
EMBRAER
#ForADifferentWorld
#ParaUmMundoDiferente

ESTA APRESENTAÇÃO PODE CONTER PROJEÇÕES FUTURAS, DECLARAÇÕES E ESTIMATIVAS A RESPEITO DE CIRCUNSTÂNCIAS OU EVENTOS AINDA NÃO OCORRIDOS, INCLUINDO, PORÉM NÃO LIMITADO ÀS DECLARAÇÕES DE GUIDANCE. ESTAS PROJEÇÕES FUTURAS E ESTIMATIVAS TÊM EMBASAMENTO, EM GRANDE PARTE, NAS ATUAIS EXPECTATIVAS, PROJEÇÕES SOBRE EVENTOS FUTUROS E TENDÊNCIAS FINANCEIRAS E INDUSTRIAIS QUE AFETAM OS NEGÓCIOS DA EMBRAER. ESSAS ESTIMATIVAS ESTÃO SUJEITAS A RISCOS, INCERTEZAS E SUPOSIÇÕES QUE INCLUEM, DENTRE OUTRAS: CONDIÇÕES GERAIS ECONÔMICAS, POLÍTICAS E COMERCIAIS, TANTO NO BRASIL QUANTO NOS MERCADOS ONDE A EMBRAER ATUA; EXPECTATIVAS E ESTIMATIVAS DA DIREÇÃO RELACIONADAS AO DESEMPENHO FINANCEIRO FUTURO; PLANOS E OBJETIVOS DA DIREÇÃO; PLANOS E PROGRAMAS DE FINANCIAMENTO E EFEITOS DA COMPETIÇÃO; TENDÊNCIAS PARA O SETOR E OPORTUNIDADES DE CRESCIMENTO; INFLAÇÃO E VOLATILIDADE DO CÂMBIO; OS PLANOS DE INVESTIMENTO DA EMPRESA; EFICIÊNCIA OPERACIONAL E SINERGIAS DA EMBRAER E SUA CAPACIDADE DE DESENVOLVER E ENTREGAR PRODUTOS NAS DATAS PREVIAMENTE ACORDADAS; RESULTADOS DE OPERAÇÕES; ESTRATÉGIAS DE NEGÓCIO; BENEFÍCIOS DE NOVAS TECNOLOGIAS E REGULAMENTAÇÕES GOVERNAMENTAIS EXISTENTES E FUTURAS. PARA OBTER INFORMAÇÕES ADICIONAIS SOBRE FATORES QUE POSSAM INFLUENCIAR OS RESULTADOS DIFERENTEMENTE DAQUELES PREVISTOS PELA EMBRAER, FAVOR CONSULTAR OS RELATÓRIOS ARQUIVADOS PELA EMBRAER NA U.S. SECURITIES AND EXCHANGE COMMISSION (SEC) E NA COMISSÃO DE VALORES MOBILIÁRIOS (CVM) EM PARTICULAR OS FATORES DISCUTIDOS NOS CAPÍTULOS FORWARD LOOKING STATEMENTS E RISK FACTORS NO RELATÓRIO ANUAL – FORM 20F DA EMBRAER. PALAVRAS COMO “ACREDITA”, “PODE”, “PODERÁ”, “ESTIMA”, “CONTINUA”, “ANTECIPA”, “PRETENDE”, “ESPERA” E TERMOS SIMILARES TÊM POR OBJETIVO IDENTIFICAR EXPECTATIVAS. A EMBRAER NÃO SE SENTE OBRIGADA A PUBLICAR ATUALIZAÇÕES NEM A REVISAR QUAISQUER ESTIMATIVAS EM DECORRÊNCIA DE NOVAS INFORMAÇÕES, EVENTOS FUTUROS OU QUAISQUER OUTROS ACONTECIMENTOS. EM VISTA DOS RISCOS E INCERTEZAS INERENTES, TAIS ESTIMATIVAS, EVENTOS E PREVISÕES SOBRE O FUTURO PODEM NÃO OCORRER. OS RESULTADOS REAIS E A PERFORMANCE DA EMBRAER PODEM DIFERIR SUBSTANCIALMENTE DAQUELES PUBLICADOS ANTERIORMENTE COMO EXPECTATIVAS DA EMBRAER.

ESTRATÉGIA DE CURTO PRAZO



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RESULTADOS 2º TRIMESTRE 2020

DESTAQUES FINANCEIROS

COVID-19 - IMPACTO FINANCEIRO

- Concentrado na Aviação Comercial:
  - Baixo volume
  - Excesso de capacidade (ociosidade)
  - Impairment e D&A de 2019
- Parcialmente mitigado pelo nosso portfólio diversificado
- Estimativas anuais continuam suspensas

BOA PERFORMANCE DA EXECUTIVA E DEFESA

- Expansão das margens em relação ao 1S19
- Melhor *mix* de produtos
- Disciplina de preço e produção

FORTE CARTEIRA DE PEDIDOS SEM NENHUM CANCELAMENTO NA AVIAÇÃO COMERCIAL

REDUÇÃO DE INVESTIMENTO E DESPESAS

PLANO DE OTIMIZAÇÃO DO CAPITAL DE GIRO

NOVOS RECURSOS AUMENTANDO A FORTE LIQUIDEZ

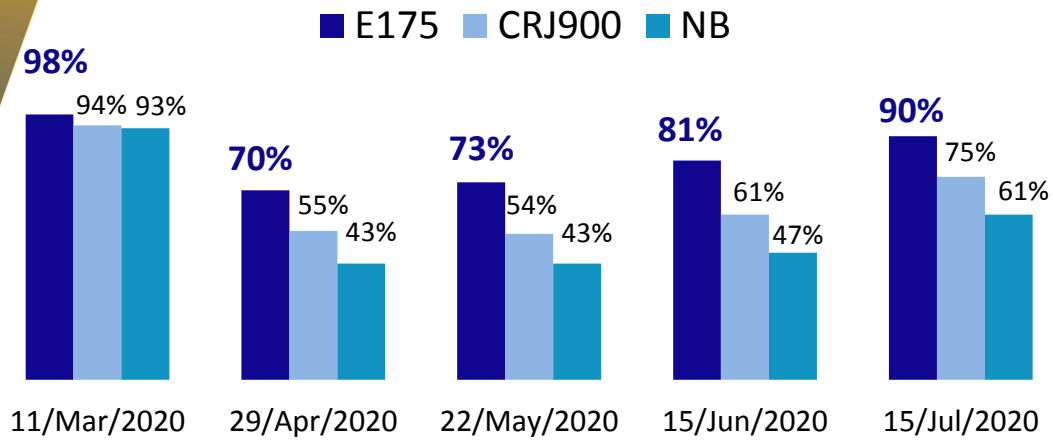
ENCERRAMENTO DO MONITORAMENTO EXTERNO E DE SEUS CUSTOS FINANCEIROS

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AVIAÇÃO COMERCIAL

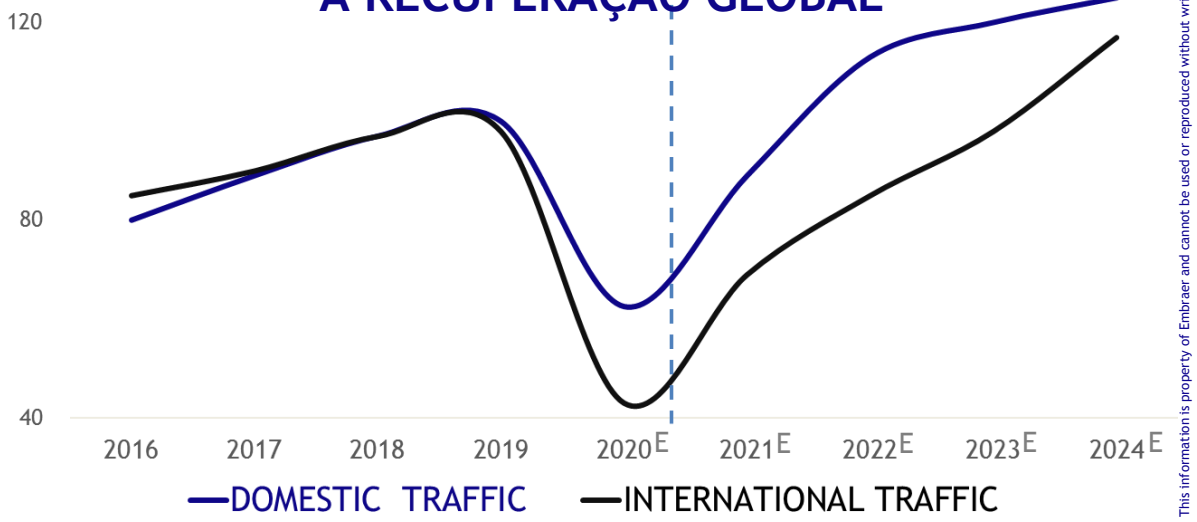
- REINTEGRAÇÃO DA AVIAÇÃO COMERCIAL COM ARJAN MEIJER COMO NOVO PRESIDENTE E CEO
- ENTREGA DE 4 E-JETS NO 2T20 (9 NO ANO)
- ENTREGA DO 1.600º E-JET (E190-E2) PARA A HELVETIC AIRWAYS
- HELVETIC AIRWAYS CONVERTEU QUATRO E190-E2 PARA O MAIOR E195-E2
- CONGO AIRWAYS ATUALIZOU SEU PEDIDO DE DOIS E175 PARA DOIS E190-E2
- E175-E2 COM ENTRADA EM OPERAÇÃO PARA 2023
- E-JETS LIDERANDO A RECUPERAÇÃO DOS VOOS DOMÉSTICOS NO MUNDO

FROTA EM OPERAÇÃO NOS EUA DESDE MARÇO 2020



SOURCE: CIRIUM FLEET ANALYZER

TRÁFEGO DOMÉSTICO LIDERANDO A RECUPERAÇÃO GLOBAL



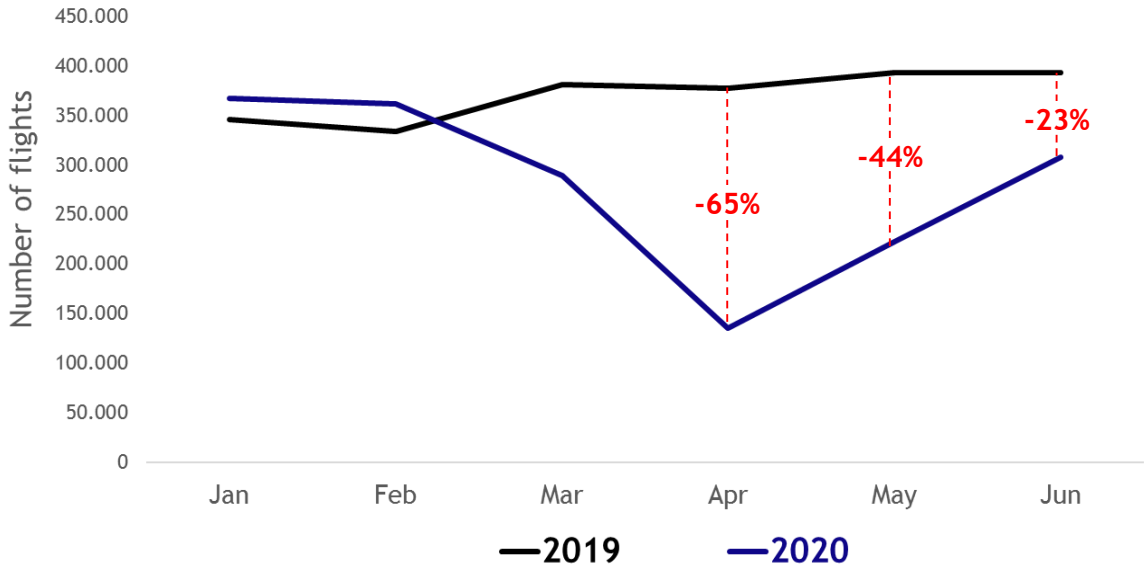
Indexed to Equal 100 in 2019
Source: IATA

