



EMBRAER



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.



3Q21

BUSINESS HIGHLIGHTS

BUSINESS HIGHLIGHTS



COMMERCIAL AVIATION

Delivery of 32 E-Jets in 2021 (9 in 3Q21)

SkyWest ordered 16 additional E175s leading to a book-to-bill of 2:1 (YTD)

E2 first service to London City Airport via Helvetic Airways



EXECUTIVE AVIATION

Record 3Q21 sales with portfolio sold out into 1Q23 and book-to-bill in excess of 2:1

3Q21 deliveries at double digit growth compared to 3Q20

Delivered 1,500th aircraft in 3Q21 (in less than 20 years, market average 34 years)

BUSINESS HIGHLIGHTS



DEFENSE & SECURITY

Atech delivered updated version of Brazilian Air Traffic Management System aimed to unify all flight plan processing

Delivery of 6 Super Tucanos to different customers during 3Q21

KC-390 contract with the Brazilian Air Force still under review



SERVICES & SUPPORT

Various services sales including for KLM Cityhopper E2, Australian Alliances E1

#1 rank ProPilot & #3 AIN Product Support Surveys 2021

OGMA ranked in 2021 Top10 European MRO companies

BUSINESS HIGHLIGHTS



INNOVATION

EVE – new announcements of partnerships to develop UAM ecosystem

EmbraerX agreement with Republic Airways for the use of Beacon's maintenance coordination platform

EmbraerX and Pyka partnership to accelerate the future of autonomous aerial agriculture operations



ENTERPRISE EFFICIENCY

Lowest inventory level since 2018 with reduction of 22% (LTM)

Operational efficiency increase of 6.5%

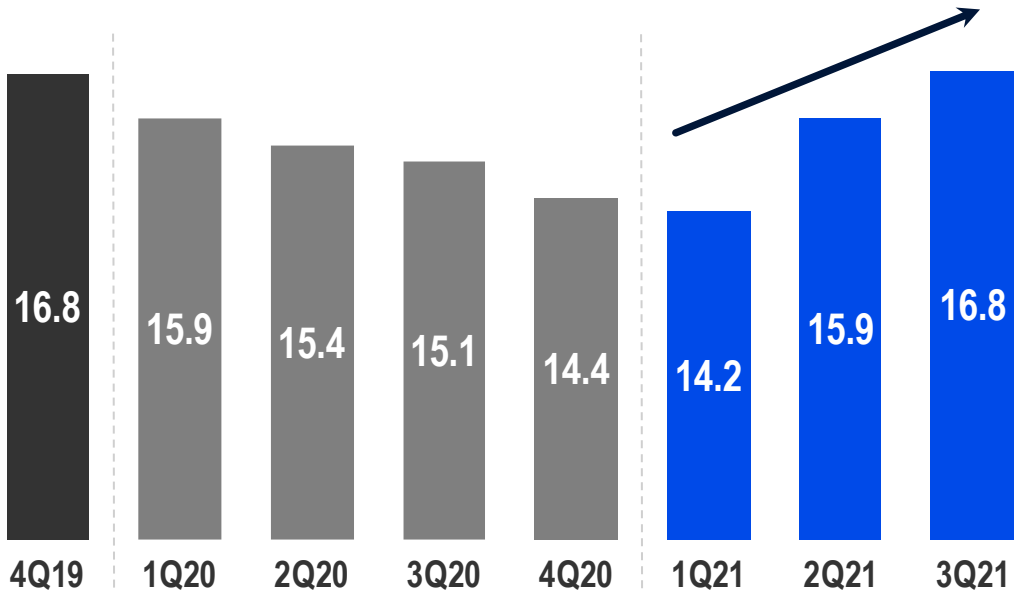
Production lead time reduction of approximately 10% on average



