



# CRESCIMENTO

CAPTURAR TODO O POTENCIAL DA EMBRAER

- 47 AERONAVES ENTREGUES E CRESCIMENTO DE DOIS DÍGITOS NA AVIAÇÃO COMERCIAL E EXECUTIVA
- CARTEIRA DE PEDIDOS FIRMES (BACKLOG) ESTÁVEL EM RELAÇÃO AO TRIMESTRE ANTERIOR, COM CRESCIMENTO NA AVIAÇÃO EXECUTIVA
- ESFORÇOS BEM SUCEDIDOS NA GESTÃO DE DÍVIDAS
- ESTIMATIVAS OPERACIONAIS E FINANCEIRAS PARA 2023 PERMANECEM INALTERADAS
- DIVERSOS MARCOS ALCANÇADOS NO DESENVOLVIMENTO DA EVE

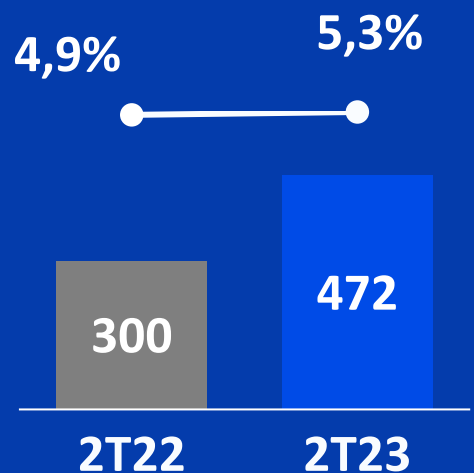


**2T23**

**RESULTADOS OPERACIONAIS**

# AVIAÇÃO COMERCIAL

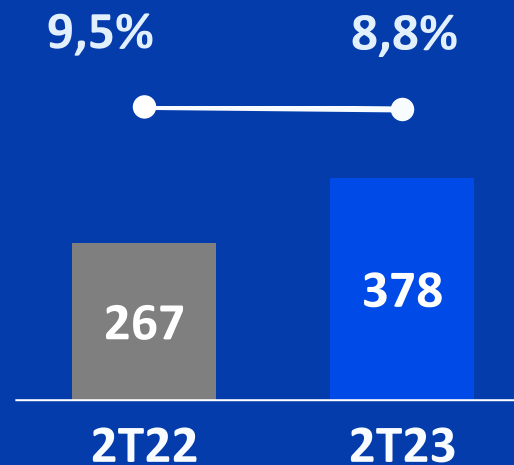
- ← Receita e EBIT aumentaram 57% e 70% YoY, respectivamente
- ← E2 escolhido pela Scoot, SKS Airways, Binter e Royal Jordanian. Novo pedido da American Airlines de 7 E-jets.
- ← Venda adicional de US\$ 700 MM a ser incluída no 3T23



●— Margem EBIT Ajustada  
■ Receita Líquida (US\$ MM)

# AVIAÇÃO EXECUTIVA

- ← Forte demanda em todo o portfólio com um *book-to-bill* de 2:1
- ← Acordo de US\$ 5 BI com a NetJets para até 250 opções do Praetor 500 que inclui contrato abrangente de Serviços e Suporte
- ← Crescimento da carteira de pedidos firmes de ~4% em relação ao 1T23, atingindo US\$ 4,3 bilhões



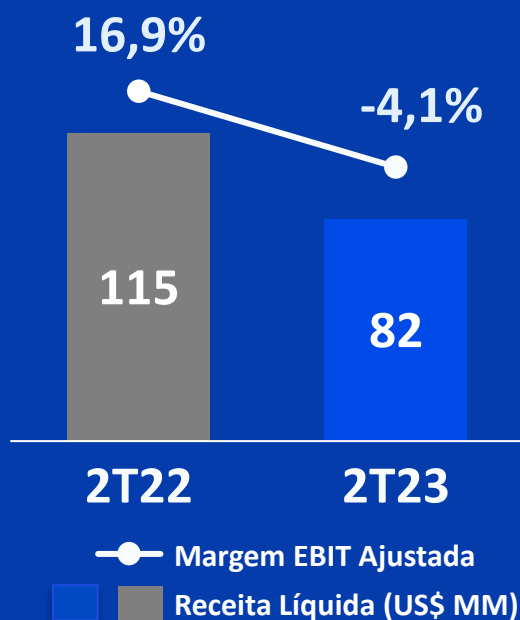
●— Margem EBIT Ajustada  
■ Receita Líquida (US\$ MM)



PRAETOR 500  
BY EMBRAER

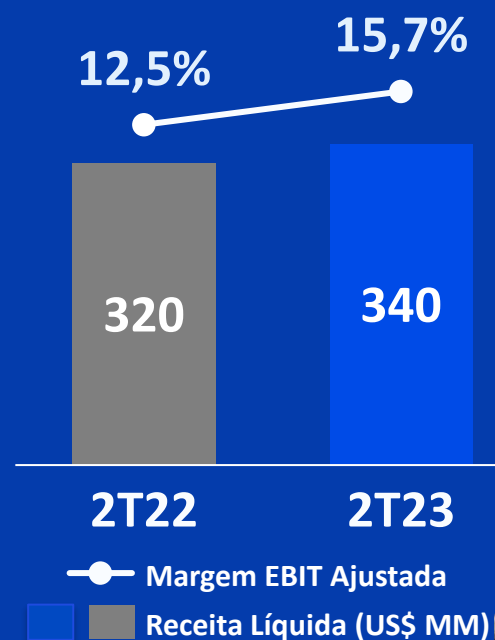
# DEFESA E SEGURANÇA

- ← Atraso nos novos contratos e reconhecimento de receita
- ← Diversas campanhas ganhando força
- ← Crescimento de receita esperado no 2º semestre de 2023



# SERVIÇOS E SUPORTE

- ← Aumento de 13% na receita acumulada no ano, para US\$ 666 milhões.
- ← Crescimento expressivo da margem em +3,3p.p quando comparada ao 2T22
- ← Novos contratos de serviços assinados e acordo com a Lanzhou de conversão de 20 E-jets para cargueiros