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AVIAÇÃO EXECUTIVA

- ENTREGA DE 13 JATOS EXECUTIVOS (9 LEVES E 4 GRANDES) NO 2T20 (22 NO ANO)
- ENTREGA DO PRIMEIRO NOVO PHENOM 300E APRIMORADO
- PRAETOR 500 E 600 RECEBERAM UMA SÉRIE DE APRIMORAMENTOS INOVADORES PARA SUAS CABINES
- LANÇAMENTO DO PHENOM 300MED
- DISCIPLINA DE PREÇOS E ADEQUAÇÃO DA PRODUÇÃO PARA ATENDER A DEMANDA DO MERCADO
- FORTE RETOMADA DA AVIAÇÃO EXECUTIVA INICIADA EM MAIO (*V-SHAPED*)

AVIAÇÃO EXECUTIVA – RECUPERAÇÃO NO TRÁFEGO AÉREO MUNDIAL



Source: Flight Aware proprietary information, July 8, 2020

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DEFESA & SEGURANÇA

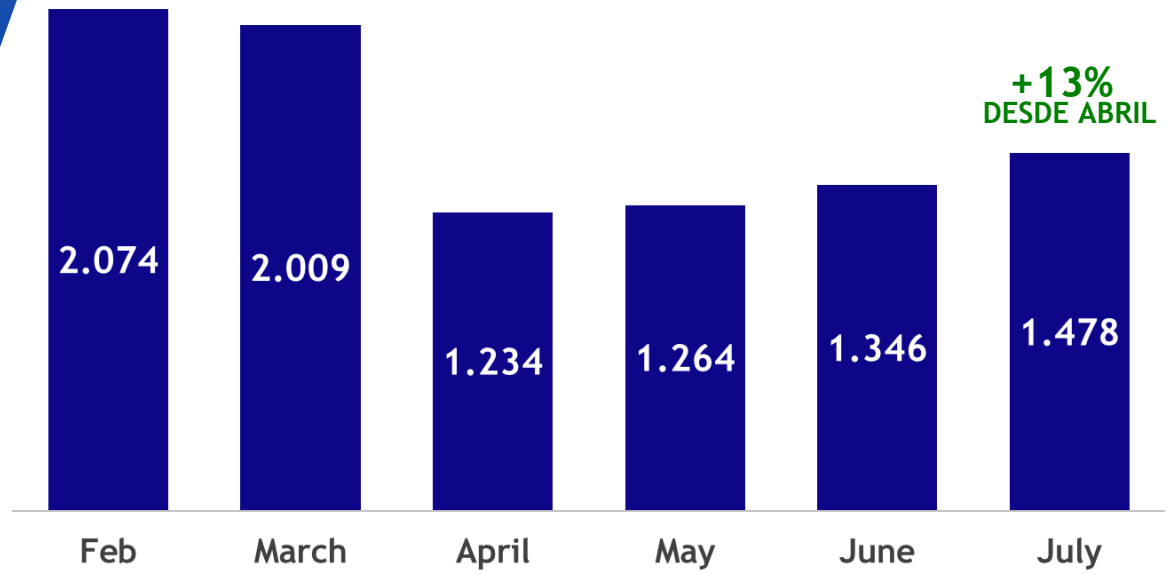
- ENTREGA DO TERCEIRO KC-390 MILLENNIUM PARA A FORÇA AÉREA BRASILEIRA (FAB) COM ALTO GRAU DE DESPACHABILIDADE
- ENTREGA DO PRIMEIRO SUPER TUCANO DA FORÇA AÉREA DA NIGÉRIA PARA CUSTOMIZAÇÕES NA SIERRA NEVADA
- ENTREGA DOS ÚLTIMOS SEIS MODELOS DE RADAR M60 PARA O EXÉRCITO BRASILEIRO, TOTALIZANDO 14 UNIDADES
- CINCO KC-390 MILLENNIUMS EM PROCESSO DE MONTAGEM (BRASIL E PORTUGAL) COM MAIS UMA ENTREGA AINDA EM 2020
- C-390 MILLENNIUM EM DESENVOLVIMENTO PARA PORTUGAL ENTROU NA FASE DE REVISÃO PRELIMINAR DO PROJETO
- EMBRAER ASSINOU DOIS CONTRATOS DE INVESTIMENTO EM EMPRESAS DE CIBERSEGURANÇA DO BRASIL

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SERVIÇOS & SUPORTE

- DESENVOLVIMENTO DE SOLUÇÕES INOVADORAS PARA O CENÁRIO DA COVID-19:
  - TREINAMENTO REMOTO COM TOTAL QUALIFICAÇÃO E CERTIFICAÇÃO
  - DESENVOLVIMENTO DE SOLUÇÕES DE TRANSPORTE DE CARGA PARA AERONAVES COMERCIAIS
  - MELHORIA DOS PROCESSOS DE LIMPEZA E DESINFECÇÃO DE AERONAVES
- PRIMEIRA CONVERÇÃO DE UM LEGACY 450 PARA UM PRAETOR 500
- EXTENSÃO DO INTERVALO DE REVISÃO DOS PHENOM PARA 800 HORAS DE VOO, QUASE DOBRANDO A MÉDIA DO SETOR
- EM PORTUGAL, A OGMA ASSINOU 12 NOVOS CONTRATOS DE MANUTENÇÃO