3Q21 / **FINANCIAL RESULTS**

BACKLOG

US\$ BILLION

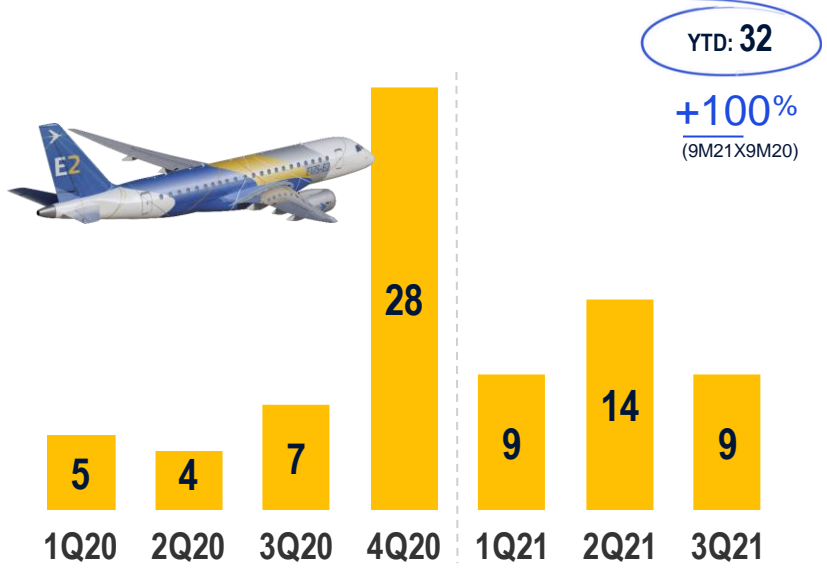


\$ Backlog
+20%
(3Q21X1Q21)

✓ **Backlog reached 2019 levels**

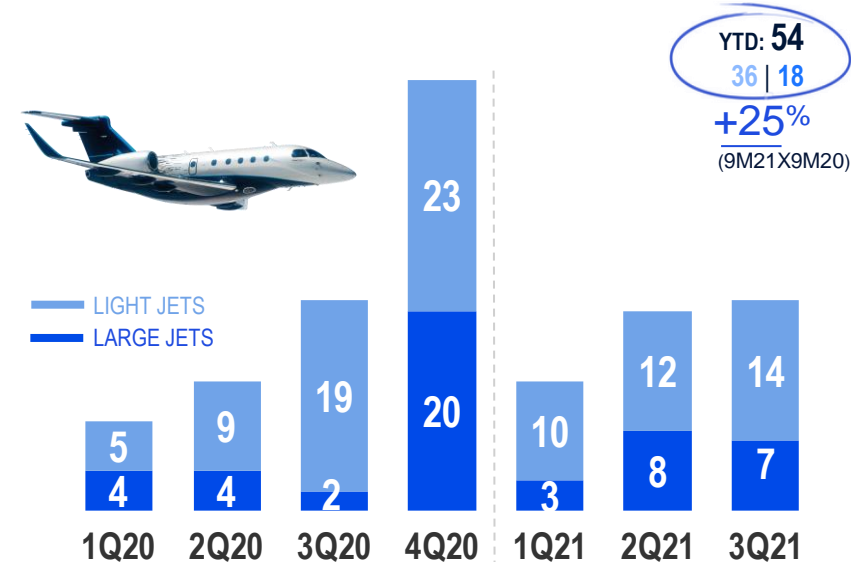
AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



