

## **DISCLAIMER**

This conference call may include statements about future events, based on Embraer's expectations and market financial trends. Such statements are subject to uncertainties that may cause actual results to differ from those expressed or implied in this conference call. Except in accordance with the applicable rules, the company assumes no obligation to publicly update any forward-looking statements. For detailed financial information, the company encourages reviewing publications filed by the company with the CVM.



## SUSTAINABLE GROWTH

## Successful growth trajectory

- Strongest 1Q revenue since 2016 (\$1.1 billion)
- Highest 1Q Adj. EBITDA margin (+9.8%) over the last five years
- \$26.4 billion backlog new all-time record

- Operational efficiency: 1Q deliveries 20% higher yoy
- Dividend and IoE: resume payments
- 2025 Guidance: double digit growth

**CULTURE FOUNDATION: SAFETY FIRST, QUALITY ALWAYS IN EVERYTHING WE DO!** 

## **1Q25 HIGHLIGHTS**

# EXECUTIVE STRONG PERFORMANCE:

Historically solid 1Q sales, deliveries & backlog

**Highest 1Q revenue** since 2014 (\$323 million)

# GLOBAL DEFENSE SALES:

KC-390 selection: Sweden (4 a/c) and Slovakia (3 a/c)

A-29: Uruguay (5 a/c) and Panama (4 a/c)

# COMMERCIAL JETS EXPANSION:

**ANA Group** announcement for 15 E190-E2

Helvetic Airways E195-E2 becomes the largest ever jet in London City Airport

# SERVICES SUSTAINABLE GROWTH:

Start of **OGMA PW1900** industrialization phase (EIS<sup>1</sup> 2026)





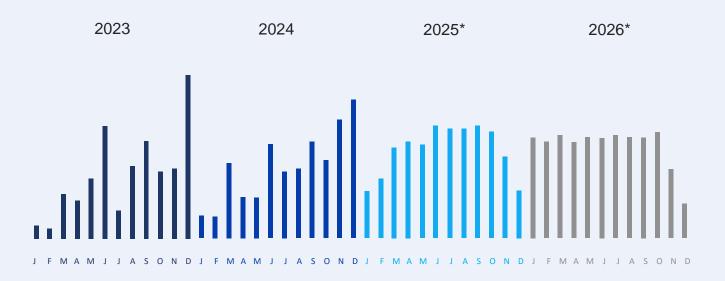




1

## PRODUCTION LEVELING

Create stability and level production throughout the year, in order to increase efficiency, productivity and improve cash flow



## PRODUCTION LEVELING

35%

Increase in aircraft production

**85**%

Reduction of Travel Work<sup>1</sup>

**40%** 

Reduction in the **assembly** cycle

**22%** 

Increase in team productivity



<sup>\*</sup>Improvements in the Praetor production line.

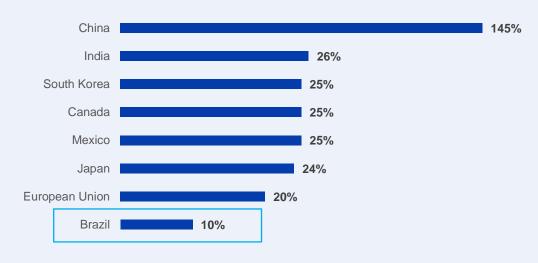
<sup>&</sup>lt;sup>1</sup>Passive hours not completed in the correct position.

## **U.S. TARIFFS**

#### **EFFECTS ON EMBRAER:**

- 1Q results not impacted
- 2025 Guidance reiterated
- U.S. content mitigates exposure
- Commercial Av.: not impacted
- Executive Av.: operational changes to reduce Phenoms & Praetors exposure
- Zero tariffs goal for the complex and globalized aerospace industry production chain

#### **INITIAL TARIFFS IMPOSED BY U.S.\***

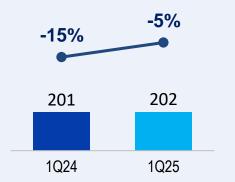


<sup>\*</sup>The U.S. government announced a 90-day pause on 'reciprocal' tariffs on April 9, lowering them to 10% for most countries with the exception of China (145%), Canada and Mexico (25%; except in cases where exemptions apply under the USMCA).