# MARCOS E PERSPECTIVA PARA 2023 INALTERADOS



**ESCOLHA DA PRIMEIRA FÁBRICA DE  
eVTOL NO BRASIL**



**FORNEDORES BASE ESCOLHIDOS**



**ARQUITETURA DOS SISTEMAS DA  
AERONAVE DEFINIDA**



**CARTAS DE INTEÇÃO DE US\$ 8,6 BI E  
2.850 UNIDADES**

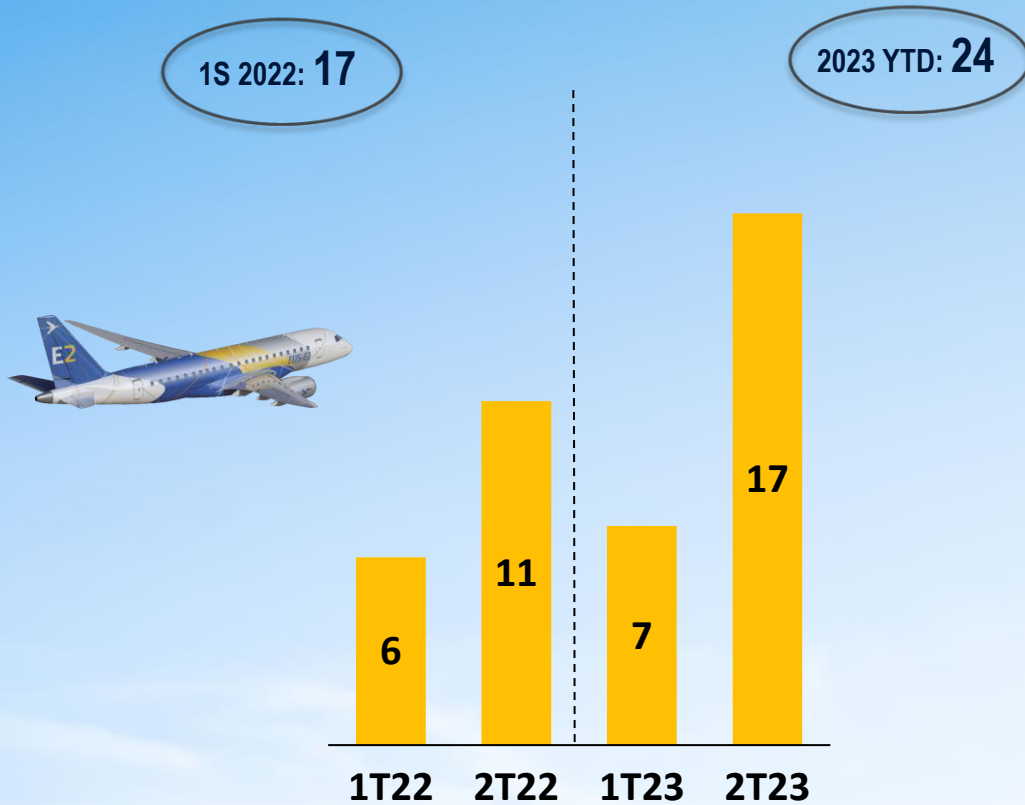


**2T23**

**RESULTADOS FINANCEIROS**

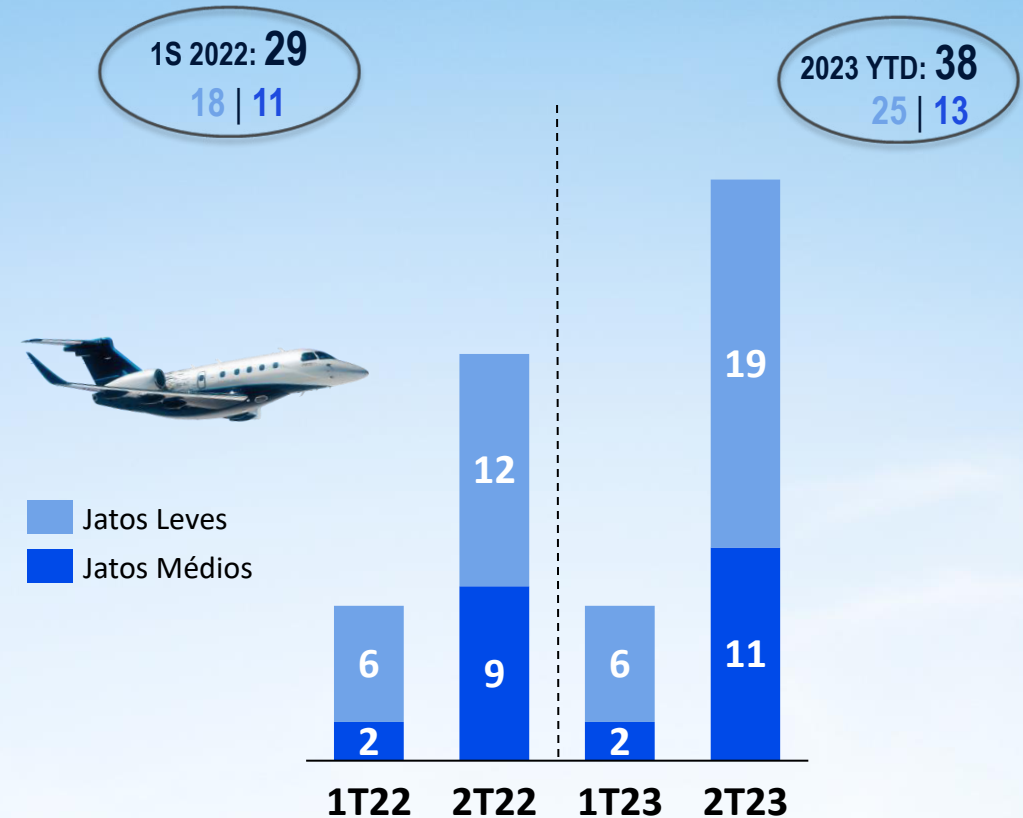
# ENTREGAS DE AERONAVES

## AVIAÇÃO COMERCIAL



Estimativa 2023: 65 - 70

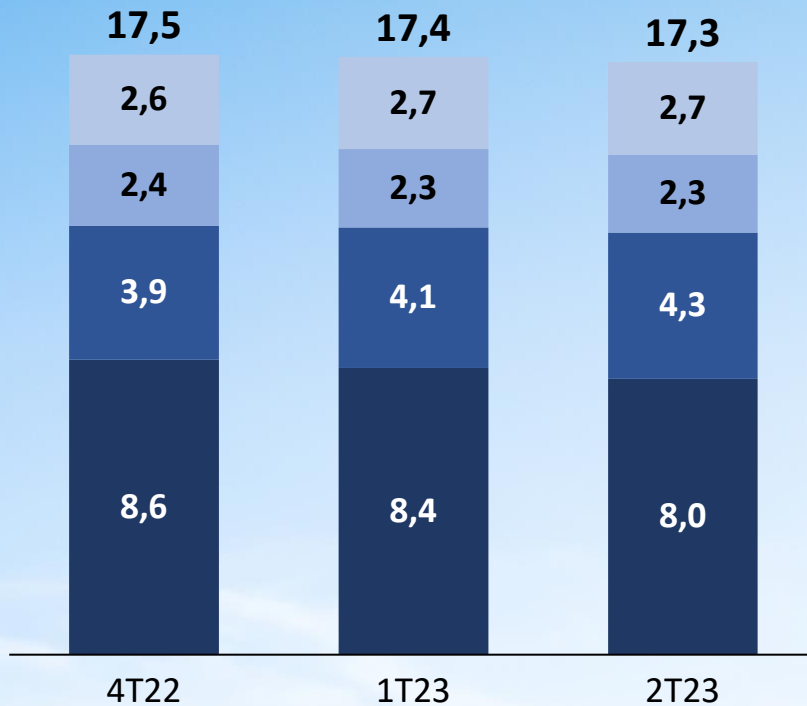
## AVIAÇÃO EXECUTIVA



Estimativa 2023: 120 - 130

# CARTEIRA DE PEDIDOS

US\$ BILHÕES

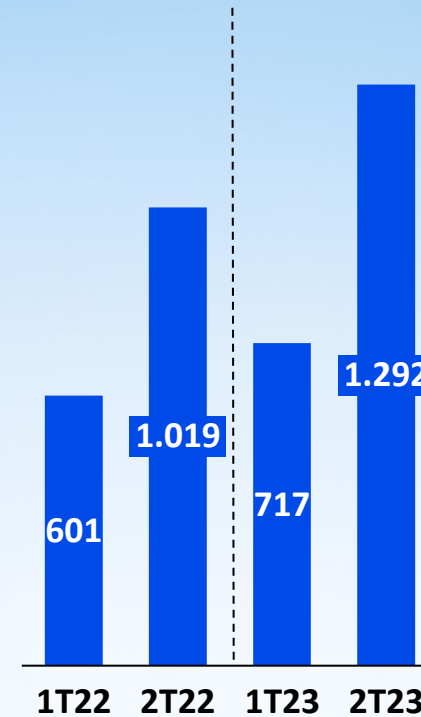


Serviços e Suporte
  Aviação Executiva  
 Defesa e Segurança
  Aviação Comercial

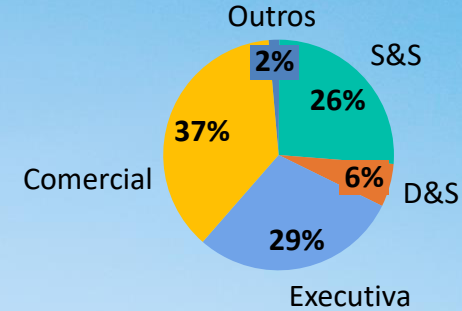