 Outlook: 45 - 50

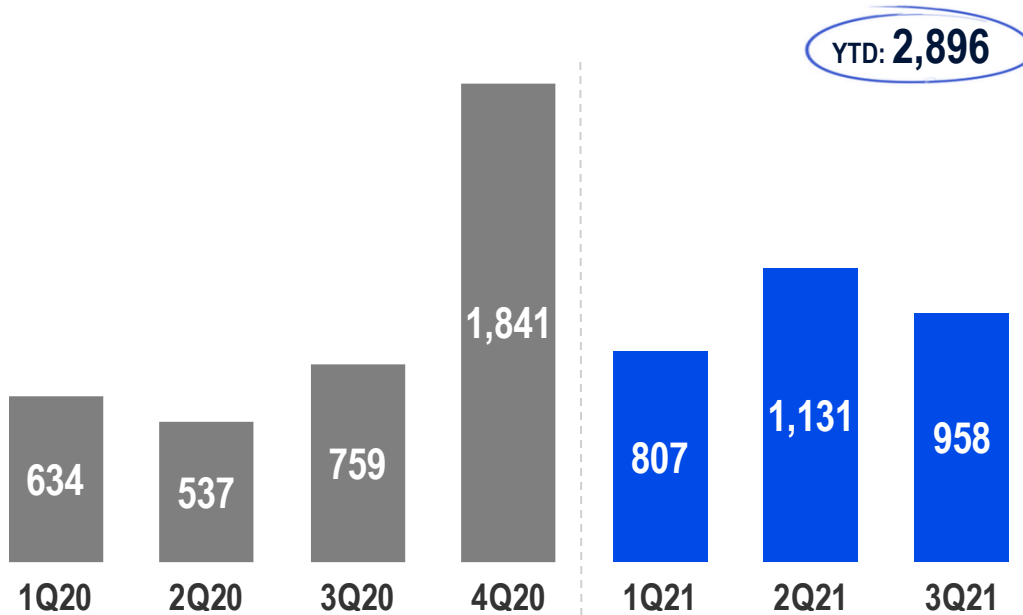
EXECUTIVE AVIATION



 Outlook: 90 - 95

NET REVENUES

US\$ MILLION

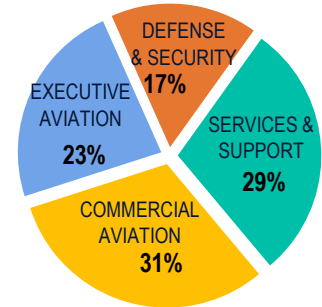


\$ Net Revenues

+50%

(9M21X9M20)

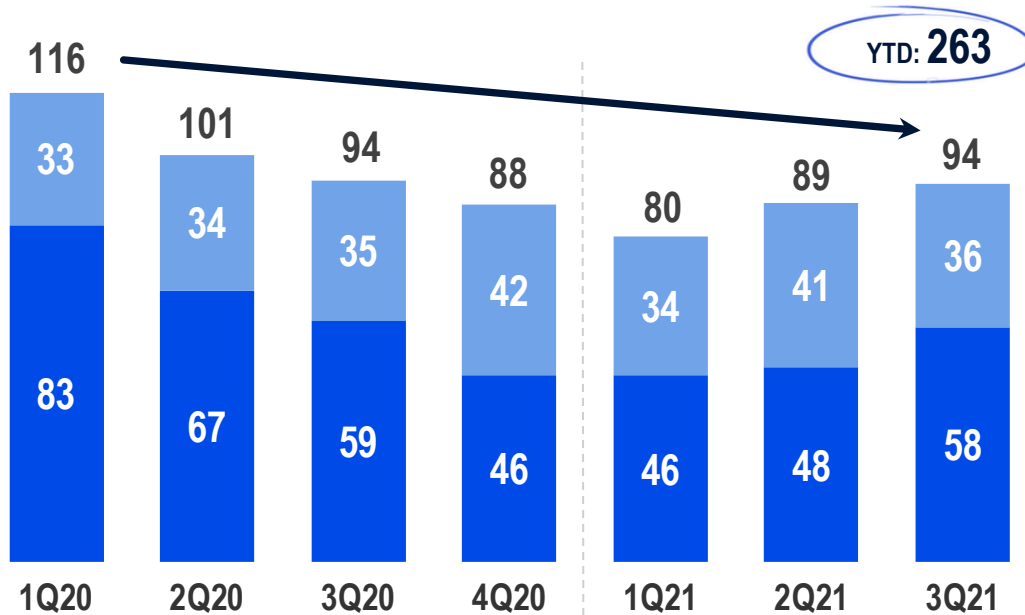
NET REVENUES BY BUSINESS (YTD)