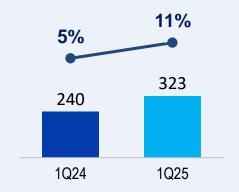


Revenue stable yoy EBIT -\$9.7m (+\$20.2m yoy); margin -4.8% (+1,000bp)





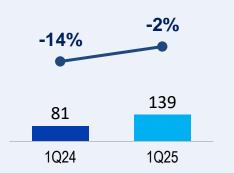
Revenue +35% increase yoy EBIT \$36.3m (+200% yoy); margin +11.3% (+630bp)





DEFENSE & SECURITY

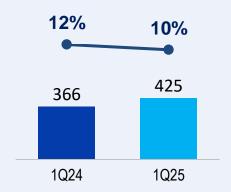
Revenue +72% higher yoy EBIT -\$2m (+\$9m yoy); margin -1.6% (+1,230bp)





SERVICES & SUPPORT

Revenue +16% grow yoy EBIT \$42m (-7% yoy); margin +9.9% (-240bp)

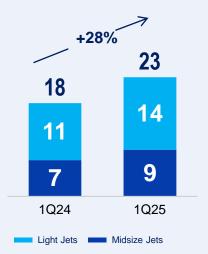


## **EVE'S 2025 ACHIEVEMENTS**







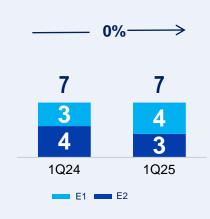


**GUIDANCE 2025**:

145 to 155

1Q25: 23 (15% mid-point; 11% 5Y avg)



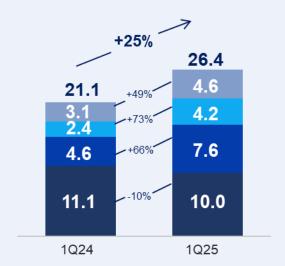


**GUIDANCE 2025**:

77 to 85

1Q25: 7 (9% mid-point; 12% 5Y avg)

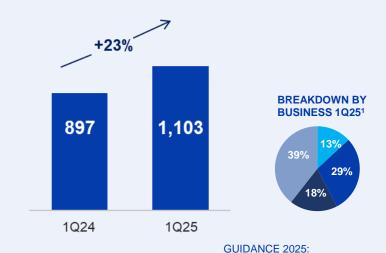
#### **US\$** billion



Executive Aviation Commercial Aviation

## **NET REVENUES**

**US\$ million** 



**US\$7.0 - 7.5 billion** 

1Q25: US\$1,103 million (15% mid-point)

<sup>1</sup>Revenue breakdown does not include "Others" Business Unit.

Services & Support Defense & Security

## **ADJUSTED EBITDA**

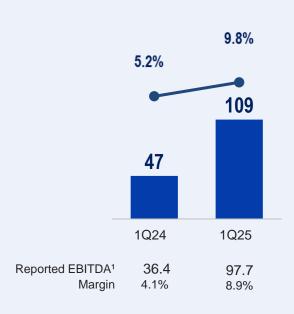
#### **US\$** million

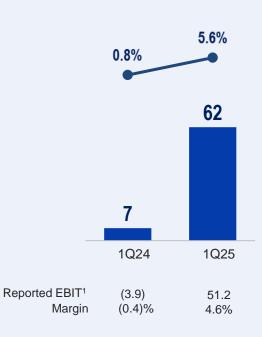
excludes Eve1

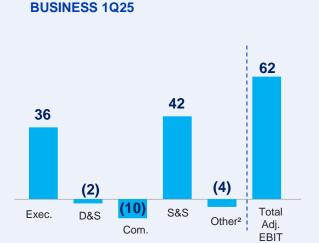
## **ADJUSTED EBIT**

#### **US\$ million**

excludes Eve1







**BREAKDOWN BY** 

**GUIDANCE 2025:** 

7.5% - 8.3%

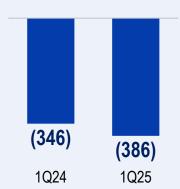
<sup>&</sup>lt;sup>1</sup> Adjusted EBITDA and Adjusted EBIT do not consider Eve expenses/warranties. All numbers from Eve are IFRS.