# RECEITA LÍQUIDA

US\$ MILHÕES

1S 2022: 1.620



DIVISÃO POR NEGÓCIOS 2T23

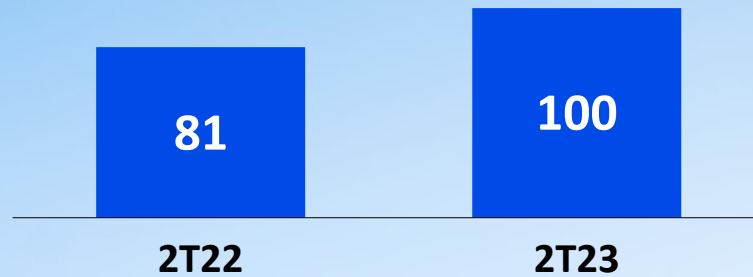


2023 YTD: 2.009

Estimativa 2023: US\$ 5,2 - 5,7 Bilhões

# EBIT AJUSTADO 2T23

US\$ MILHÕES

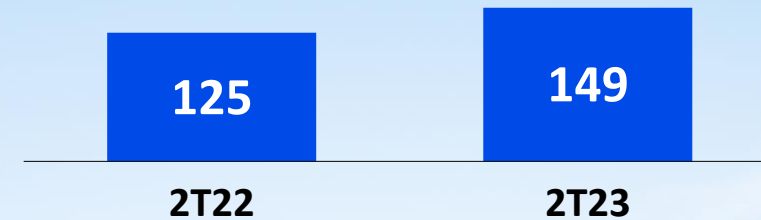


Despesas EVE	(302,4)	(24,7)
EBIT REPORTADO	-22,3% (227,1)	5,7% 73,2

Estimativa 2023: 6,4% - 7,4%

# EBITDA AJUSTADO 2T23

US\$ MILHÕES



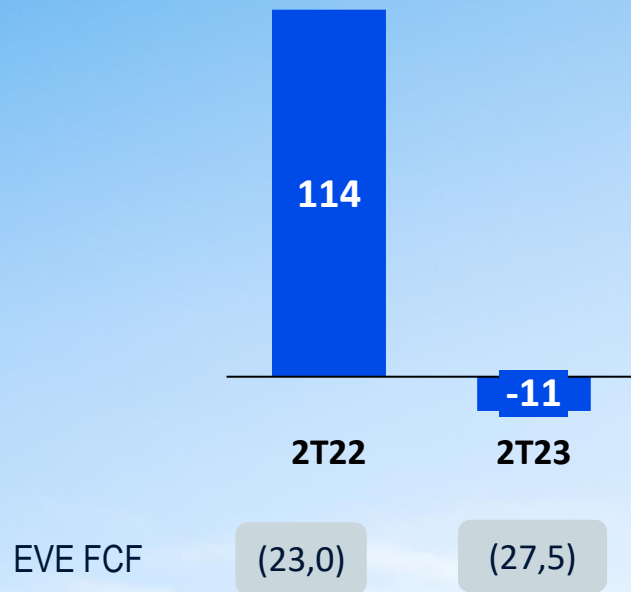
Despesas EVE	(302,4)	(24,7)
EBITDA REPORTADO	-18,0% (183,7)	9,5% 122,2

Estimativa 2023: 10,0% - 11,0%

<sup>1</sup> O EBIT Ajustado e o EBITDA Ajustado não consideram despesas e warrants de EVE.  
\*Valores da EVE estão em IFRS.  
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# FLUXO DE CAIXA AJUSTADO 2Q23

