



RESULTS 4Q & FY 2024





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.

FROM HARVEST SEASON TO SUSTAINABLE GROWTH

Successful growth trajectory



2024 Guidance: all operational and financial figures **achieved**



Record **revenue of \$6.4 billion** highest level ever



\$26.3 billion backlog an all-time record



Financial strength: net debt close to zero



2025 Guidance: double digit growth formula still valid

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

REMARKABLE 2024 SALES

LARGEST EXECUTIVE ORDER:

Flexjet **US\$7 bn firm order** (182 a/c + 30 options)

P300 most delivered light (13y) and twin-engine (5y) jet



Backlog \$7.4 bn; 2.7x btb*

DEFENSE BEST PERFORMANCE:

KC-390: Austria, Czech, Netherlands & UC** (13 a/c)

A-29: Paraguay, Portugal, Uruguay & 2 UC** (29 a/c)



Backlog \$4.2 bn; 3.3x btb*

COMMERCIAL EXPANSION:

E175: American Airlines firm order (90 a/c + 43 options)

E2: Luxair, Mexicana, Virgin Australia (30 a/c), and LOT Polish



Backlog \$10.2 bn; 1.6x btb*

SERVICES SOLID GROWTH:

US MRO centers expansion and new **pool** contracts

Start of **OGMA** GTF engine repair shop



Backlog \$4.6 bn; 1.9x btb*

*btb = book-to-bill

**UC = Undisclosed Client

ADDRESSING SUPPLY CHAIN CHALLENGES

Strategic Focus



CAPABILITY BUILDING

Training and **upskilling** workforce



DIGITAL TRANSFORMATION

Increasing supply chain **risk monitoring** thru **digital** tools and **AI**

Enhancing material **forecasting** based on **AI** application

Improving supply chain **visibility** and **transparency** with **digital solutions**



SUPPLY CHAIN RECOVERY

Closely **engaging** with suppliers to **address** production **bottlenecks**

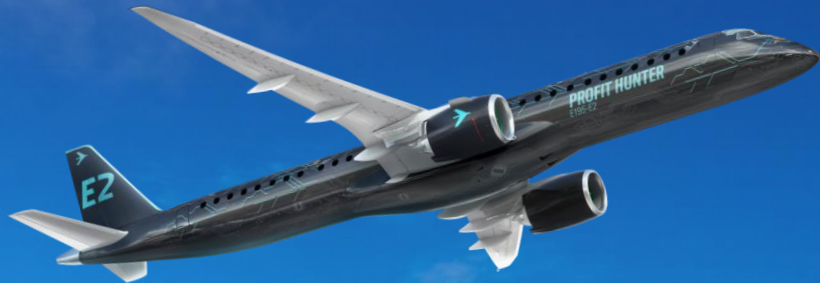
Multi-functional team engagement

LEAN initiatives deployment at suppliers' plant

Strengthening **collaboration** with suppliers by assisting on scaling up **capacity**



4Q & FY 2024 OPERATIONAL RESULTS



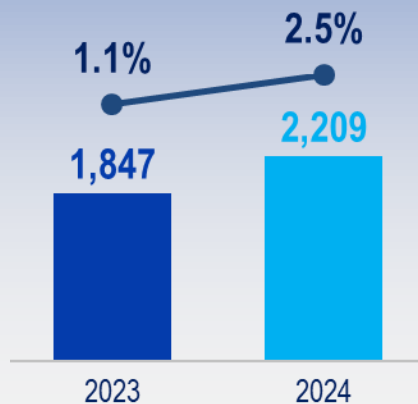


COMMERCIAL AVIATION



Revenue +20% yoy in 2024

EBIT \$55m (+182% yoy); margin 2.5% (+140bp)



■ Revenues (US\$m) —●— Adj. EBIT margin

For 4Q24 financial figures please see our 4Q24 earnings release.