 Outlook: US\$ 4.0 – 4.5 Billion

SG&A EXPENSES

US\$ MILLION



\$ SG&A Expenses

-15%

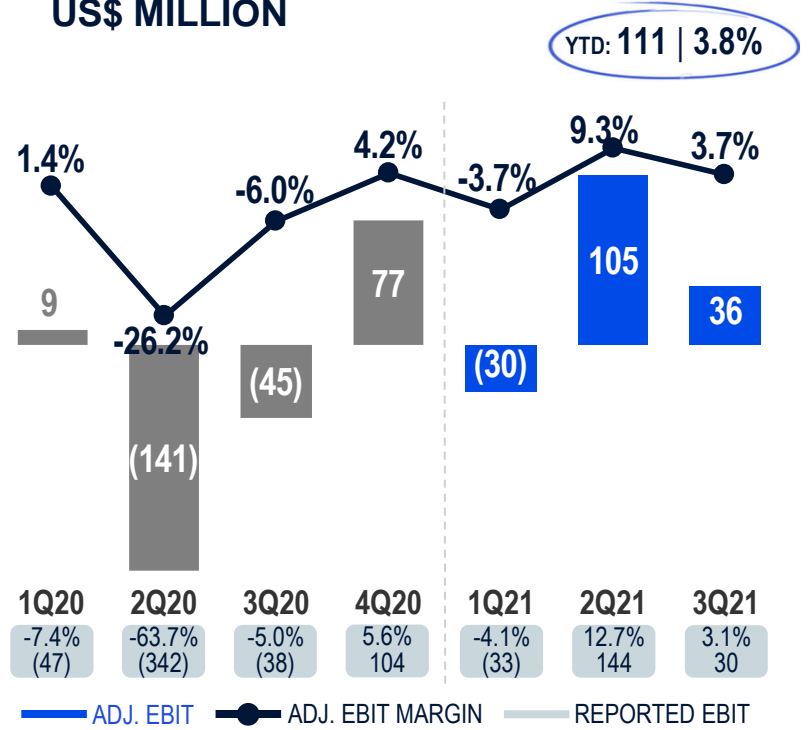
(9M21X9M20)

✓ **G&A: 3.8%** of revenues in 9M21 (5.3% in 9M20)