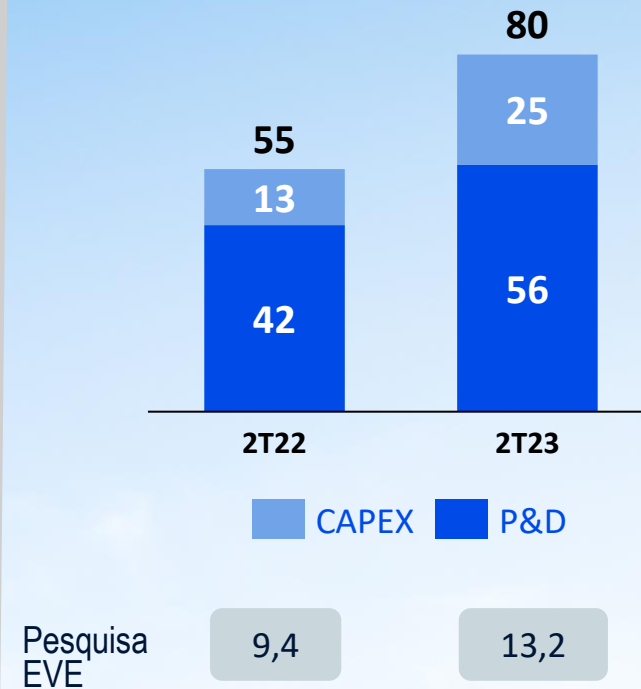
US\$ MILHÕES Sem EVE



Estimativa 2023: **US\$ 150 Milhões ou Mais**

# INVESTIMENTOS 2Q23

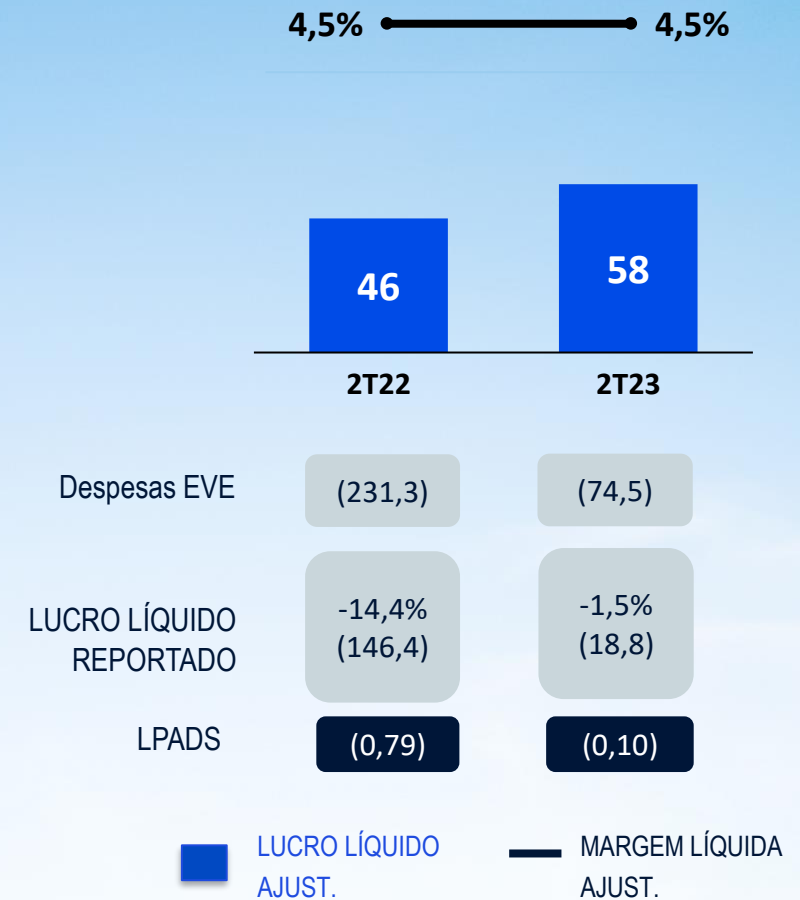
US\$ MILHÕES Sem EVE



Todos os números da EVE são IFRS

# LUCRO LÍQUIDO AJUSTADO 2Q23

US\$ MILHÕES Sem EVE



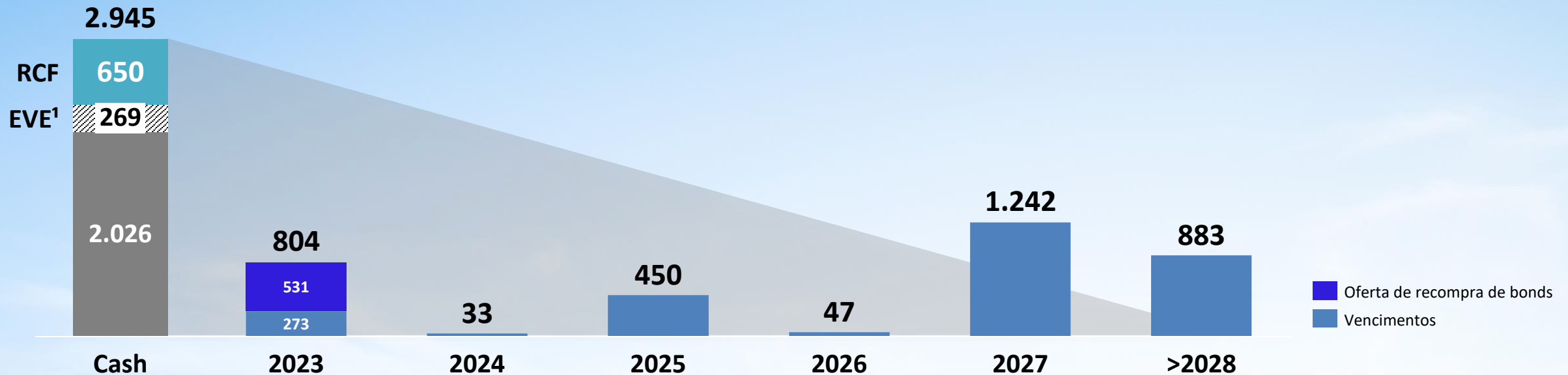
<sup>1</sup>O Lucro Líquido ajustado é calculado somando o Lucro Líquido atribuível aos Acionistas Embraer mais o Imposto de Renda e a Contribuição Social Diferidos do período (US\$ 42.6M 2Q/22 and -US\$ 0.9M 2Q/23), bem como removendo o impacto de itens não recorrentes (-US\$ 3.9M 2Q/22 and -US\$ 1.3M 2Q/23).

\*Valores da EVE estão em IFRS.

# LIQUIDEZ

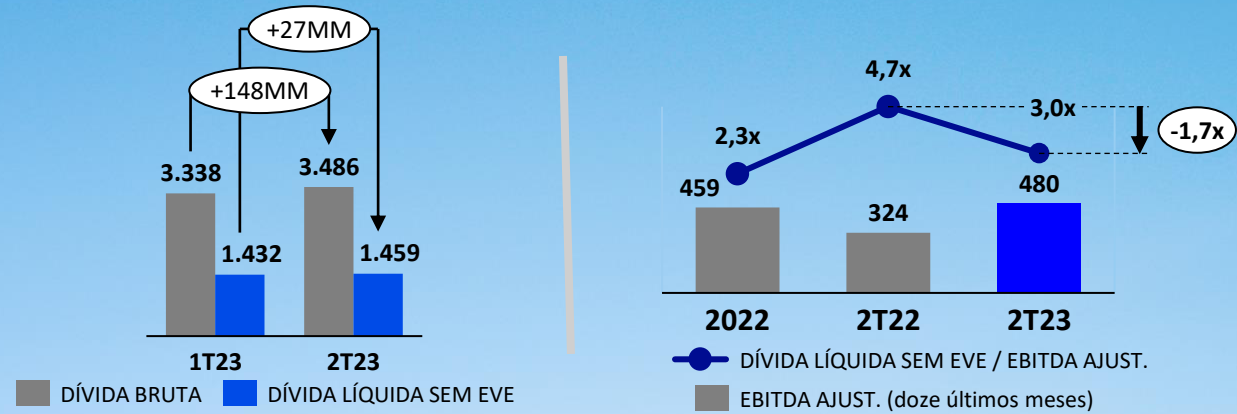
A liquidez permanece sólida e os vencimentos reperfilados

## VENCIMENTOS - US\$ MILHÕES



<sup>1</sup>EVE's Cash = Caixa e equivalentes de caixa mais aplicações financeiras e financiamentos intercompanhia a receber  
 \*Valores da EVE estão em IFRS.