EXECUTIVE AVIATION



Revenue +25% yoy in 2024

EBIT \$205m (+62% yoy); margin 11.7% (+270bp)

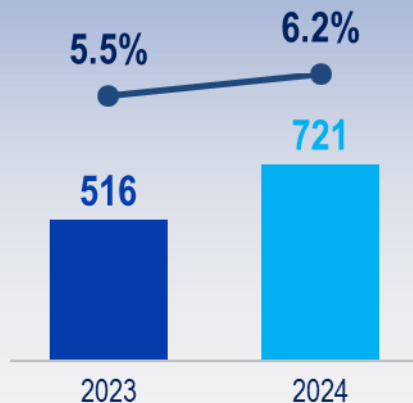


DEFENSE & SECURITY



Revenue +40% yoy in 2024

EBIT \$45m (+57% yoy); margin 6.2% (+70bp)

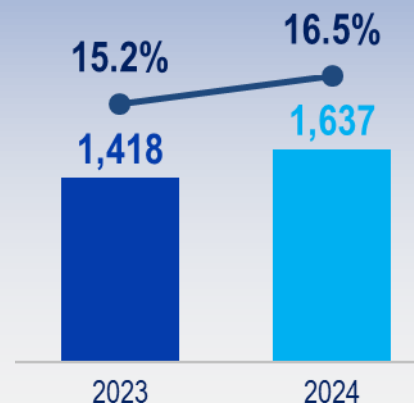


SERVICES & SUPPORT



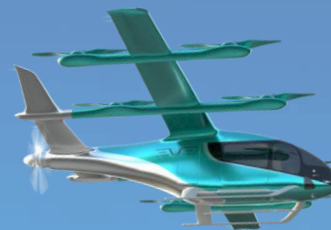
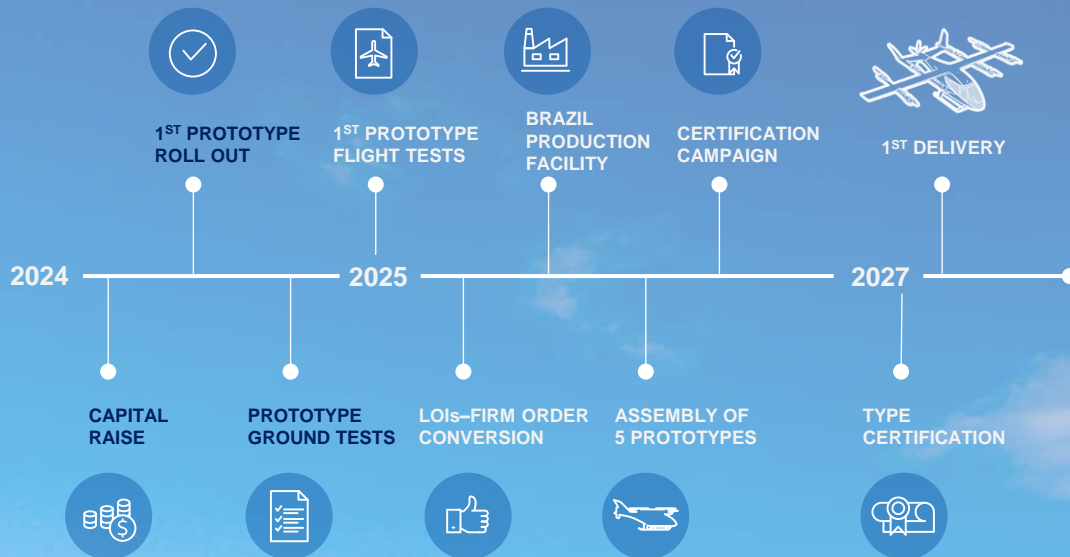
Revenue +15% yoy in 2024

EBIT \$270m (+25% yoy); margin 16.5% (+130bp)