JATOS COMERCIAIS EMBRAER - ATUALMENTE COM 70% EM OPERAÇÃO NO MUNDO



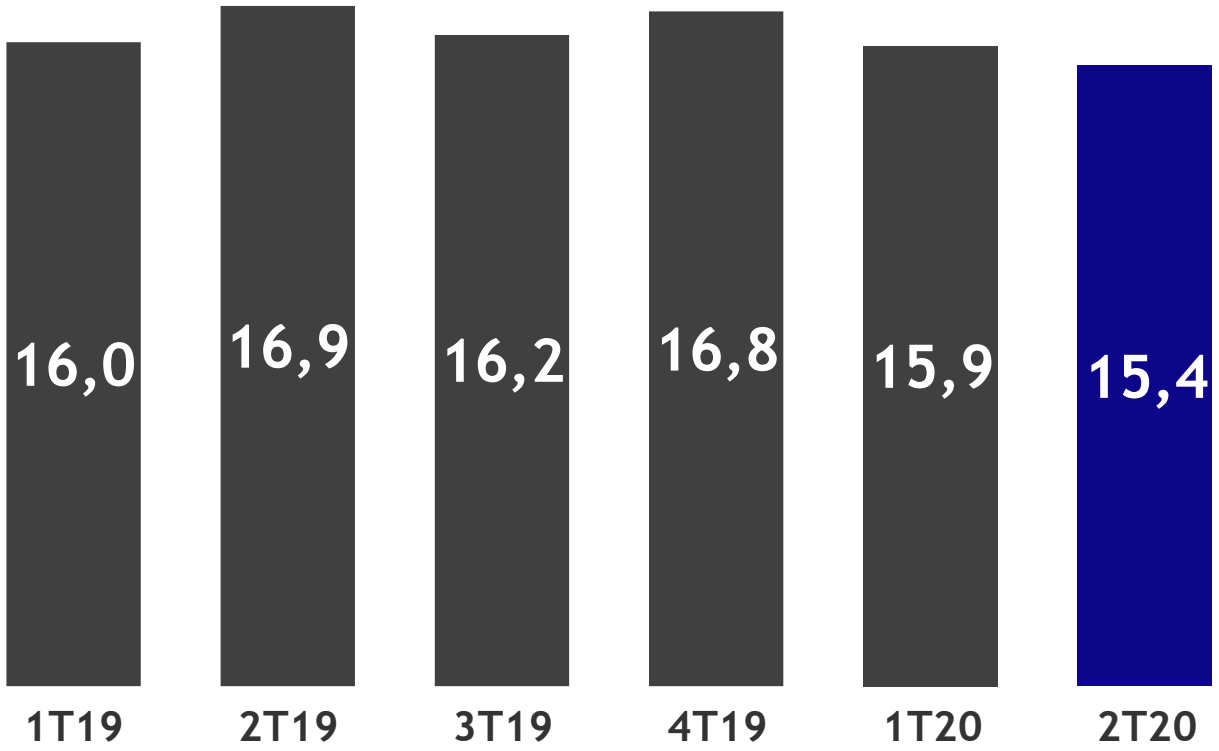
Source: EMBRAER; reference July 2020

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RESULTADOS FINANCEIROS

CARTEIRA DE PEDIDOS FIRMES
BACKLOG

US$ Bilhões



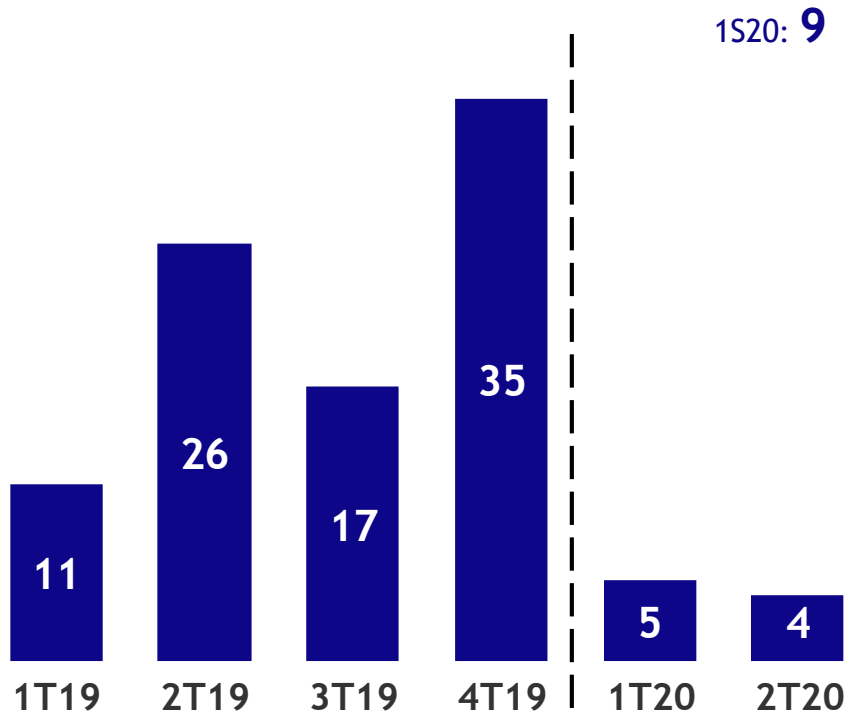
FORTE

CARTEIRA DE PEDIDOS

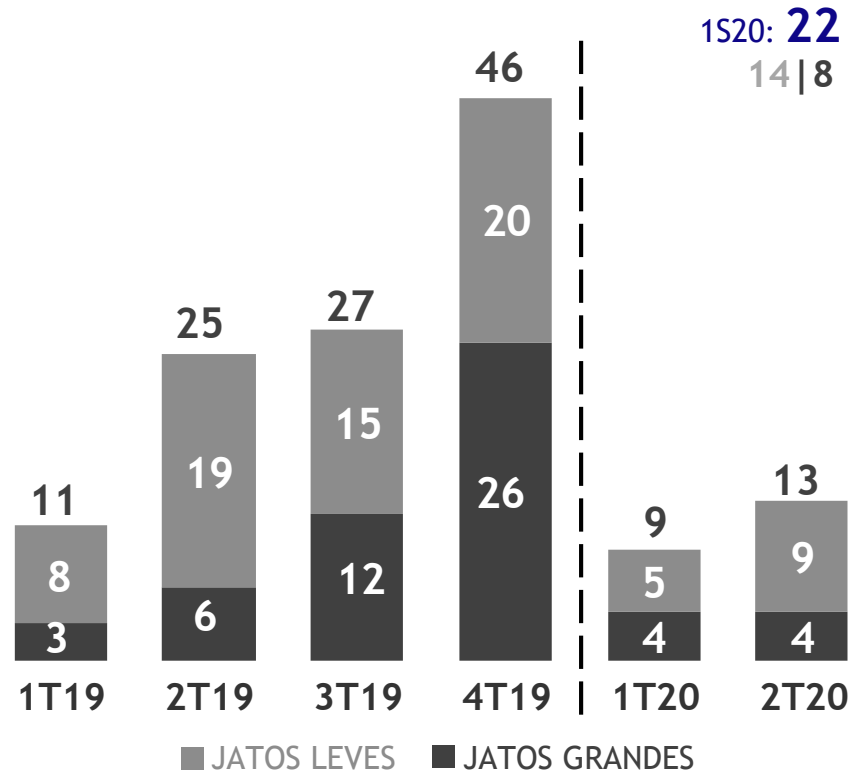
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ENTREGA DE AERONAVES

AVIAÇÃO COMERCIAL



AVIAÇÃO EXECUTIVA

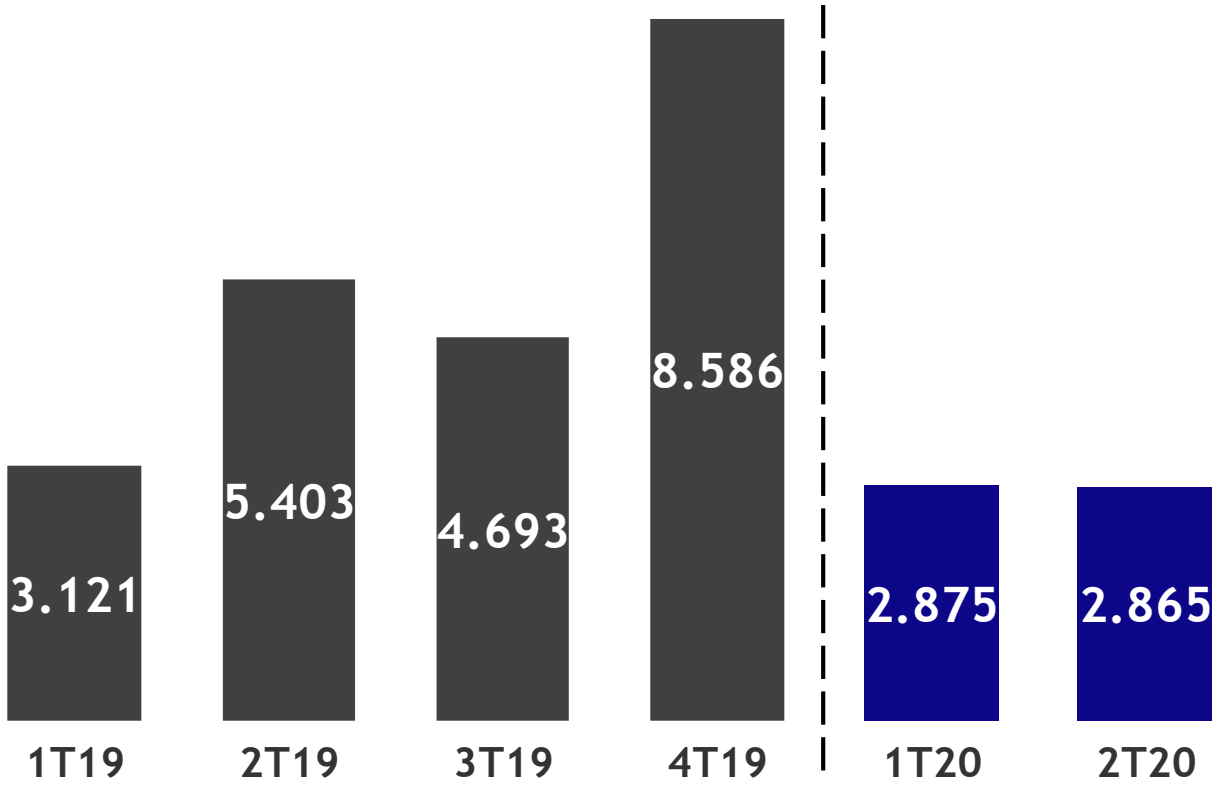


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RECEITA LÍQUIDA

R$ Milhões

1S20: R$ **5.739**



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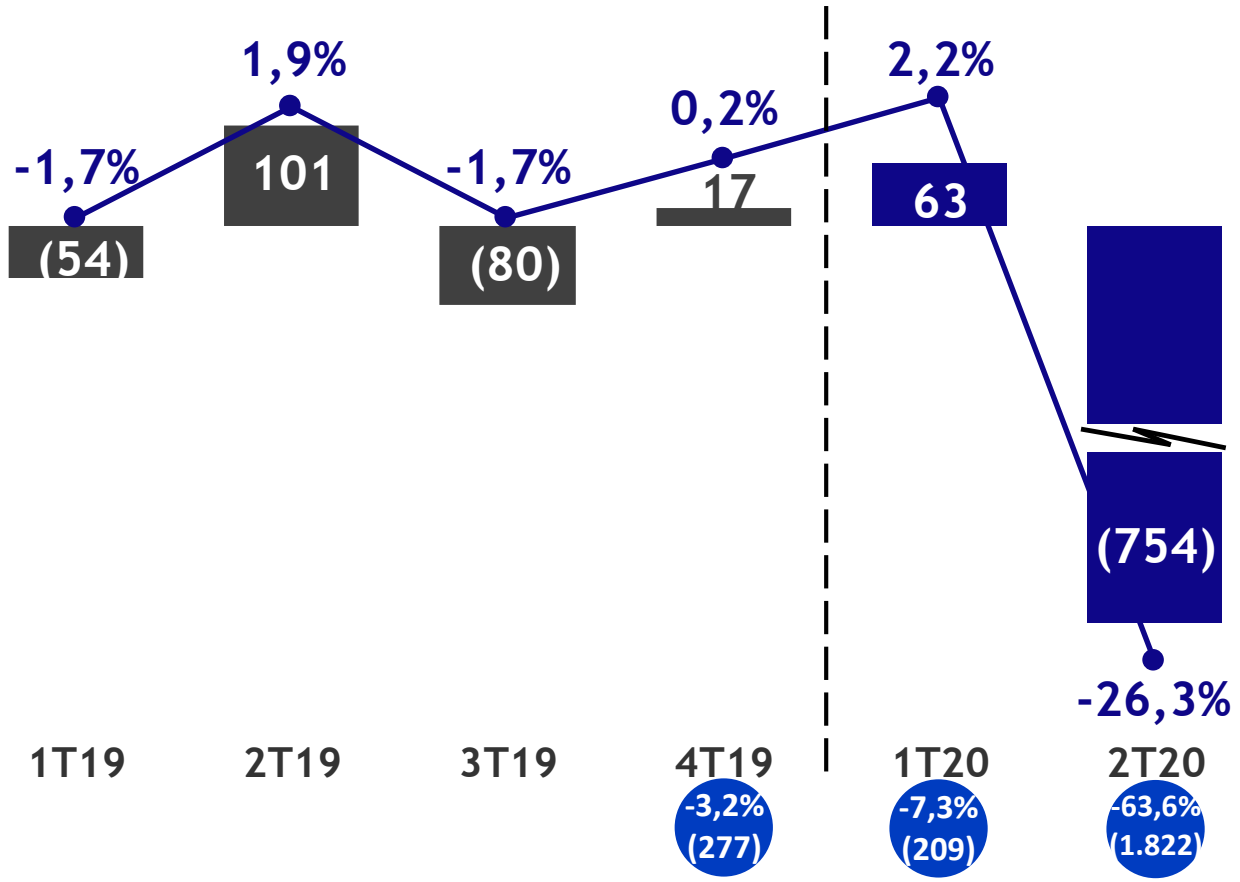
RESULTADO OPERACIONAL AJUSTADO - EBIT

1S20: **(691) | -12,0%**

R$ Milhões

- EBIT AJUSTADO
- MARGEM EBIT AJUSTADA
- EBIT REPORTADO - INCLUI ITENS ESPECIAIS (R$ MILHÕES)

4T19 - IMPAIRMENT EEJ: **(294)**
1T20 – IMPACTO COVID-19: **(272)**
2T20 – IMPACTO LÍQUIDO COVID-19: **(52)**
IMPAIRMENT COMERCIAL: **(474)**
D&A COMERCIAL: **(543)**