## DESALAVANCAGEM - US\$ MILHÕES





# CONSIDERAÇÕES FINAIS

FRANCISCO GOMES NETO - CEO

Alberto Santos Dumont, inventor do avião.

OS PÁSSAROS  
DEVEM EXPERIMENTAR  
A MESMA SENSAÇÃO.



# SANTOS DUMONT



150° ANIVERSÁRIO





## DISCLAIMER

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2023-2026

# GROWTH

CAPTURE EMBRAER'S FULL POTENTIAL

- DELIVERY OF 47 JETS AND DOUBLE-DIGIT REVENUE GROWTH IN COMMERCIAL AND EXECUTIVE
- FIRM ORDER BACKLOG STABLE AND HIGHER IN EXECUTIVE AVIATION
- SUCCESSFUL LIABILITY MANAGEMENT EFFORTS
- 2023 OPERATIONAL AND FINANCIAL GUIDANCE REMAIN UNCHANGED
- EVE'S DEVELOPMENT WITH SEVERAL MILESTONES ACHIEVED

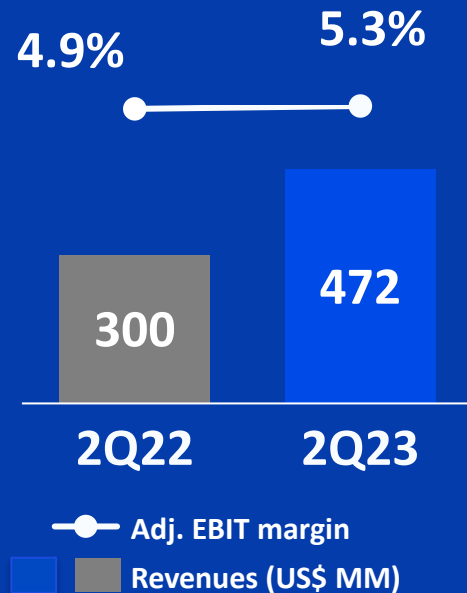


**2Q23**

**OPERATIONAL RESULTS**

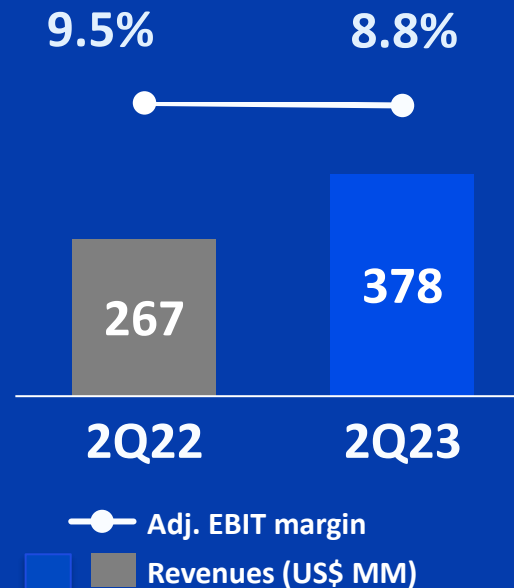
# COMMERCIAL AVIATION

- ← Revenue and EBIT increase of 57% and 70% YoY respectively
- ← E2 was chosen by Scoot, SKS Airways, Binter, and Royal Jordanian. New order from American Airlines for 7 E jets.
- ← Additional firm sales of \$700 Million to be included in 3Q23



# EXECUTIVE AVIATION

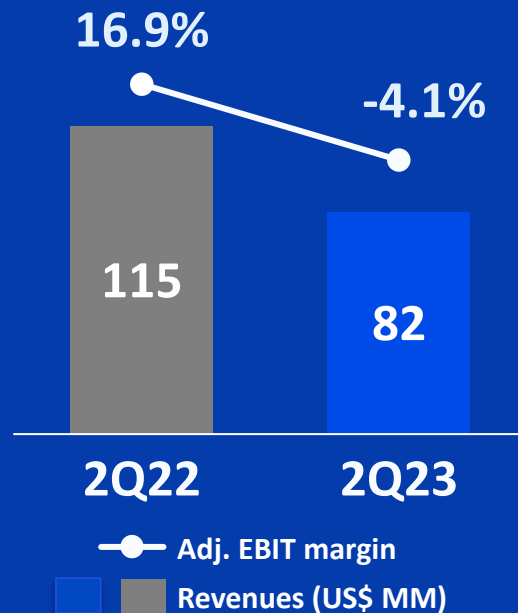
- ← Strong demand across portfolio with book-to-bill of 2:1
- ← US\$ 5 billion NetJets deal for up to 250 Praetor 500 options along with a comprehensive services and support agreement
- ← Backlog growth ~4% compared to 1Q23, reaching \$ 4.3 Bi.



**PRAETOR 500**  
BY EMBRAER

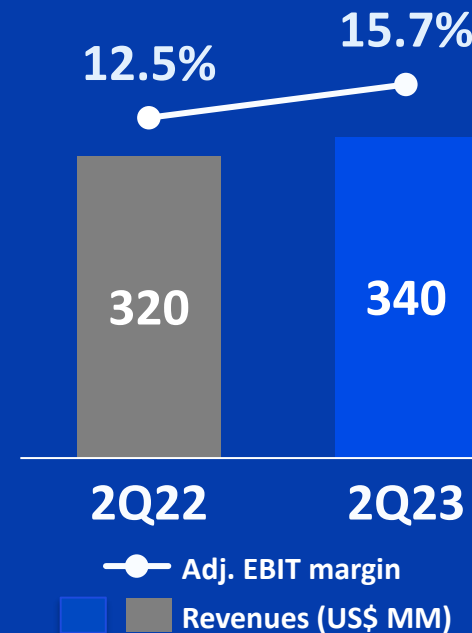
# DEFENSE & SECURITY

- ← Delay of new contracts and revenue recognition
- ← Several sales campaign gaining traction
- ← Revenue growth expected in 2H23



# SERVICES & SUPPORT

- ← YTD revenue increase of 13% to US\$ 666 million
- ← Significant margin growth +3.3p.p. compared to 2Q22
- ← New services contracts signed and LoA with Lanzhou for 20 E-Jets freighters conversions.