■ Revenues (US\$m) —●— Adj. EBIT margin

EVE'S 2024 ACHIEVEMENTS



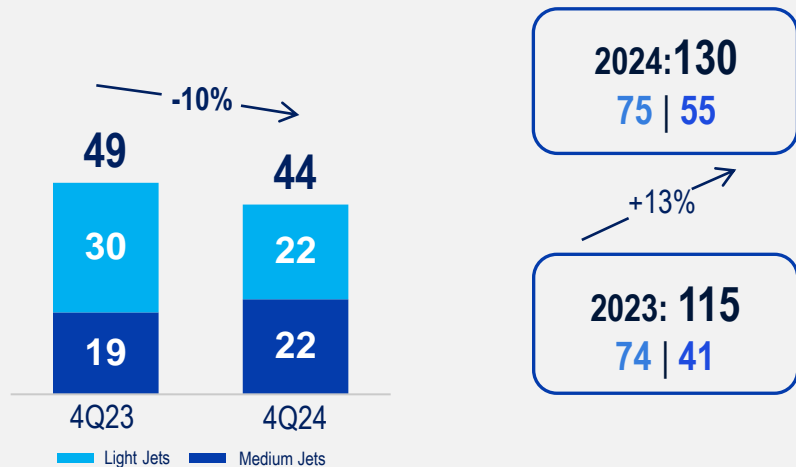
Timeline in graph not to scale



4Q & FY 2024 **FINANCIAL RESULTS**

DELIVERIES

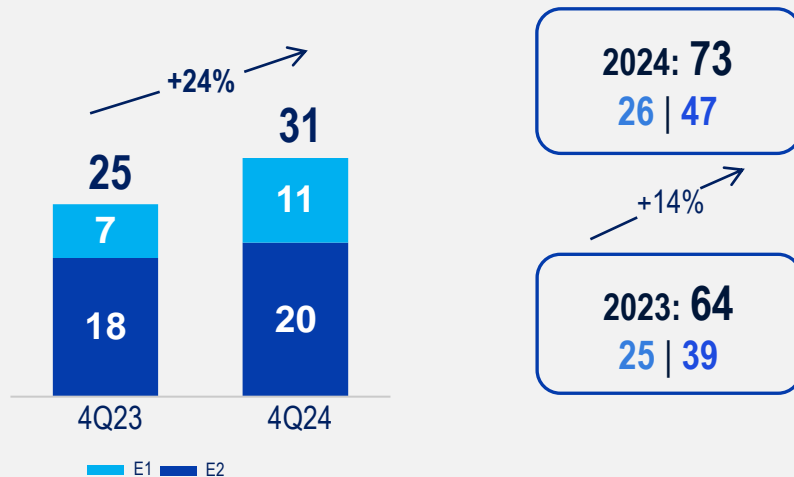
EXECUTIVE AVIATION



GUIDANCE 2024:
125 to 135

2024: 130

COMMERCIAL AVIATION

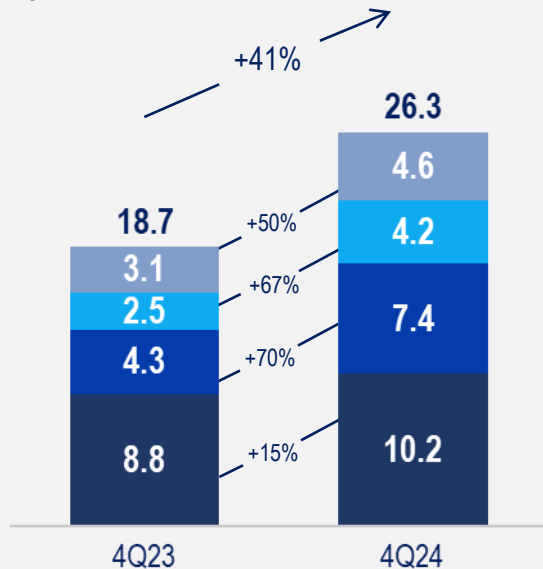


GUIDANCE 2024:
70 to 73

2024: 73

BACKLOG

US\$ billion

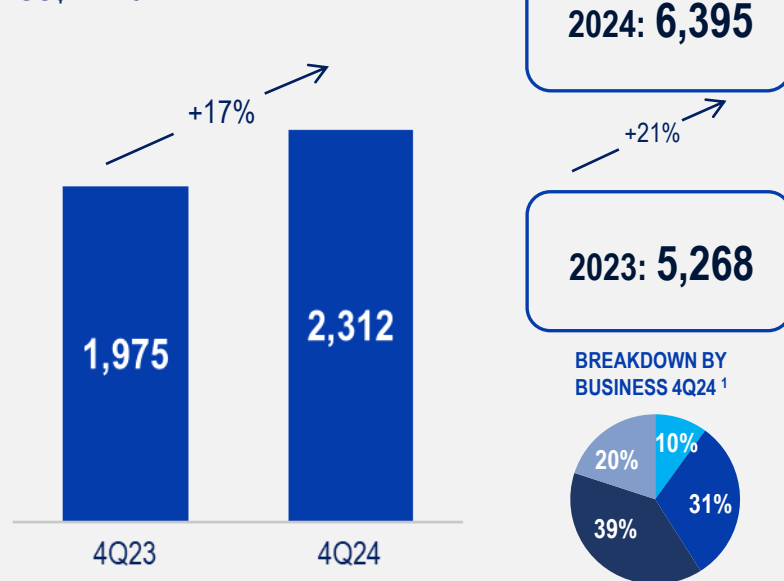


Services & Support Defense & Security Executive Aviation Commercial Aviation

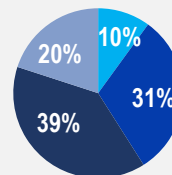
¹ Revenue breakdown does not include "Others" Business Unit.