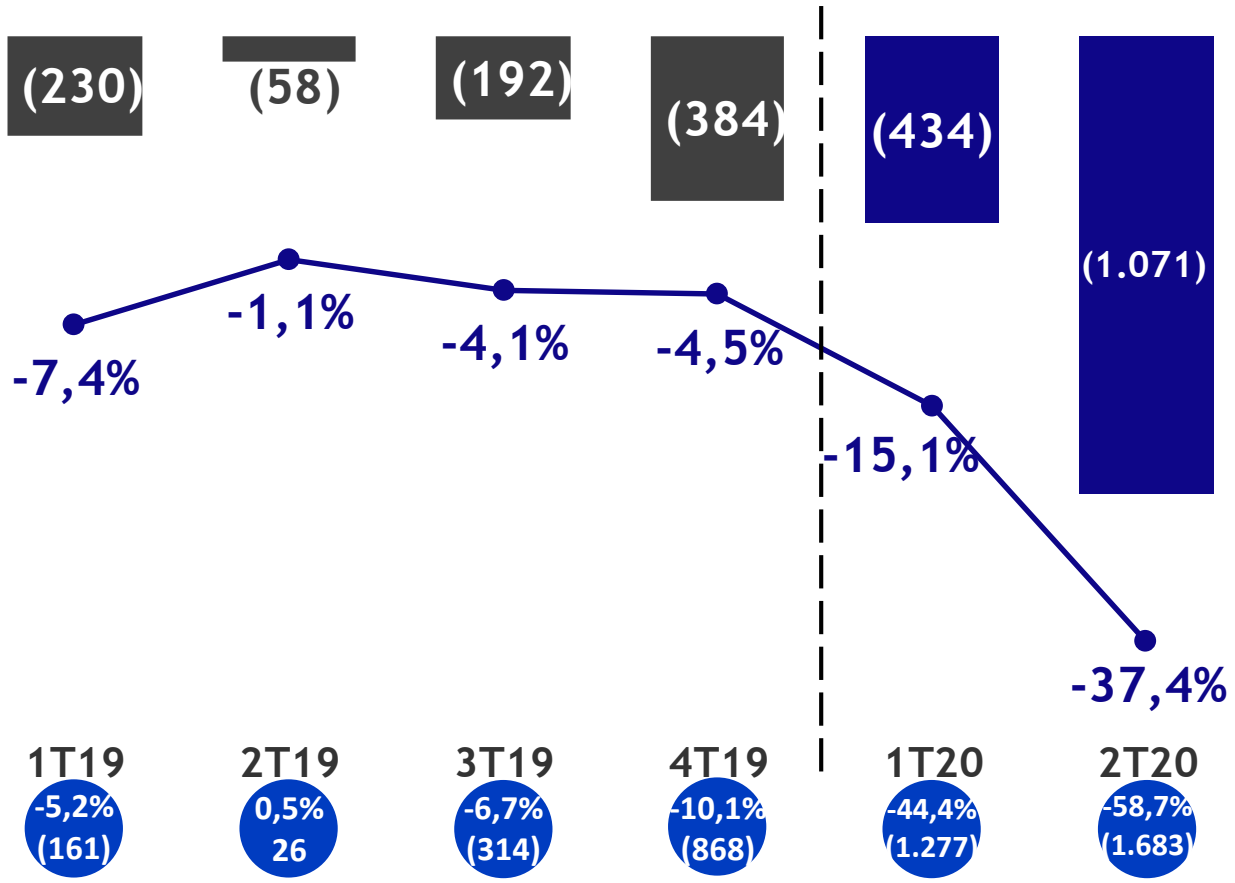


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RESULTADO LÍQUIDO AJUSTADO*

R$ Milhões

1S20: (1.505) | -26,2%



*EXCLUI ITENS EXTRAORDINÁRIOS

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CAIXA E ENDIVIDAMENTO

US$ 2,00 BILHÕES

CAIXA

US$ 1,80 BILHÃO

DÍVIDA LÍQUIDA

US$ 3,80 BILHÕES

ENDIVIDAMENTO

3,8 ANOS

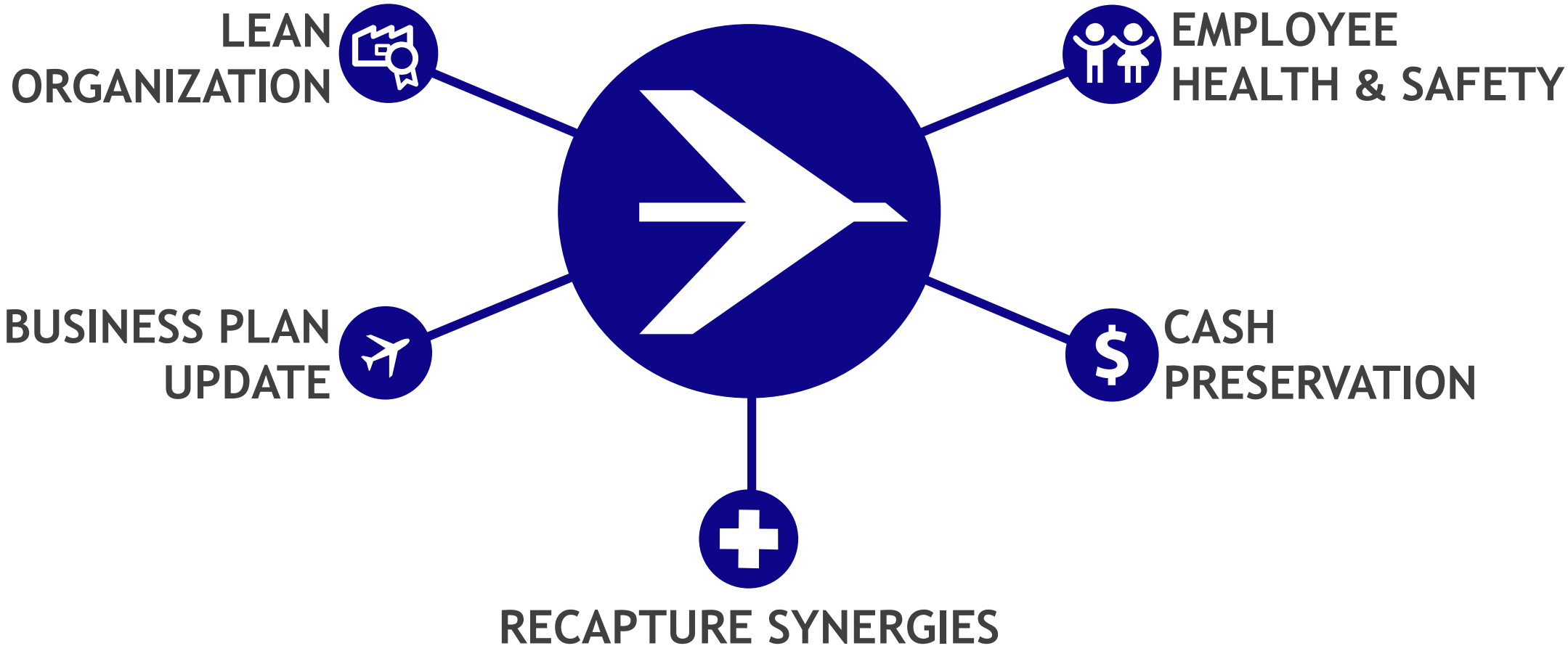
PRAZO MÉDIO ENDIVIDAMENTO

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EMBRAER
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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 RECAP



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2Q20 EARNINGS RESULTS

FINANCIAL HIGHLIGHTS 2Q20

COVID-19 FINANCIAL IMPACT

- Concentrated on Commercial Aviation:
  - Low volumes
  - Excess capacity (idleness)
  - Impairment and one-time 2019 D&A
- Partially offset by our diversified portfolio
- Guidance remains suspended

EXECUTIVE AND DEFENSE PERFORMING WELL

- Margin expansion versus 1H19
- Improved mix
- Price and production discipline

STRONG BACKLOG WITH NO CANCELLATIONS IN COMMERCIAL AVIATION

INVESTMENTS, SG&A AND COST REDUCTIONS

WORKING CAPITAL OPTIMIZATION PLAN

NEW FUNDING ADDING TO STRONG LIQUIDITY

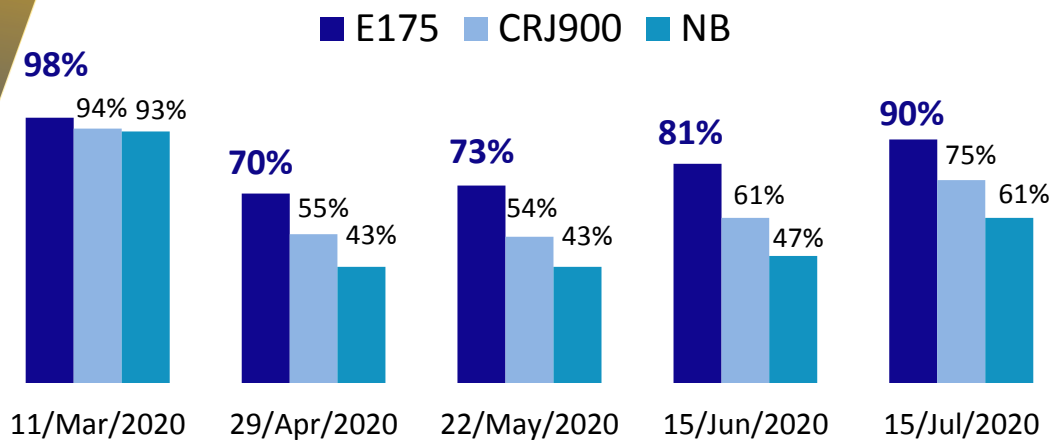
END OF MONITORSHIP AND ITS FINANCIAL COSTS

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COMMERCIAL AVIATION

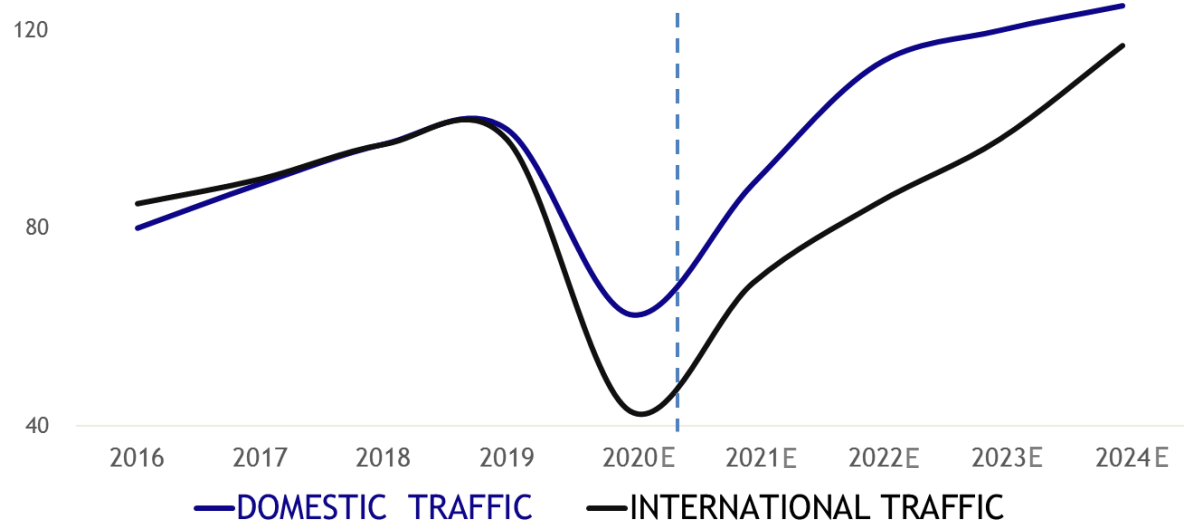
- REINTEGRATION OF COMMERCIAL AVIATION WITH ARJAN MEIJER AS NEW PRESIDENT AND CEO
- DELIVERY OF 4 E-JETS IN 2Q20 (9 YTD)
- DELIVERY OF THE 1,600TH E-JET (E190-E2) TO HELVETIC AIRWAYS
- HELVETIC AIRWAYS CONVERTED FOUR E190-E2 TO THE LARGER E195-E2
- CONGO AIRWAYS UPGRADED ITS ORDER FROM TWO E175 TO TWO E190-E2
- E175-E2 EIS CURRENTLY PLANNED FOR 2023
- E-JETS LEADING THE RECOVERY OF DOMESTIC FLIGHTS WORLDWIDE