# MILESTONES AND 2023 OUTLOOK UNCHANGED



**SELECTION OF FIRST eVTOL  
PRODUCTION LOCATION IN BRAZIL**



**SELECTION OF PRIMARY SUPPLIERS**



**AIRCRAFT SYSTEMS ARCHITECTURE  
DEFINITION**



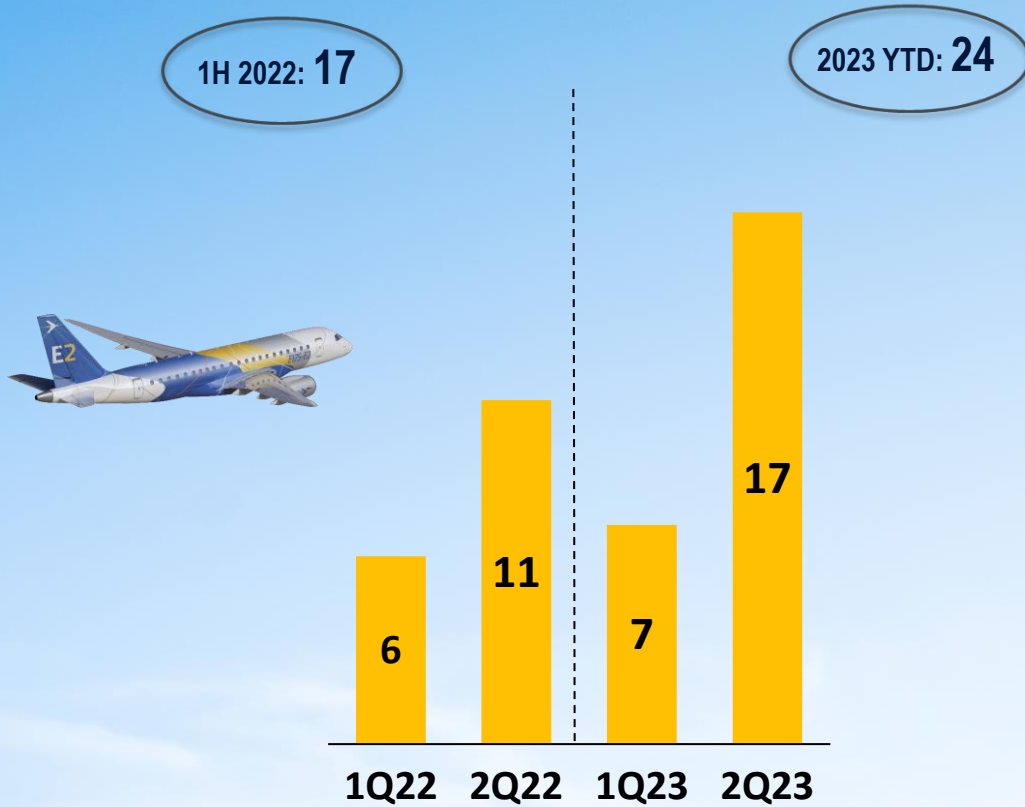
**LOIs OF \$8.6 Bi AND 2,850 UNITS**



# 2Q23 / FINANCIAL RESULTS

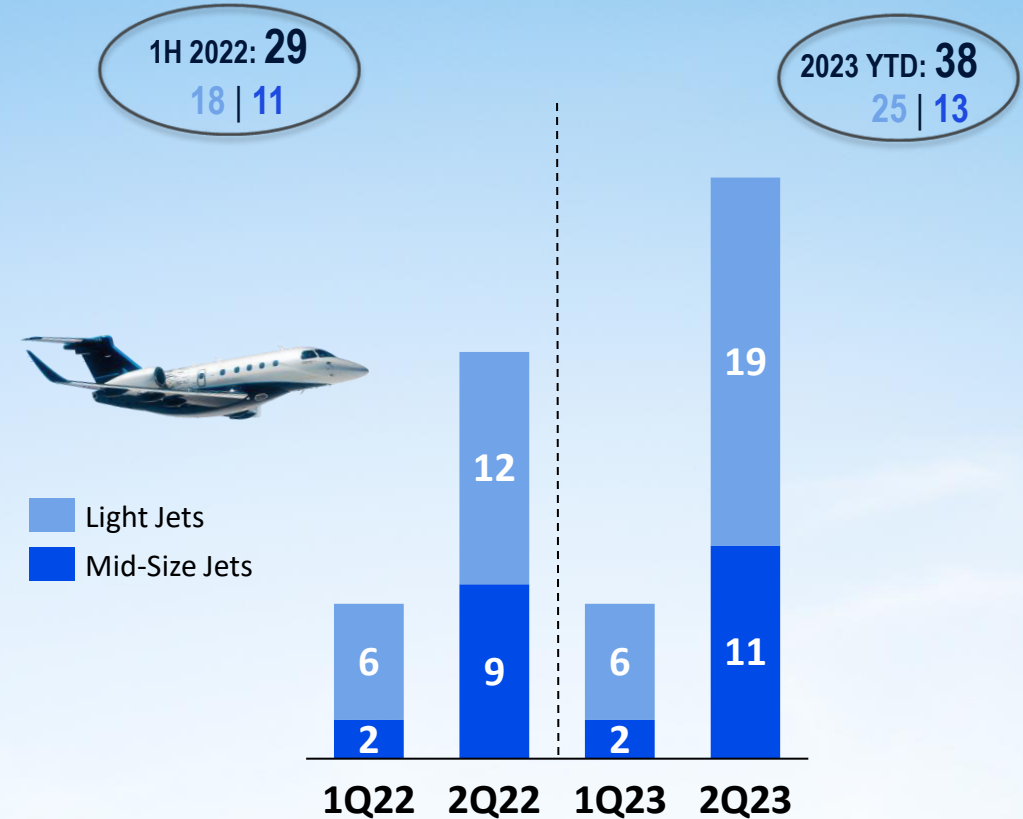
# AIRCRAFT DELIVERIES

## COMMERCIAL AVIATION



Outlook 2023: 65 – 70

## EXECUTIVE AVIATION



Outlook 2023: 120 – 130

# BACKLOG

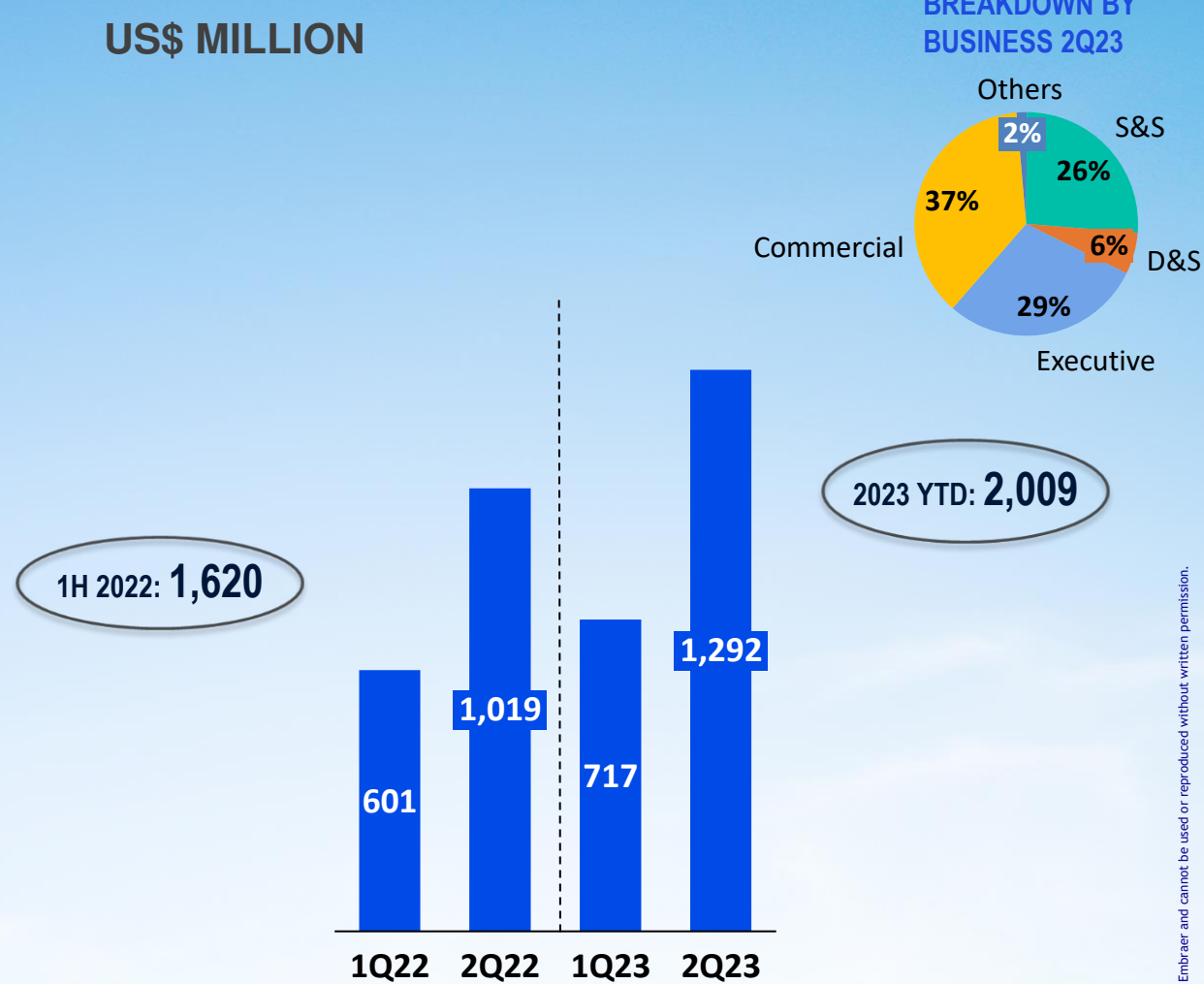
US\$ BILLION



Services & Support
  Executive Aviation  
 Defense & Security
  Commercial Aviation

# NET REVENUES

US\$ MILLION

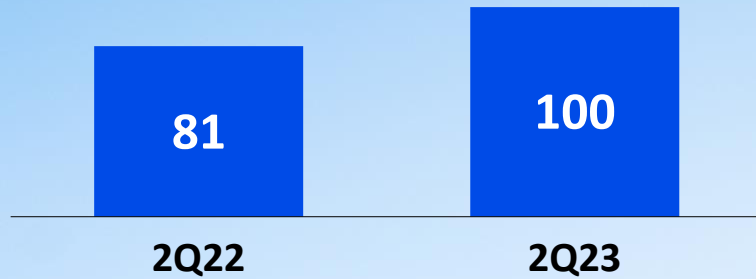