NET REVENUES

US\$ million



BREAKDOWN BY BUSINESS 4Q24 ¹



GUIDANCE 2024:

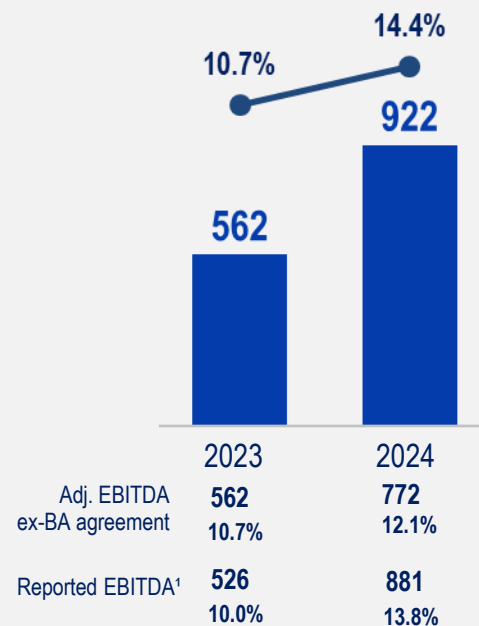
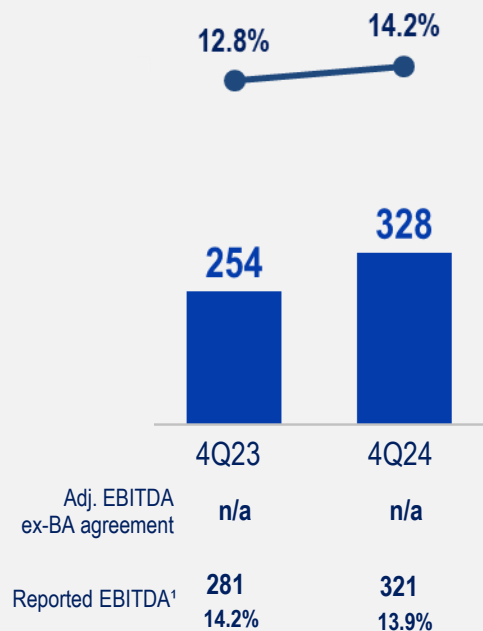
US\$6.0 – 6.4 billion

2024: US\$ 6,395 million

ADJUSTED EBITDA

US\$ million

excludes Eve¹



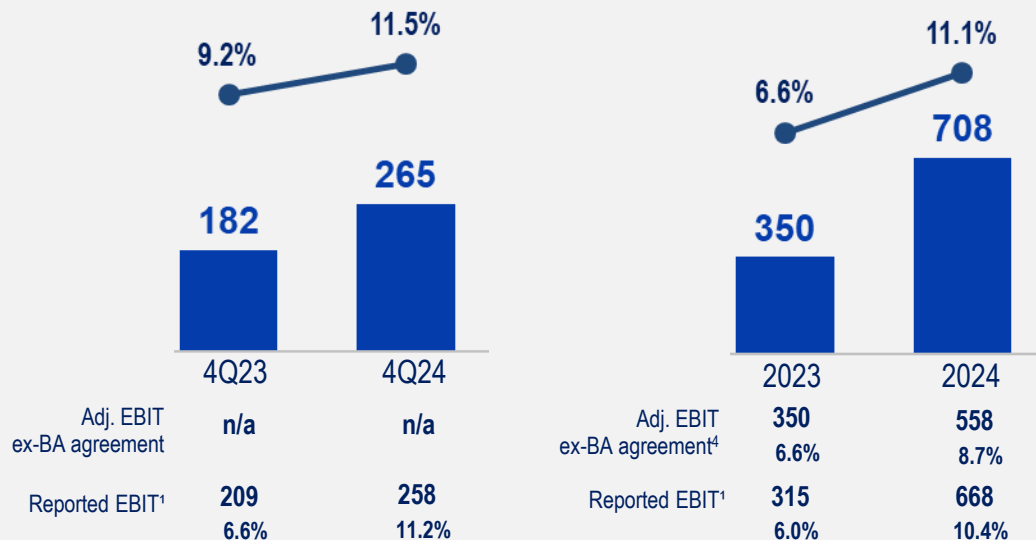
¹ Adjusted EBITDA does not consider Eve expenses/warranties and Others (mark to market of Republic Airways shares and assets held for sale). All numbers from Eve are IFRS.



