH POSITION

US$ Billion

TOTAL CASH
NET DEBT



LIABILITY MANAGEMENT COMPLETED:

- LIQUIDITY SIMILAR TO PRE-CRISIS LEVEL
- **US$ 750 MILLION IN BONDS** ISSUED
- **90%** OF DEBT IS LONG TERM
- AVERAGE DEBT MATURITY OF **4.5 YEARS**

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