US IN-SERVICE FLEET SINCE MARCH 2020



Source: Cirium Fleet Analyzer

DOMESTIC TRAFFIC TO LEAD GLOBAL RECOVERY



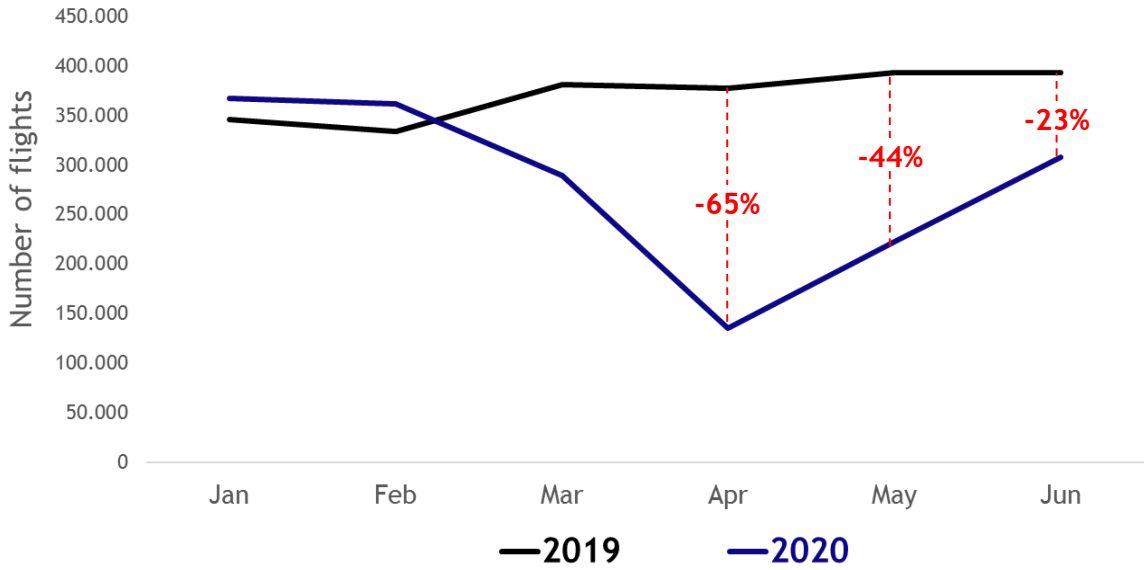
Indexed to Equal 100 in 2019
Source: IATA

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EXECUTIVE JETS

- DELIVERY OF 13 EXECUTIVE JETS (9 LIGHT AND 4 LARGE) IN 2Q20 (22 YTD)
- DELIVERY OF THE FIRST NEW ENHANCED PHENOM 300E
- PRAETOR 500 AND 600 JETS RECEIVED A SERIES OF BREAKTHROUGH CABIN ENHANCEMENTS
- LAUNCH OF THE PHENOM 300MED, A UNIQUE MEDEVAC SOLUTION
- PRICING DISCIPLINE AND RIGHTSIZING PRODUCTION TO MEET MARKET DEMAND
- PRIVATE AVIATION STRONG REBOUND STARTING IN MAY (V-SHAPED)

BUSINESS AVIATION TRAFFIC RECOVERY WORLDWIDE



Source: Flight Aware proprietary information, July 8, 2020

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DEFENSE & SECURITY

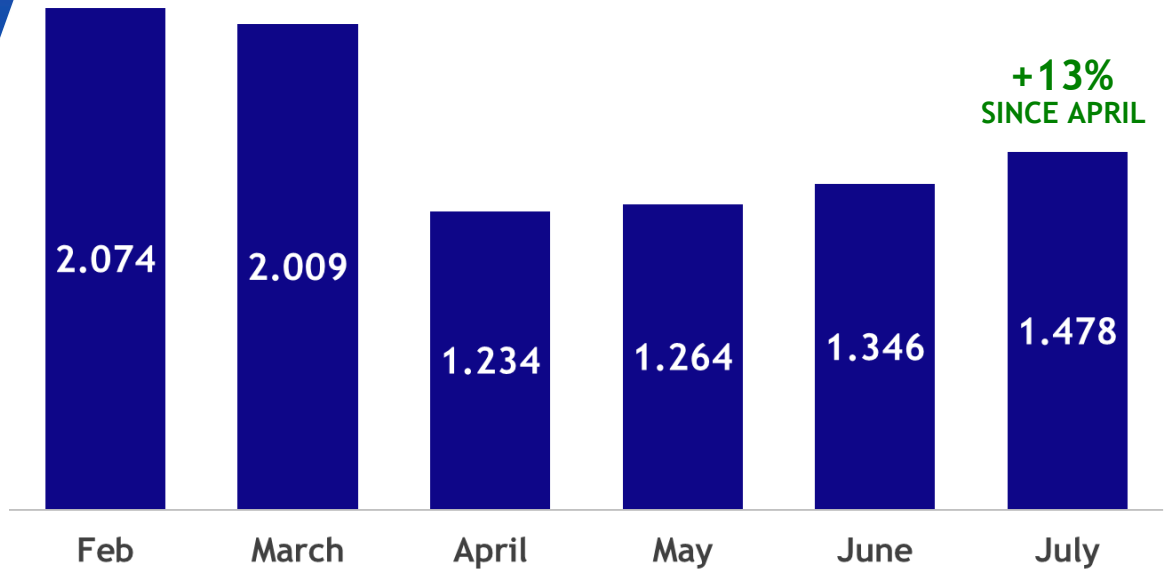
- DELIVERY OF THE 3RD KC-390 MILLENNIUM TO THE BRAZILIAN AIR FORCE WITH HIGH MISSION DISPATCHABILITY
- DELIVERY OF THE FIRST SUPER TUCANO FOR THE NIGERIAN AIR FORCE FOR CUSTOMIZATION IN SIERRA NEVADA
- DELIVERY OF THE LAST SIX M60 RADAR MODELS TO THE BRAZILIAN ARMY, TOTALING 14 UNITS
- FIVE KC-390 MILLENNIUMS UNDER ASSEMBLY (BRAZIL AND PORTUGAL) WITH ONE MORE DELIVERY IN 2020
- THE DEVELOPMENT OF THE PORTUGUESE VERSION OF THE C-390 MILLENNIUM ENTERED INTO THE PRELIMINARY DESIGN REVIEW PHASE
- EMBRAER SIGNED TWO CONTRACTS FOR INVESTMENT IN CYBERSECURITY COMPANIES IN BRAZIL

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SERVICES & SUPPORT

- DEVELOPMENT OF INNOVATIVE SOLUTIONS FOR COVID-19 SCENARIO:
  - REMOTE TRAINING WITH FULL QUALIFICATION AND CERTIFICATION
  - DEVELOPMENT OF CARGO TRANSPORTATION SOLUTIONS FOR COMMERCIAL AIRCRAFT
  - ENHANCED CLEANSING PROCEDURES FOR DISINFECTING AIRCRAFT
- FIRST CONVERSION OF A LEGACY 450 TO A PRAETOR 500
- PHENOM MAINTENANCE WAS BOOSTED TO 800 FLIGHT HOURS, DOUBLING THE INDUSTRY AVERAGE
- IN PORTUGAL, OGMA SIGNED 12 NEW MAINTENANCE AND REPAIR CONTRACTS

EMBRAER COMMERCIAL JETS - CURRENTLY 70% OF AIRCRAFT IN SERVICE WORLDWIDE



Source: EMBRAER; reference July 2020

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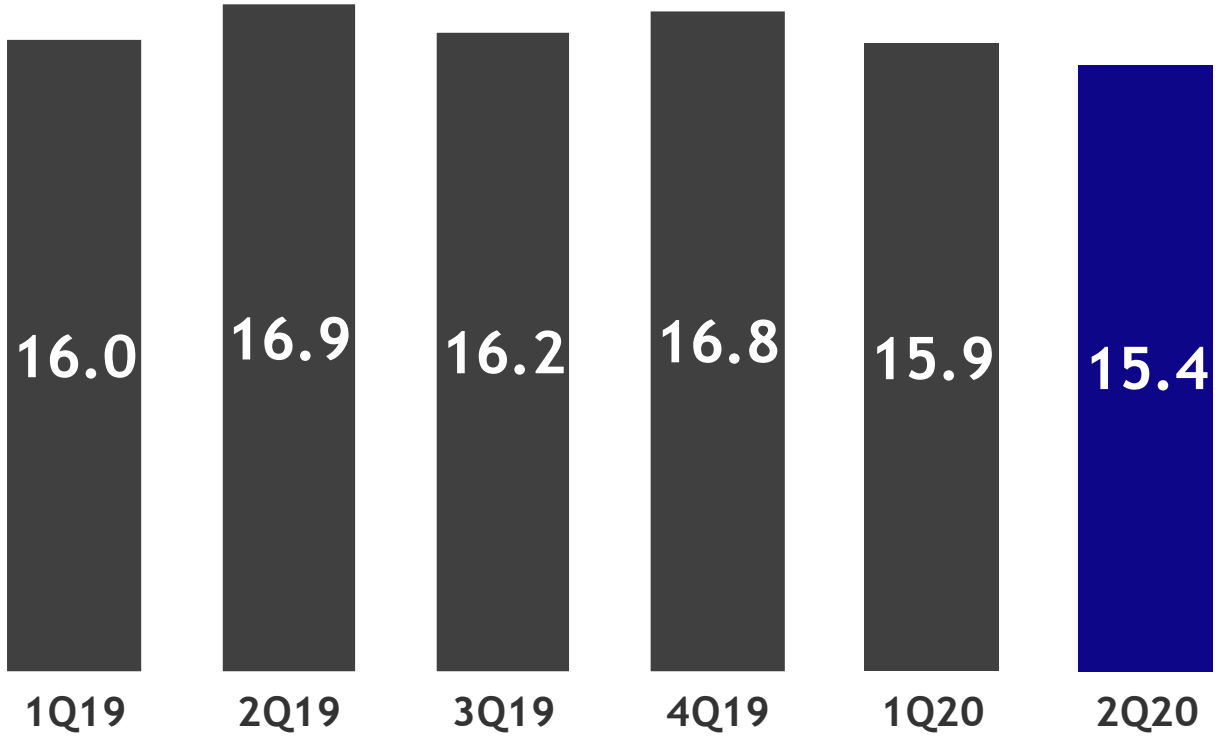
FINANCIAL RESULTS