Outlook 2023: US\$ 5.2 – 5.7 Billion

# ADJUSTED EBIT 2Q23

US\$ MILLION

8.0% 7.7%

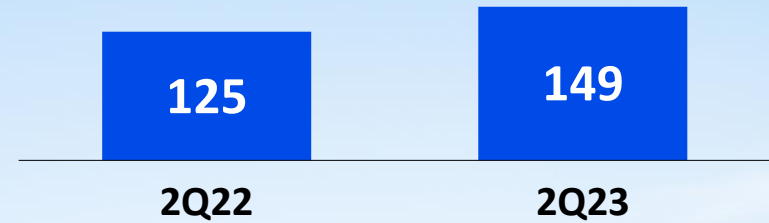
EVE Expenses	(302.4)	(24.7)
REPORTED EBIT <sup>1</sup>	-22.3% (227.1)	5.7% 73.2

2023 Outlook: 6.4% - 7.4%

# ADJUSTED EBITDA 2Q23

US\$ MILLION

12.2% 11.5%

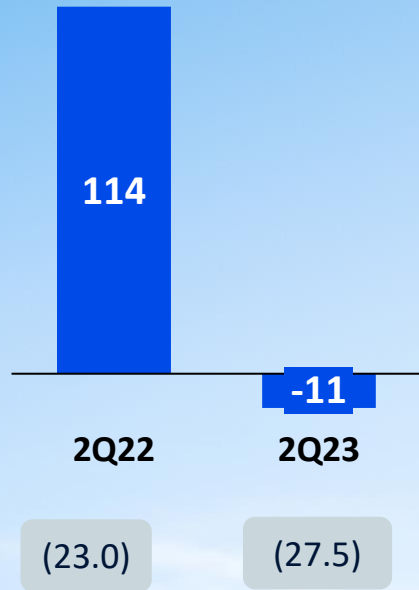
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REPORTED EBITDA <sup>1</sup>	-18.0% (183.7)	9.5% 122.2

2023 Outlook: 10.0% - 11.0%

<sup>1</sup> Adjusted EBIT and Adjusted EBITDA does not consider EVE expenses and warrants. All numbers from EVE are IFRS  
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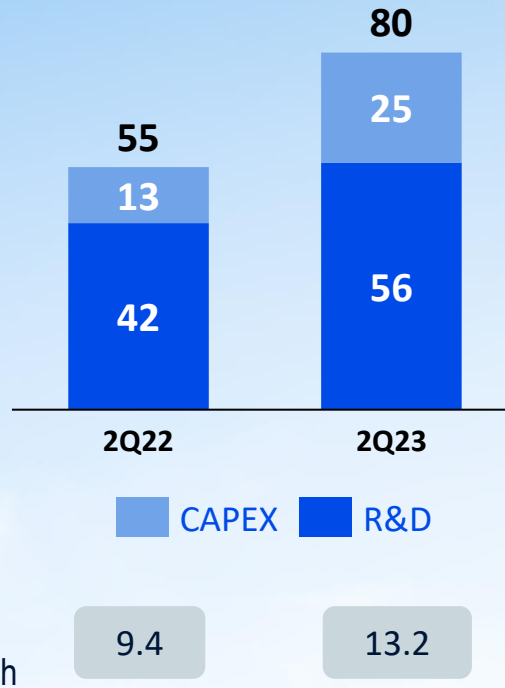
# ADJUSTED FCF 2Q23