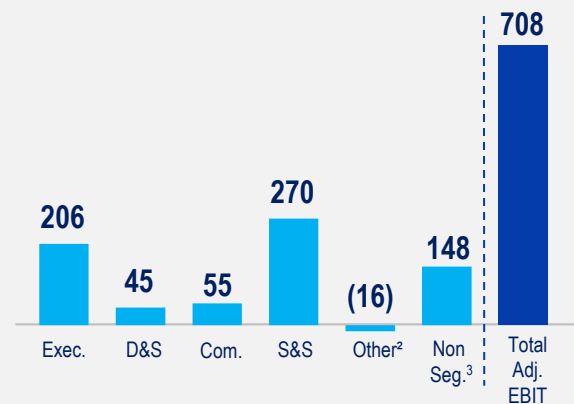
ADJUSTED EBIT

US\$ million

excludes Eve¹



BREAKDOWN BY BUSINESS 2024



GUIDANCE 2024:

9.0% – 10.0%

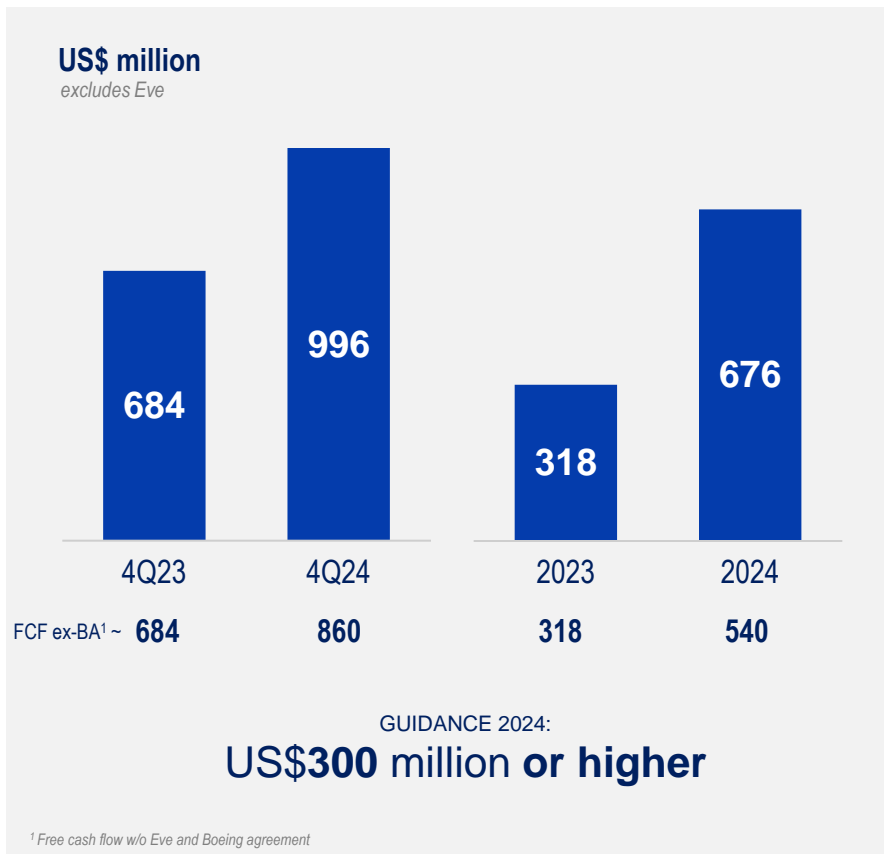
2024: 11.1%

¹ Adjusted EBIT does not consider Eve expenses/warranties and Other (mark to market of Republic Airways shares and assets held for sale). All numbers from Eve are IFRS;