FIRM ORDER BACKLOG

US$ Billion

BACKLOG REMAINS

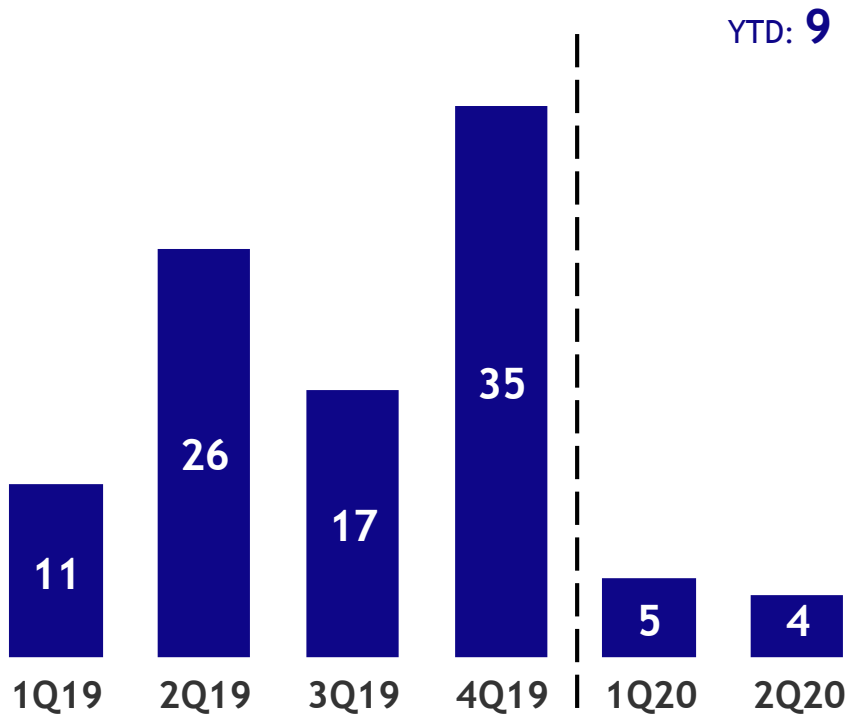
STRONG



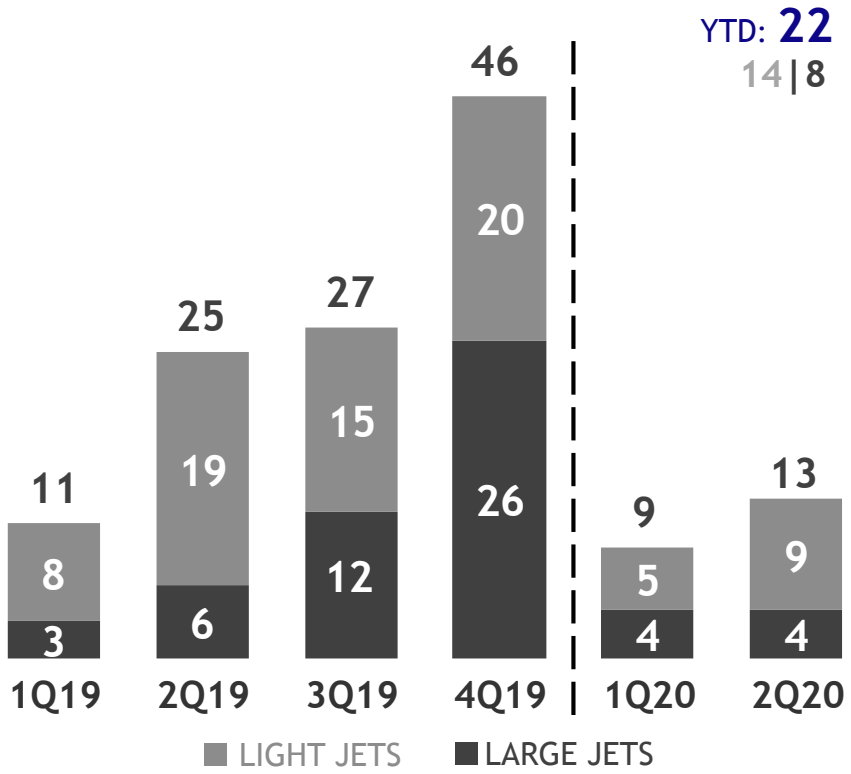
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AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