<sup>&</sup>lt;sup>2</sup> Other includes unallocated operating income (expenses).

## **ADJUSTED FCF**

**US\$ million** 

excludes Eve



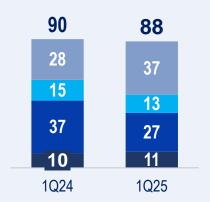
**GUIDANCE 2025:** 

## **US\$200** million or higher

### **INVESTMENTS**

**US\$ million** 

excludes Eve

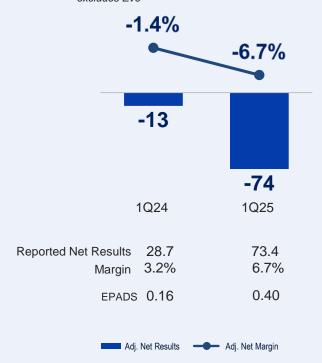




## **ADJ. NET RESULTS**

**US\$ million** 

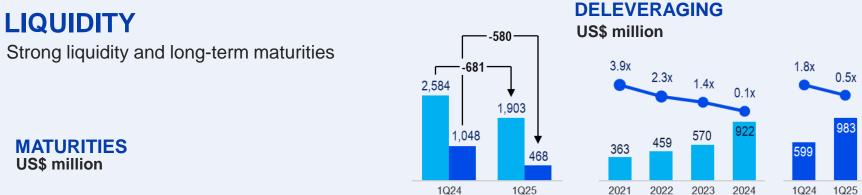
excludes Eve2

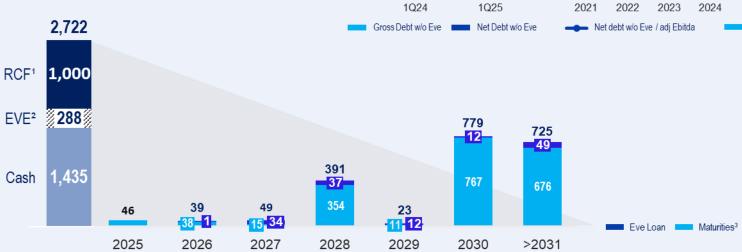


<sup>&</sup>lt;sup>1</sup> Research is expensed (i.e. not capitalized)

<sup>&</sup>lt;sup>2</sup> Considers Eve expenses, warranties and financial results | Adjusted net results is calculated by adding net income attributable to Embraer's shareholders plus deferred income tax and social contribution for the period [US\$(123,6)M 1Q25; US\$(11,3)M 1Q24]. | \*All numbers from Eve are IFRS.

Adj. Ebitda





¹Revolving Credit Facility; |²Eve's Cash = Cash and cash equivalents plus financial investments | ³Maturities = Do not consider accrued interest and deferred costs | \*All numbers from Eve are IFRS.

## **SHAREHOLDER REMUNERATION**

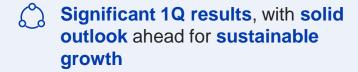
Period	Declared Income	Approval date	EMBR3 Record date*	EMBR3 Payment date**	Gross Amount Declared (R\$ million)	Gross value per share (R\$)	Gross value per ADS (US\$)***
FY24	Dividends	April 29 <sup>th</sup> , 2025	May 12 <sup>th</sup> , 2025	May 23 <sup>rd</sup> , 2025	51.4	0.07	0.05

<sup>\*</sup> Shareholders on record at the close of trading in the B3 stock exchange will be entitled to receive the proceeds.

<sup>\*\*</sup> Payment date refers to EMBR3; for ERJ the payment will follow applicable procedures from the U.S. depositary bank.
\*\*\* Estimated value (i.e. dependent on spot foreign exchange rate).

# CLOSING REMARKS Francisco Gomes Neto - CEO

## **CLOSING REMARKS**



Welcome ANA as the first E2 operator in Japan

Production leveling to increase efficiency, productivity and improve cash flow

U.S. Tariffs: so far limited impact and working to optimize operations and financial results



**CULTURE FOUNDATION: SAFETY FIRST, QUALITY ALWAYS IN EVERYTHING WE DO!** 