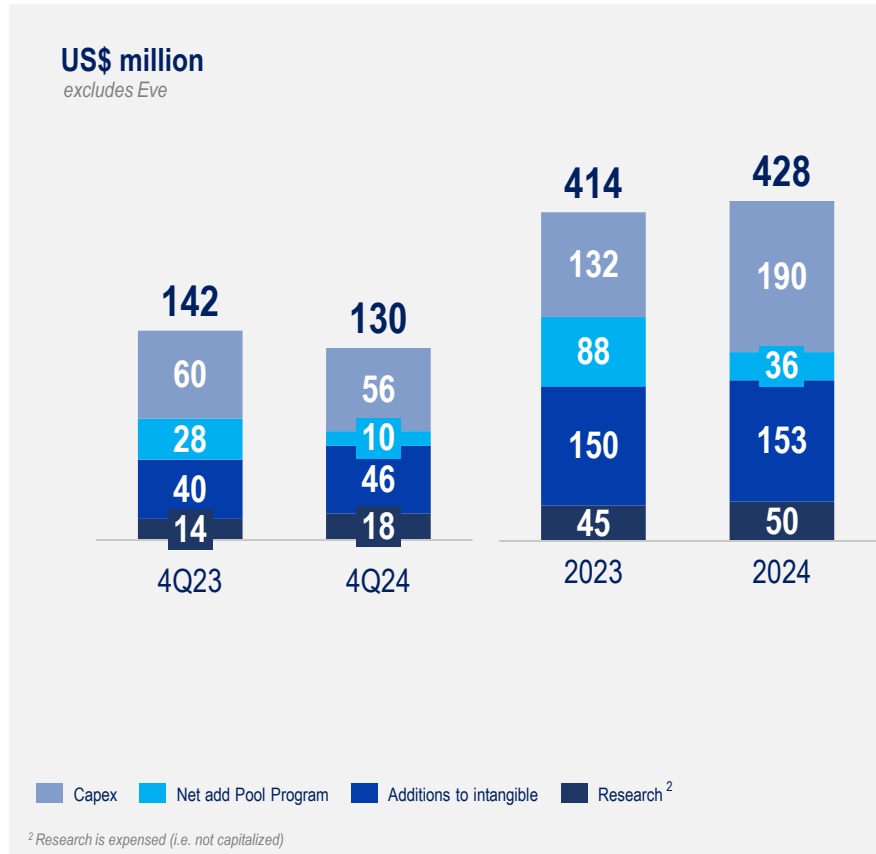
² Other includes unallocated operating income (expense); ³ Non segmented includes Boeing and legal expenses; ⁴ Implied 2024 guidance ex-BA 6.5% - 7.5%



ADJUSTED FCF



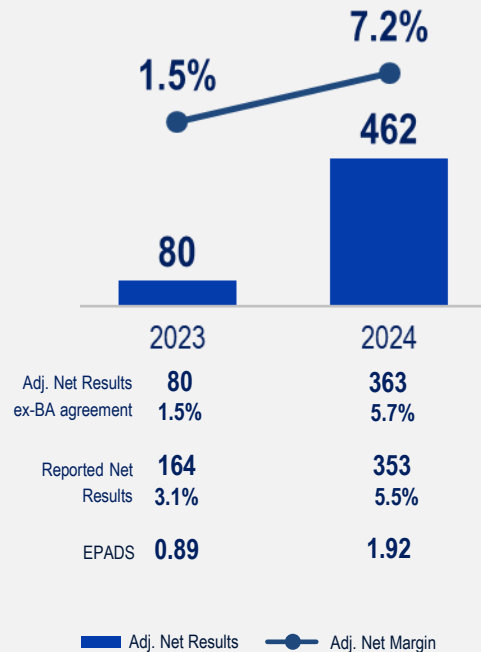
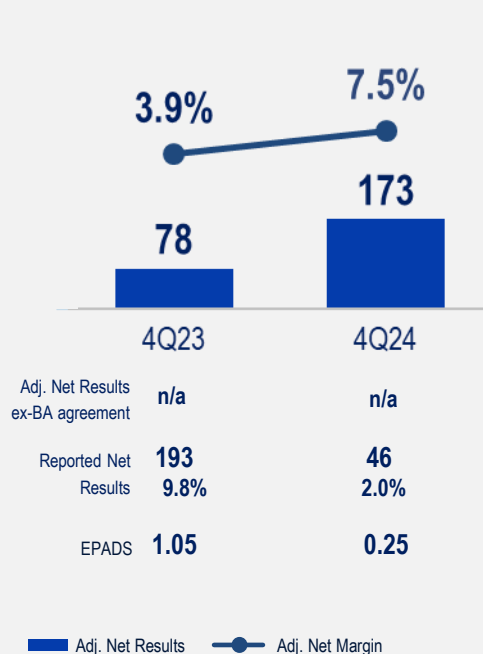
INVESTMENTS