US\$ MILLION excludes Eve



# INVESTMENTS 2Q23

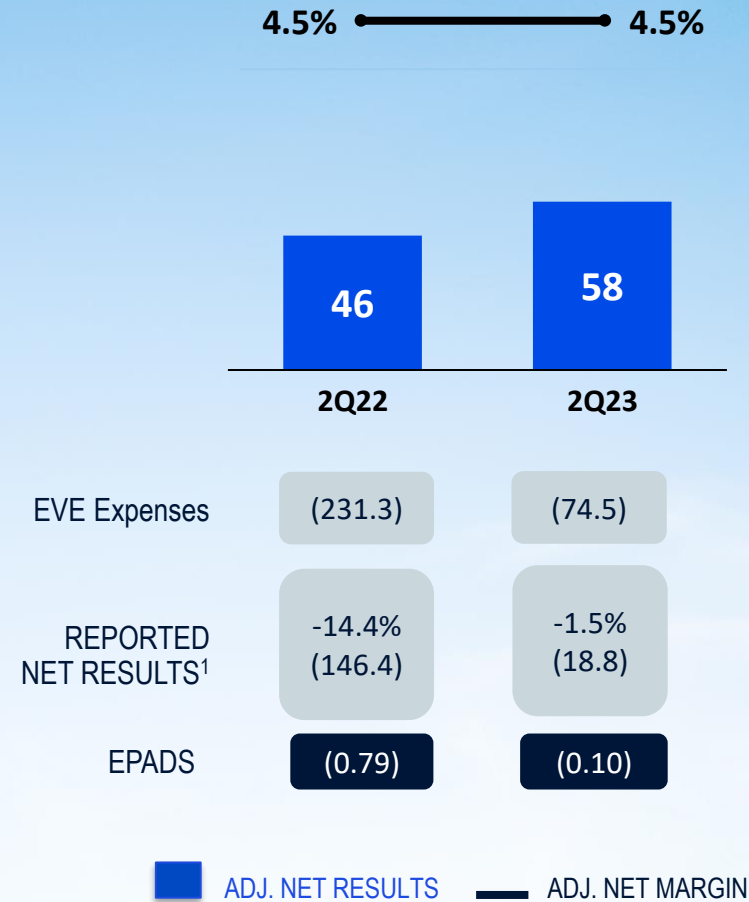
US\$ MILLION excludes Eve



All numbers from EVE are IFRS

# ADJUSTED NET RESULTS 2Q23

US\$ MILLION excludes Eve



<sup>1</sup>Adjusted Net Results is calculated by adding Net Income attributable to Embraer Shareholders plus Deferred Income tax and social contribution for the period (US\$ 42.6M 2Q/22 and -US\$ 0.9M 2Q/23), as well as removing the impact of non-recurring items (-US\$ 3.9M 2Q/22 and -US\$ 1.3M 2Q/23).  
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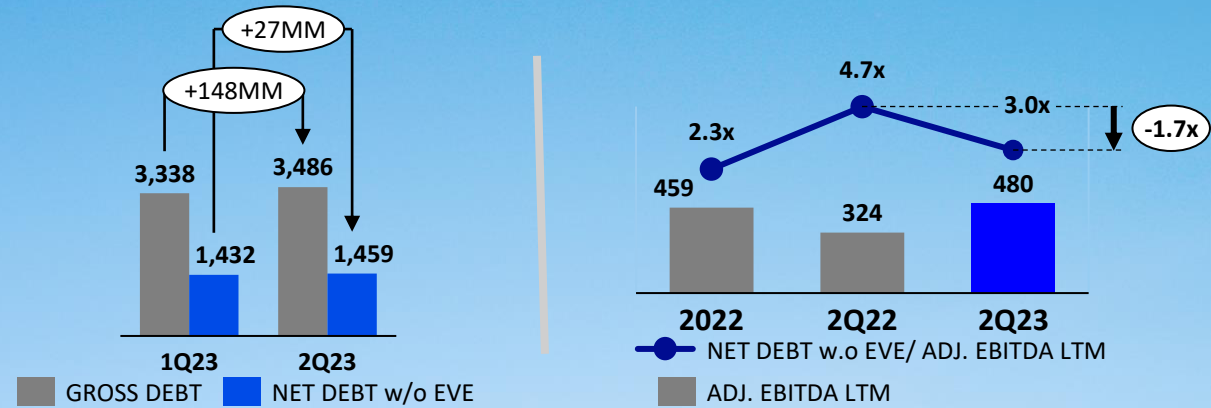
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2023 Outlook: **US\$ 150 Million or Better**

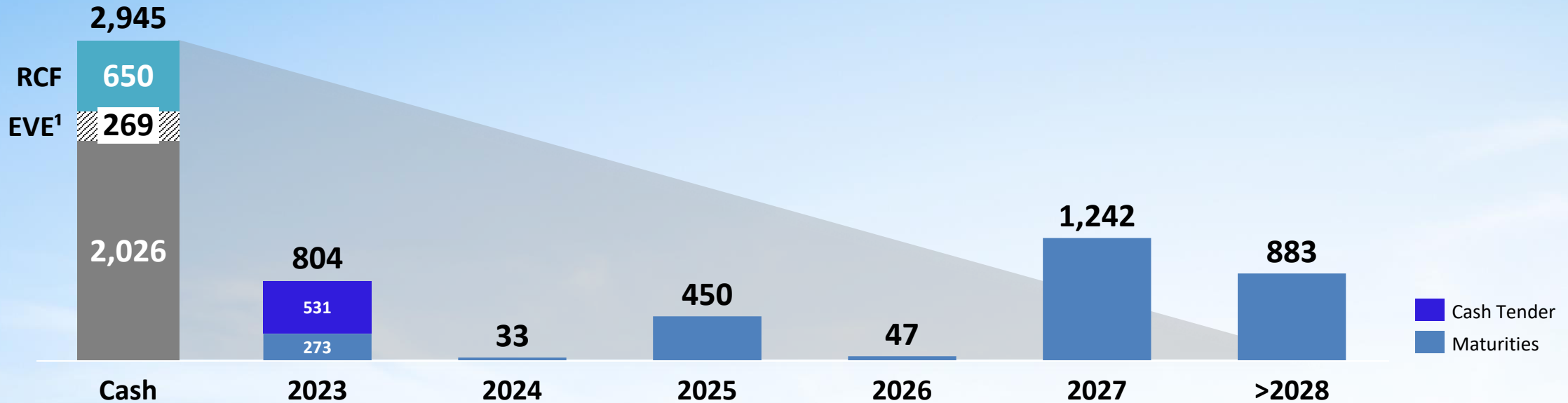
# LIQUIDITY

Liquidity remain strong and maturities reprofiled

## DELEVERAGING - US\$ MILLION



## MATURITIES US\$ MILLION



<sup>1</sup>EVE's Cash = Cash and cash equivalents plus financial investments and intercompany loan receivable  
 \*All numbers from EVE are IFRS



# CLOSING REMARKS

FRANCISCO GOMES NETO - CEO

Alberto Santos Dumont, airplane inventor.

BIRDS MUST  
EXPERIENCE THE  
SAME SENSATION.



# SANTOS DUMONT



150<sup>th</sup> ANNIVERSARY





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