 G&A
 SELLING

ADJUSTED EBIT

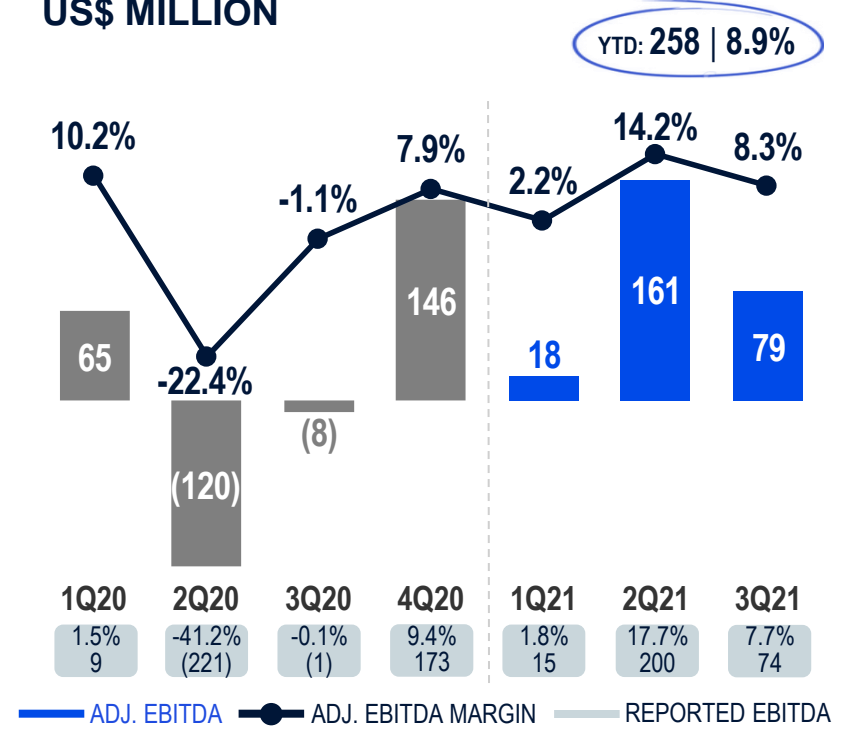
US\$ MILLION



 Outlook: 3.0% - 4.0%

ADJUSTED EBITDA

US\$ MILLION

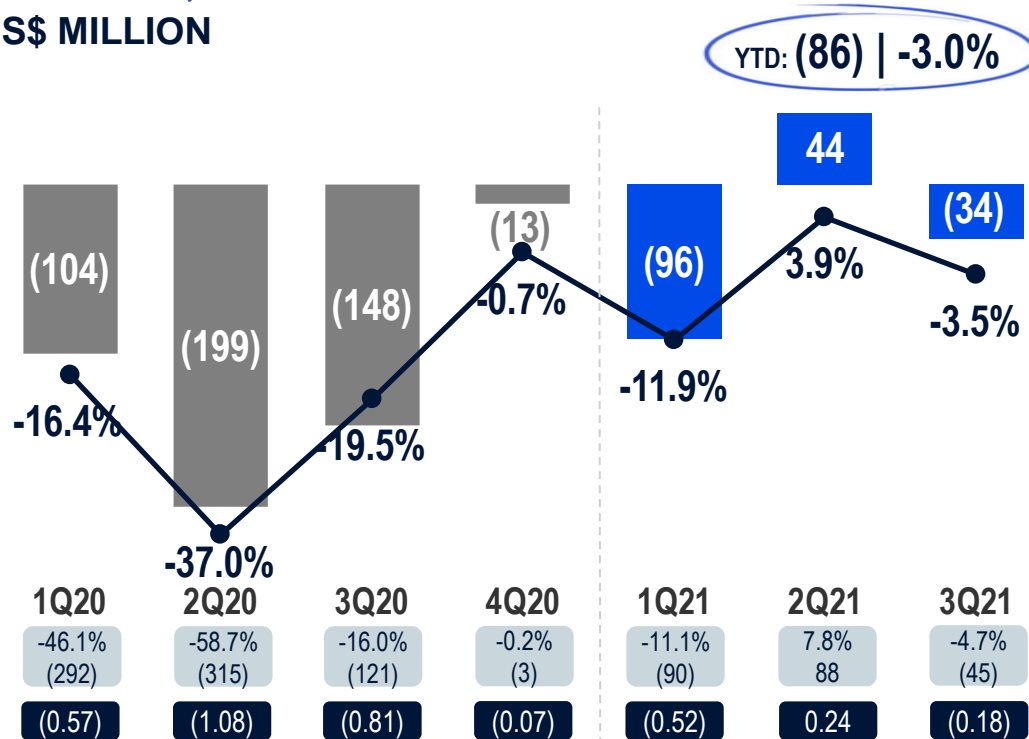


 Outlook: 8.5% - 9.5%

ADJUSTED NET INCOME

excludes extraordinary items

US\$ MILLION

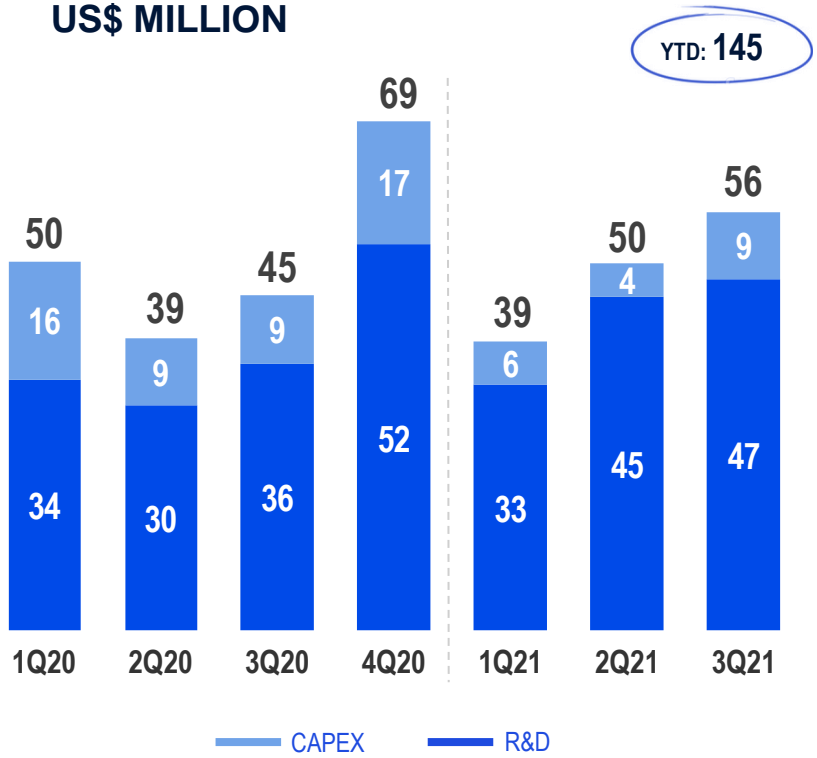


✓ Adj. Net Results improving from 2020

- ADJ. NET INCOME
- ADJ. NET MARGIN
- REPORTED NET INCOME
- ADJ. EPADS

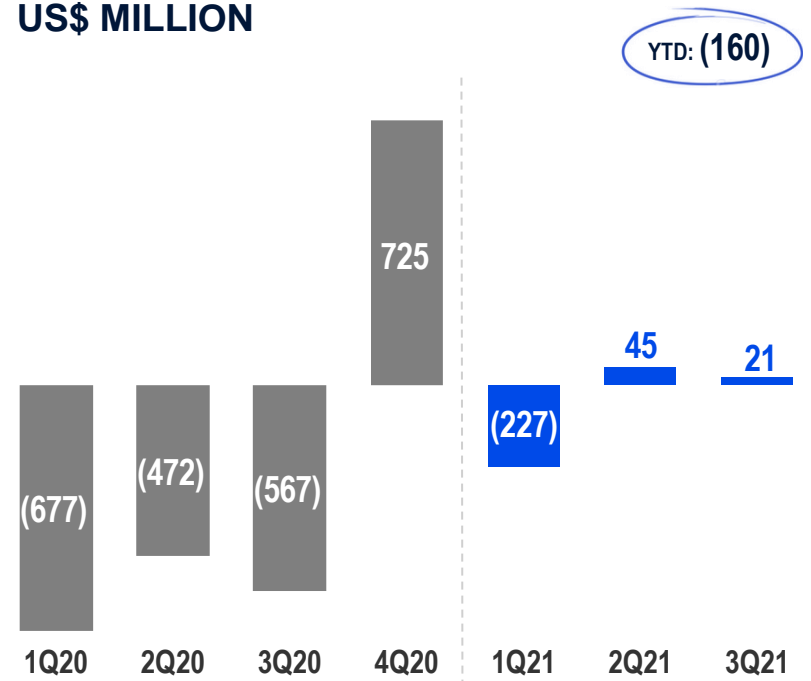
INVESTMENTS