ADJ. NET RESULTS

US\$ million

excludes Eve

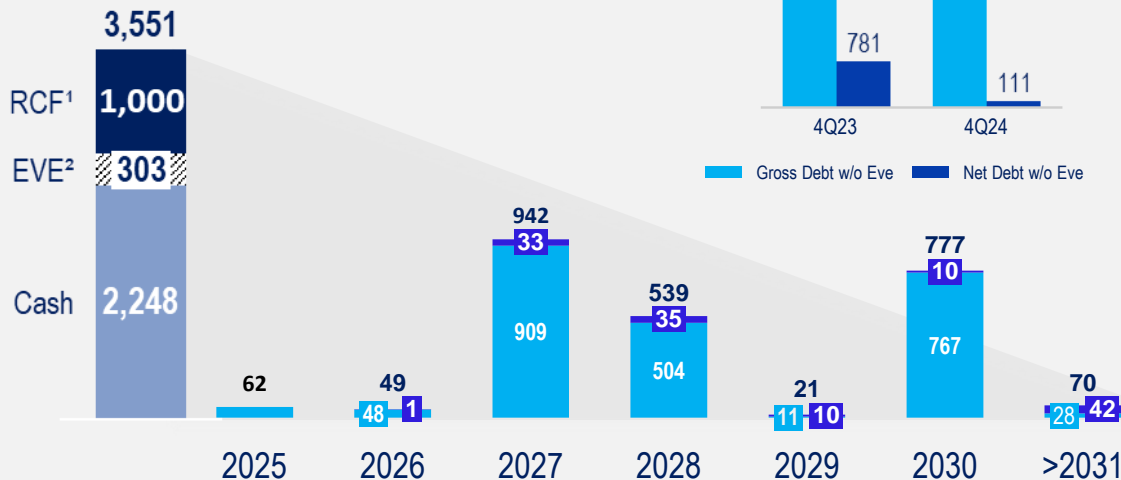


**Considers Eve expenses, warranties and financial results | *Adjusted net results is calculated by adding net income attributable to Embraer's shareholders plus deferred income tax and social contribution for the period [US\$93.1M 4Q23; US\$81.3M 4Q24; US\$(152.6)M 2023; US\$112.0M 2024], as well as removing the impact of non-recurring items [US\$24.9M 4Q23 and US\$27.1M 2023]. | *All numbers from Eve are IFRS.*

LIQUIDITY

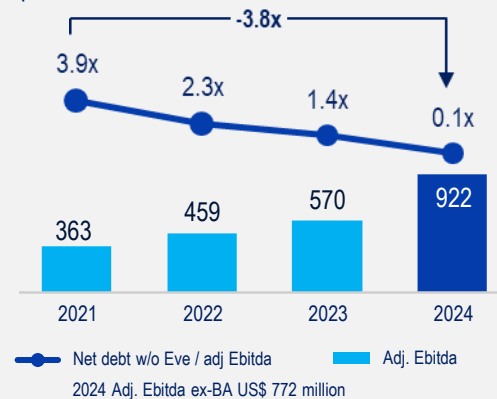
Strong liquidity and long-term maturities

MATURITIES US\$ million



DELEVERAGING

US\$ million



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.

2025 GUIDANCE

DELIVERIES

COMMERCIAL AVIATION



LOW	HIGH
77	85

EXECUTIVE AVIATION



LOW	HIGH
145	155

FINANCIALS

REVENUE US\$ billion

LOW	HIGH
7.0	7.5

ADJ. EBIT MARGIN

LOW	HIGH
7.5%	8.3%

FREE CASH FLOW US\$ million

200 or higher



CLOSING REMARKS

Francisco Gomes Neto - CEO

CLOSING REMARKS



Sincere **appreciation** and thank **you** for our **partners, suppliers** and **Embraer family**



Focus on sales efforts to achieve better results in 2025 and beyond in all businesses



Continuous effort on increasing **efficiency, financial discipline, innovation and supply chain management**



The company is **well-positioned for sustainable growth** and ready to capture its full potential in the coming years

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



← **EMBRAER**

THANK YOU!