EXECUTIVE JETS

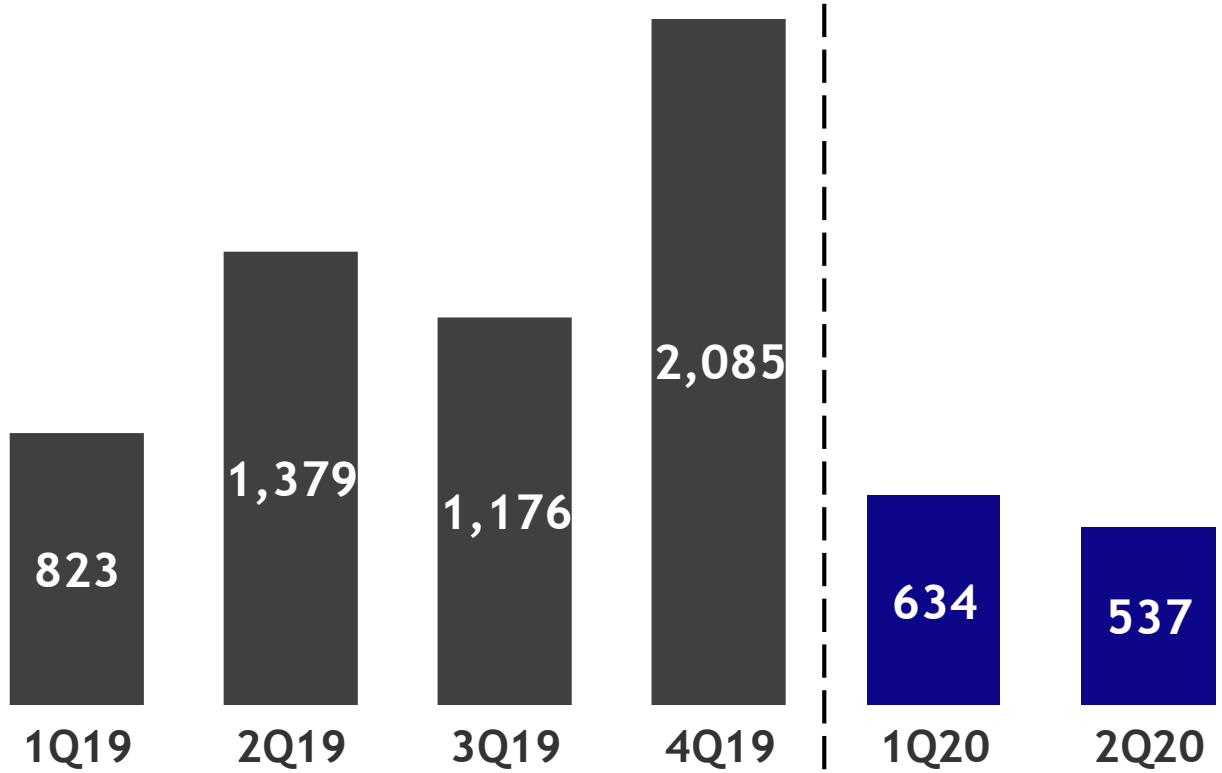


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NET REVENUES

US$ Million

YTD: **1,171**

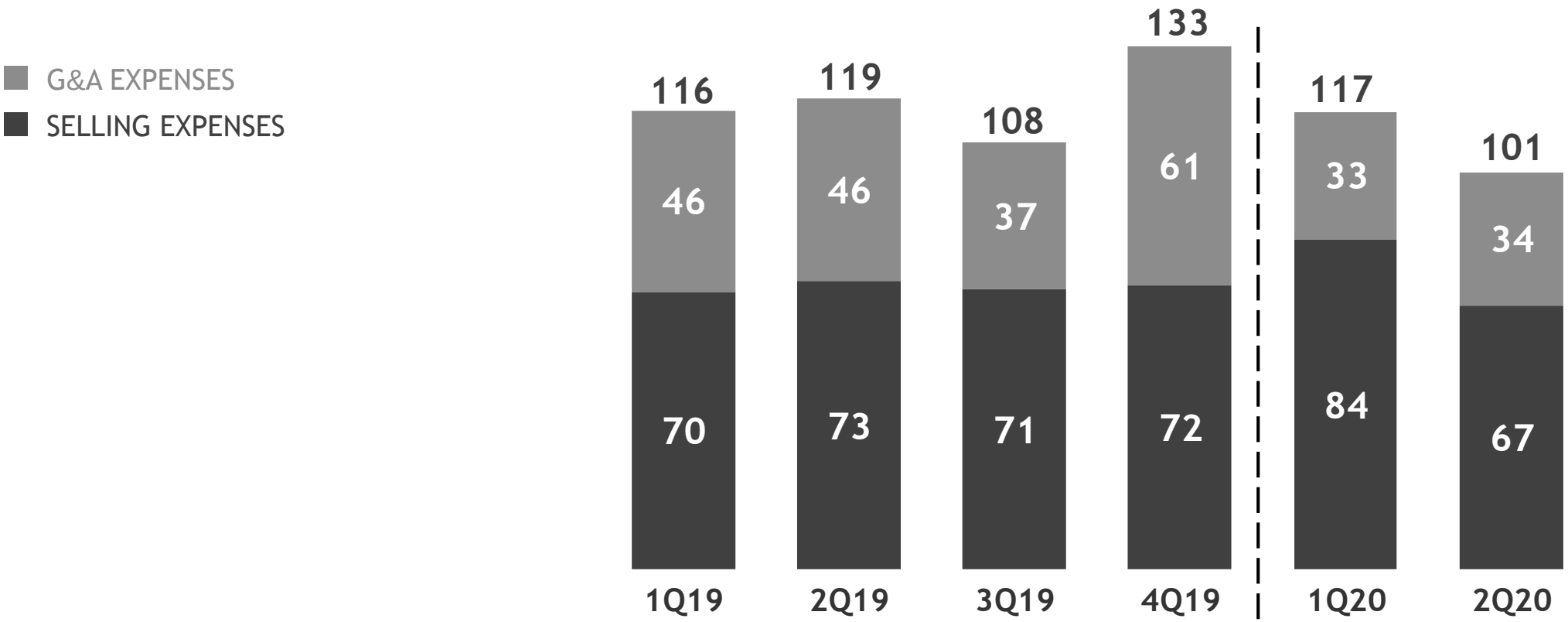


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SG&A EXPENSES

US$ Million

YTD: **218**



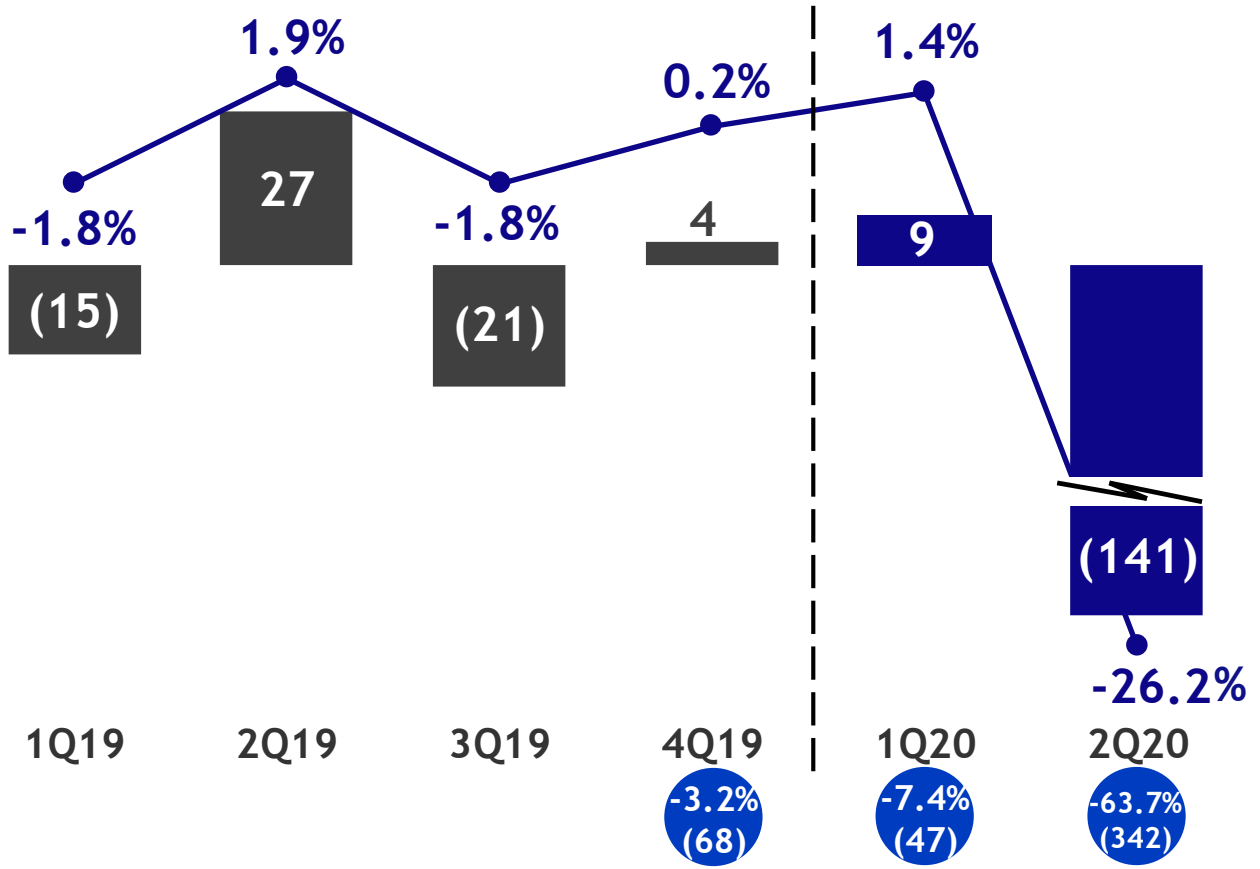
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ADJUSTED EBIT

US$ Million

YTD: (132)|-11.3%

- ADJUSTED EBIT
- ADJUSTED EBIT MARGIN
- REPORTED EBIT - INCLUDES SPECIAL ITEMS (US$ MILLION)
  - 4Q19 - IMPAIRMENT EXECUTIVE: **(72)**
  - 1Q20 – COVID-19 IMPACT: **(56)**
  - 2Q20 – COVID-19 NET IMPACT: **(10)**
    - IMPAIRMENT COMMERCIAL: **(91)**
    - D&A COMMERCIAL: **(101)**

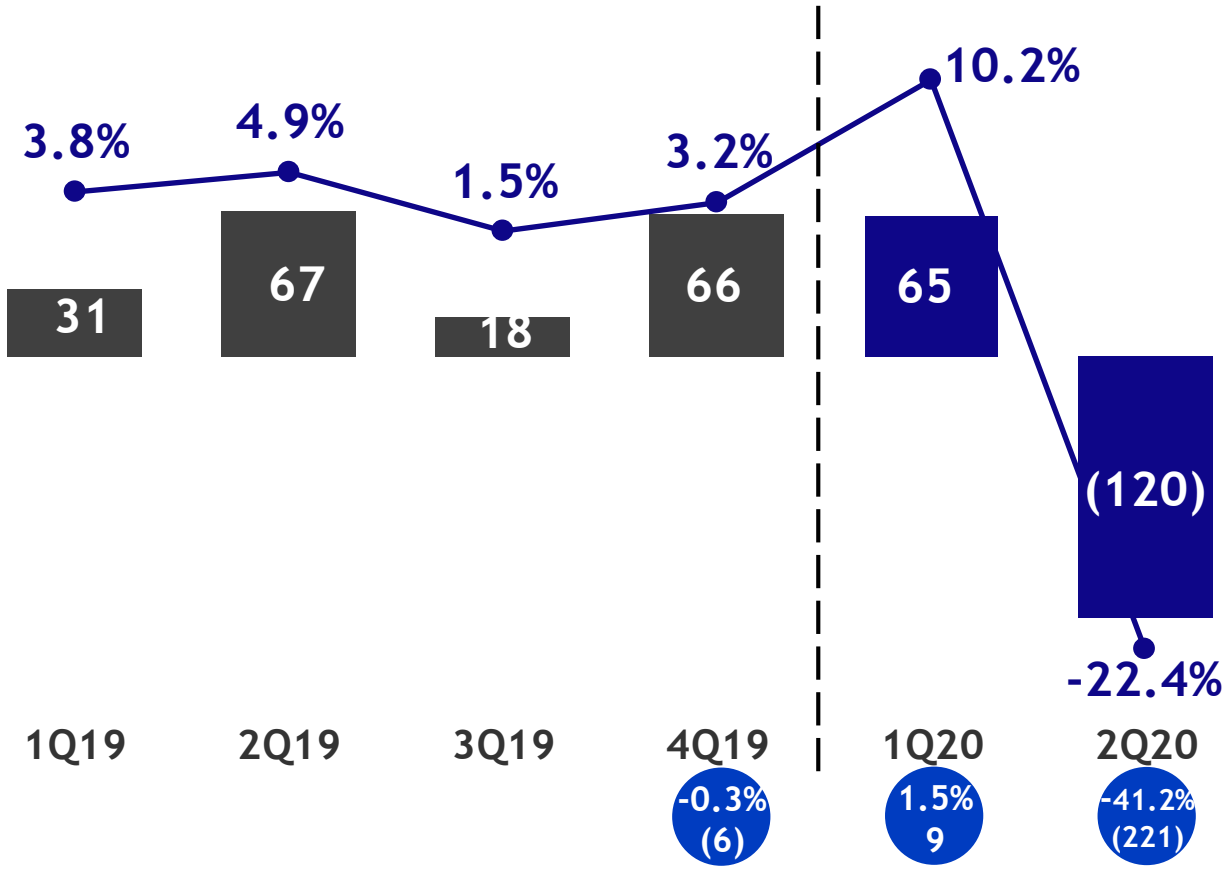


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ADJUSTED EBITDA

US$ Million

- ADJUSTED EBITDA
- ADJUSTED EBITDA MARGIN
- REPORTED EBITDA - INCLUDES SPECIAL ITEMS (US$ MILLION)
  - 4Q19 - IMPAIRMENT EXECUTIVE: **(72)**
  - 1Q20 – COVID-19 IMPACT: **(56)**
  - 2Q20 – COVID-19 NET IMPACT: **(10)**
  - IMPAIRMENT COMMERCIAL: **(91)**



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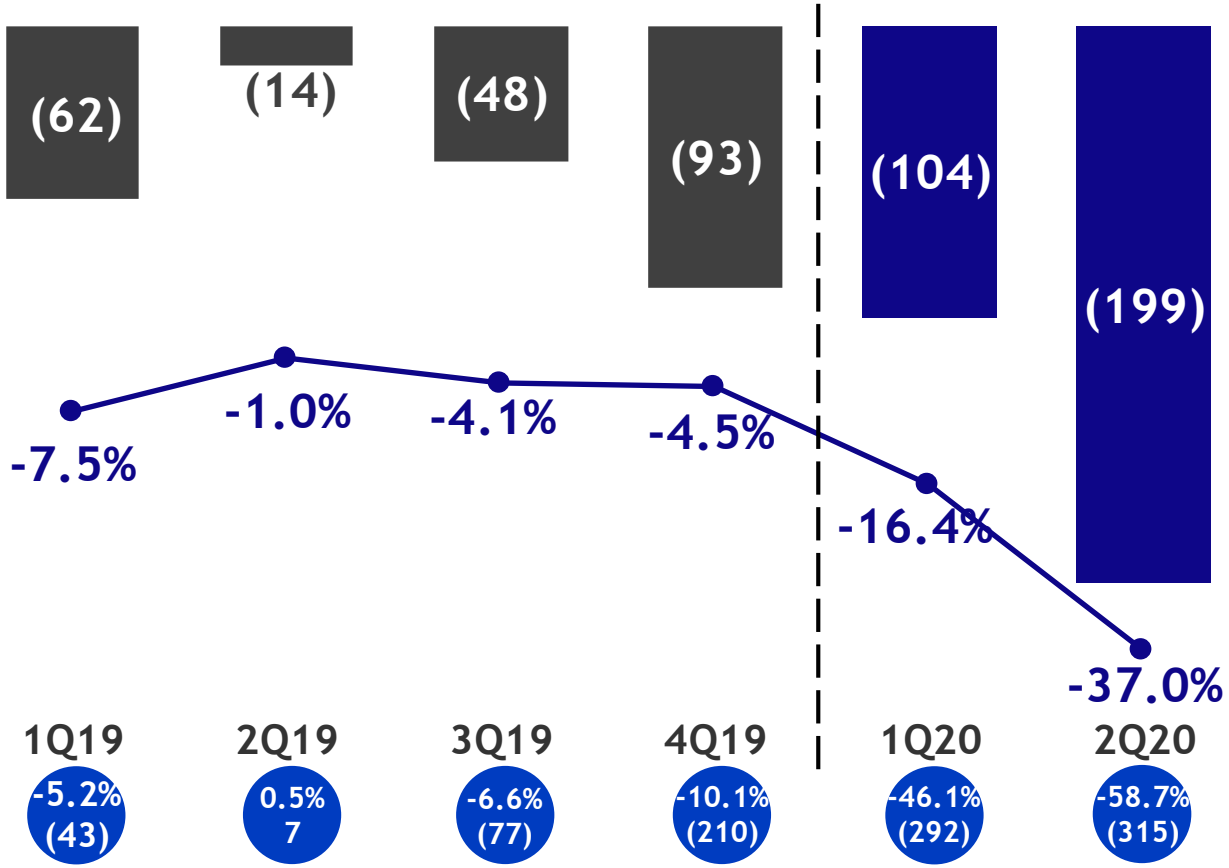
ADJUSTED NET INCOME*