US\$ MILLION



ADJUSTED FCF

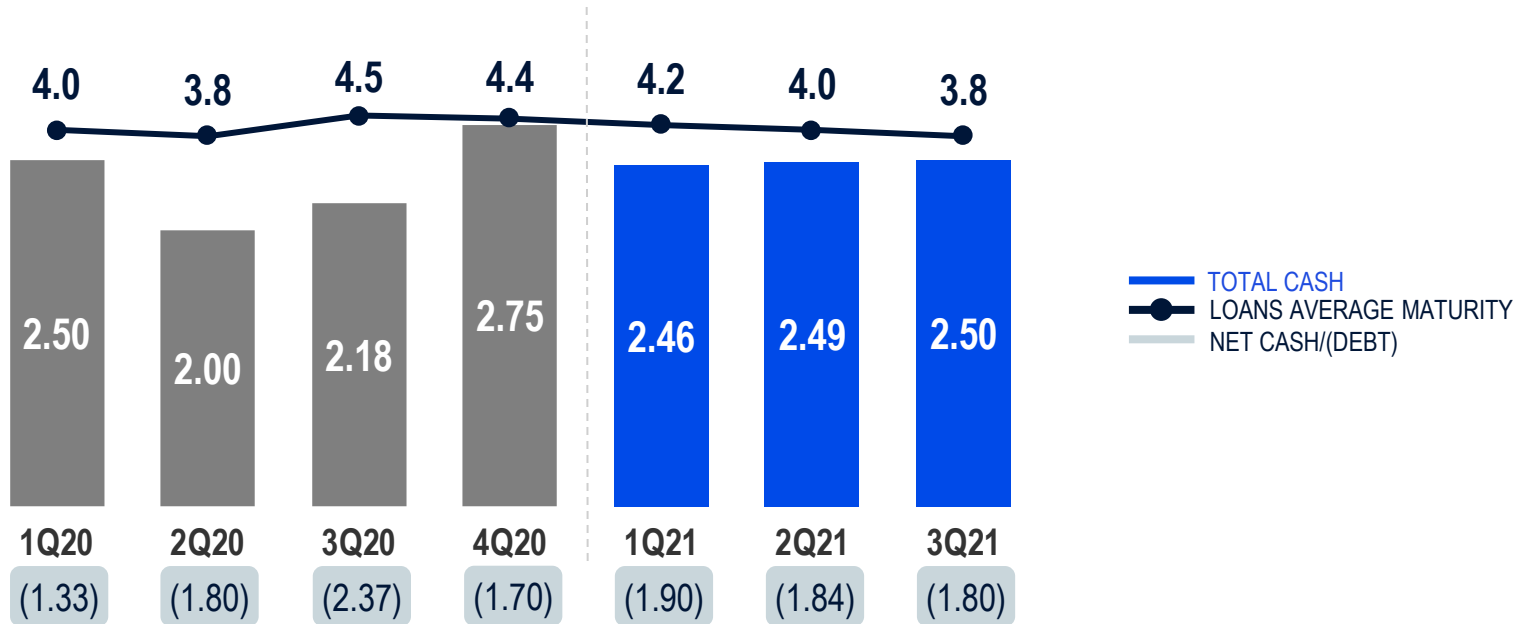
US\$ MILLION



 Outlook: US\$ 100 Million or Better

LIQUIDITY POSITION

US\$ BILLION





2021 / **OUTLOOK UPDATE**

2021 OUTLOOK UPDATE

UNCHANGED

DELIVERIES



COMMERCIAL AVIATION

45 - 50



EXECUTIVE AVIATION

90 - 95

REVENUES

US\$ **4.0 - 4.5** BILLION

ADJ. EBIT MARGIN

3.0% - 4.0%

ADJ. EBITDA MARGIN

8.5% - 9.5%

FROM UPDATED

FREE CASH FLOW

US\$ **(150)** MILLION TO
BREAKEVEN



TO

US\$ **100** MILLION
OR **BETTER**

excludes eventual M&A projects



CLOSING REMARKS

FRANCISCO GOMES NETO - CEO

EMBRAER BEYOND 2020 - *FIT FOR GROWTH*



CONTINUED FOCUS ON

-  **ROBUST EXECUTION AND CONSISTENT STRATEGIC PLAN PROJECTIONS**
-  **CONTINUOUS EFFICIENCY PROGRAMS WITH LEAN CONCEPTS**
-  **PARTNERSHIPS AND NEW PROGRAMS DRIVING ADDITIONAL GROWTH OPPORTUNITIES**
-  **POSITIVE EBIT AND MUCH IMPROVED FCF IN 2021**
-  **INNOVATION AS A FUTURE GROWTH DRIVER**
-  **ESG PROGRAM PROGRESSING**