US$ Million

YTD: (303) | -25.9%

- ADJUSTED NET INCOME
- ADJUSTED NET MARGIN
- REPORTED NET INCOME

*Excludes extraordinary items

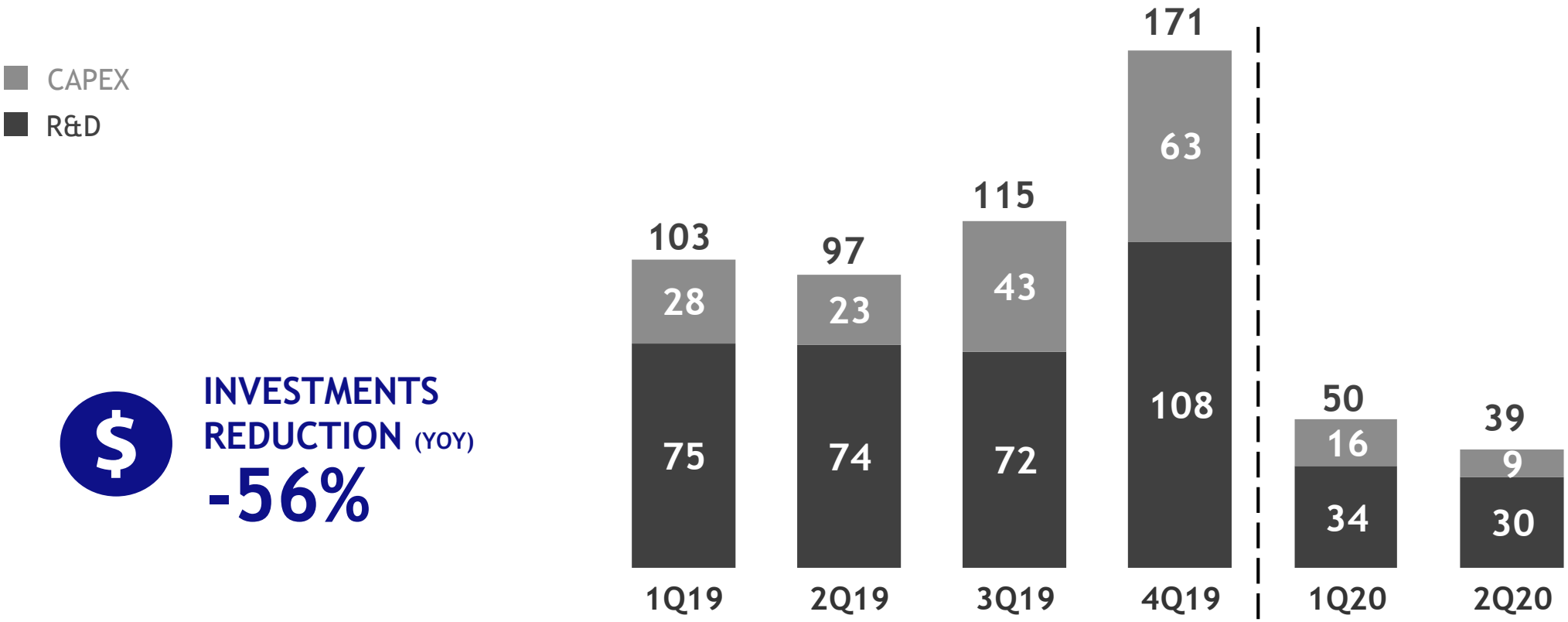


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INVESTMENTS

US$ Million

YTD: **89**



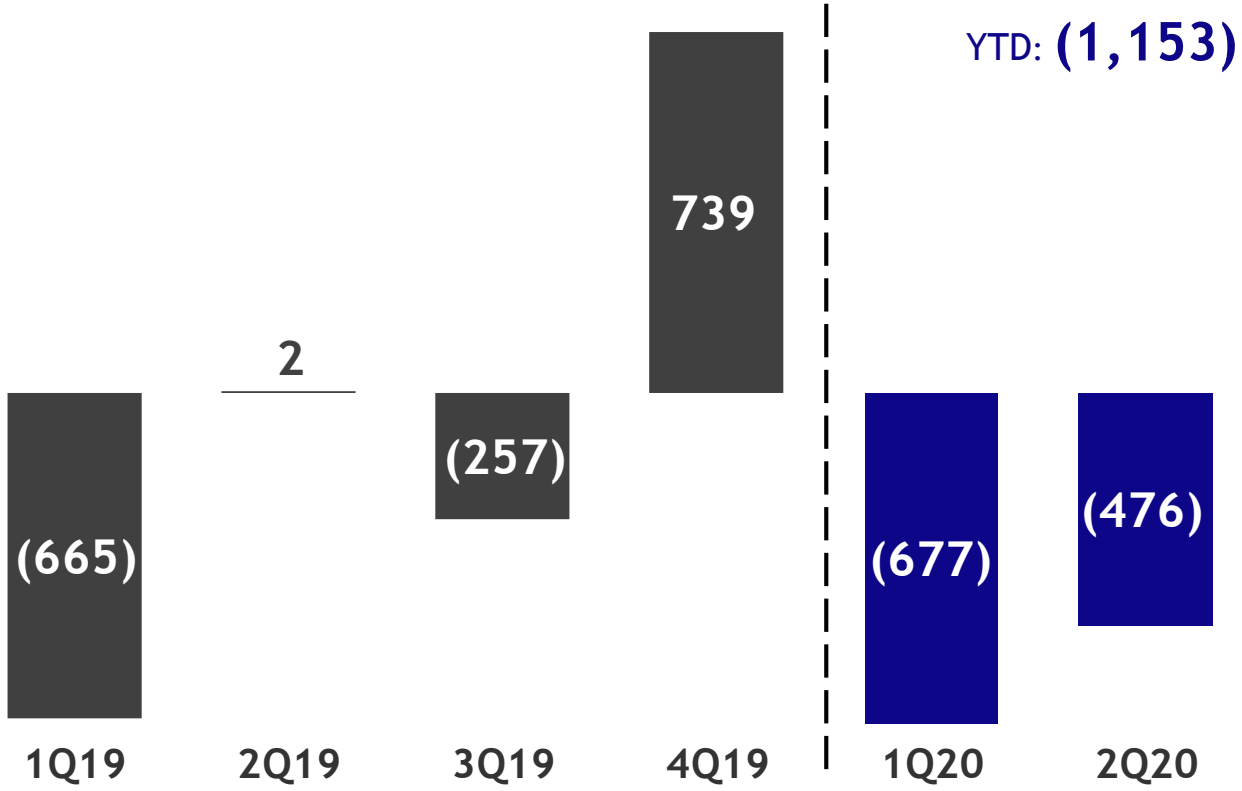
INVESTMENTS REDUCTION (YOY)

-56%

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ADJUSTED FREE CASH FLOW

US$ Million

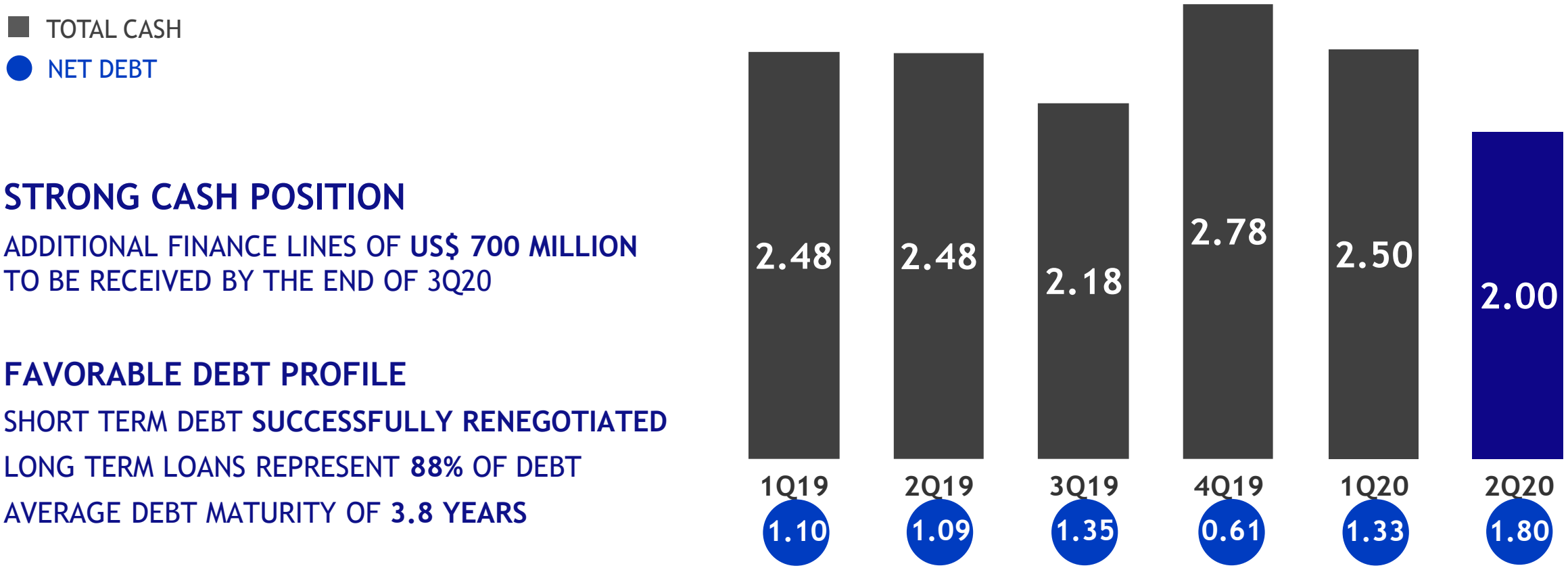


	1Q19	2Q19	3Q19	4Q19	2019	1Q20	2Q20	2020YTD
NET CASH GENERATED (USED) BY OPERAT. ACT.	(558)	141	(127)	930	**386**	(593)	(441)	**(1,035)**
NET ADDITIONS TO PP&E	(43)	(73)	(70)	(99)	**(285)**	(55)	(11)	**(67)**
ADDITIONS TO INTANGIBLE ASSETS	(65)	(67)	(60)	(91)	**(283)**	(28)	(24)	**(52)**
FREE CASH FLOW	**(665)**	**2**	**(257)**	**739**	**(182)**	**(677)**	**(476)**	**(1,153)**

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LIQUIDITY POSITION

US$ Billion



STRONG CASH POSITION

ADDITIONAL FINANCE LINES OF **US$ 700 MILLION** TO BE RECEIVED BY THE END OF 3Q20

FAVORABLE DEBT PROFILE

SHORT TERM DEBT **SUCCESSFULLY RENEGOTIATED**

LONG TERM LOANS REPRESENT **88%** OF DEBT

AVERAGE DEBT MATURITY OF **3.8 YEARS**

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