



E-Jets E2 Program and Product Update

EATON Conference
Miami, April – 2016

Tobias R Caldas
Director Marketing - North America

EMBRAER TODAY

WHERE WE OPERATE



More than 19,000 employees
2,900 commercial aircraft delivered
More than 5,000 aircraft delivered



BUSINESS AREAS



COMMERCIAL
AVIATION

EXECUTIVE
AVIATION



EMBRAER DEFENSE &
SECURITY



EMBRAER DEFENSE & SECURITY

*INTELLIGENCE, SURVEILLANCE AND
RECONNAISSANCE SYSTEMS (ISR)*

AEW&C / MULTI INTEL / MARITIME PATROL



LIGHT ATTACK AND TRAINING

A-29 SUPER TUCANO

TACTICAL MILITARY TRANSPORT

KC-390



PRODUCT PORTFOLIO EXECUTIVE AVIATION



PHENOM® 100E
BY EMBRAER

ENTRY

Certified 2008
Up to 8 occupants | 1,178 nm



PHENOM® 300
BY EMBRAER

LIGHT

Certified 2009
Up to 11 occupants | 1,971 nm



LEGACY® 450
BY EMBRAER

MIDLIGHT

Certified 2015
7 to 9 passengers | 2,900 nm



LEGACY® 500
BY EMBRAER

MIDSIZE

Certified 2014
8 to 12 passengers | 3,125 nm



LEGACY® 600
BY EMBRAER

SUPER-MIDSIZE

Certified 2001
13 to 14 passengers | 3,400 nm



LEGACY® 650
BY EMBRAER

LARGE

Certified 2010
13 to 14 passengers | 3,900 nm



Lineage® 1000E
BY EMBRAER

ULTRA-LARGE

Certified 2008
13 to 19 passengers | 4,600 nm





← **EMBRAER**
COMMERCIAL AVIATION
The E-Jets Success



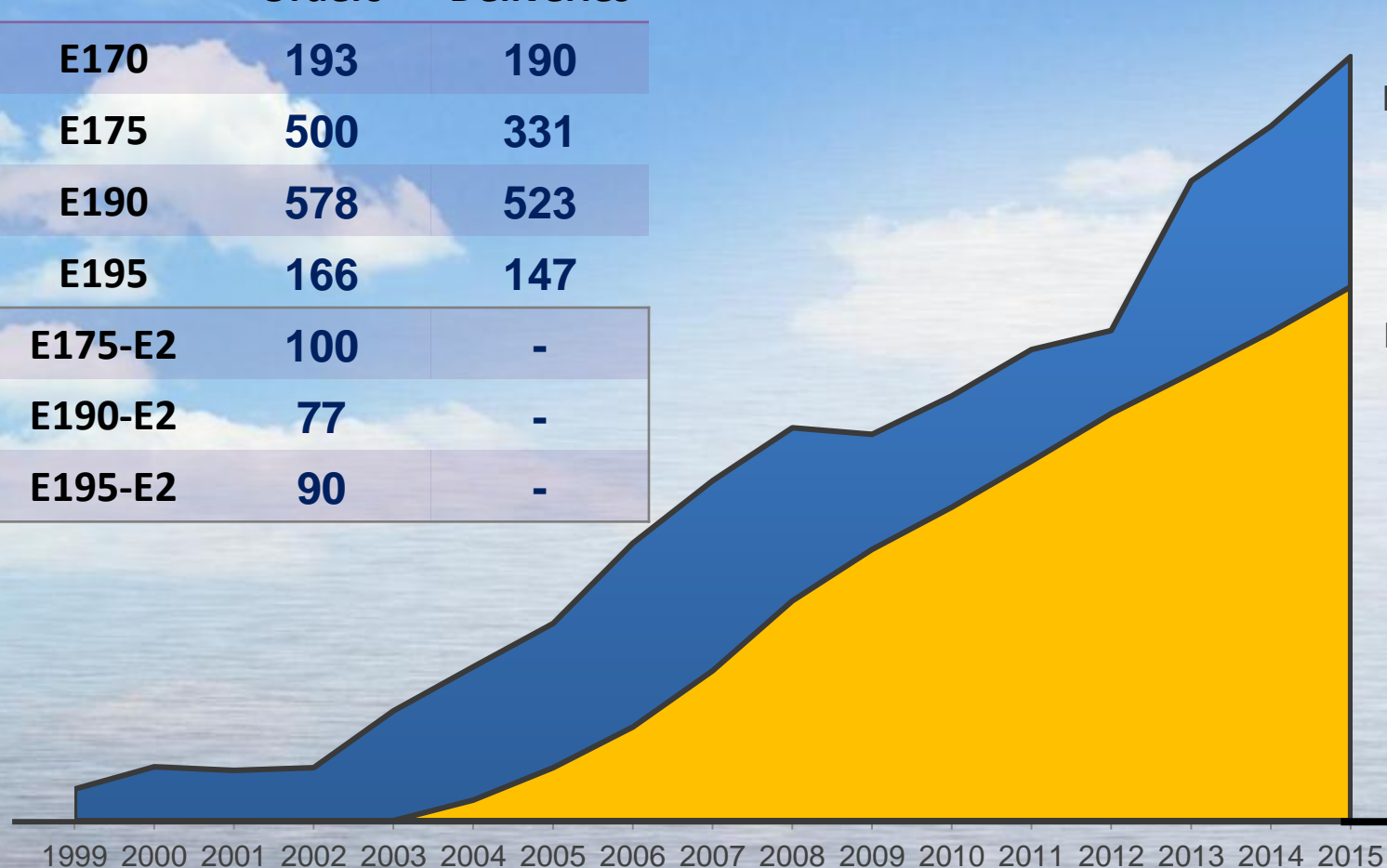
Robust Base

E-JETS FAMILY

Source: Embraer (Dec/2015)

	Orders	Deliveries
E170	193	190
E175	500	331
E190	578	523
E195	166	147
E175-E2	100	-
E190-E2	77	-
E195-E2	90	-

E-JETS
E2
THE SECOND
GENERATION



1,704
NET ORDERS

1,191
DELIVERIES

SOLID FUTURE



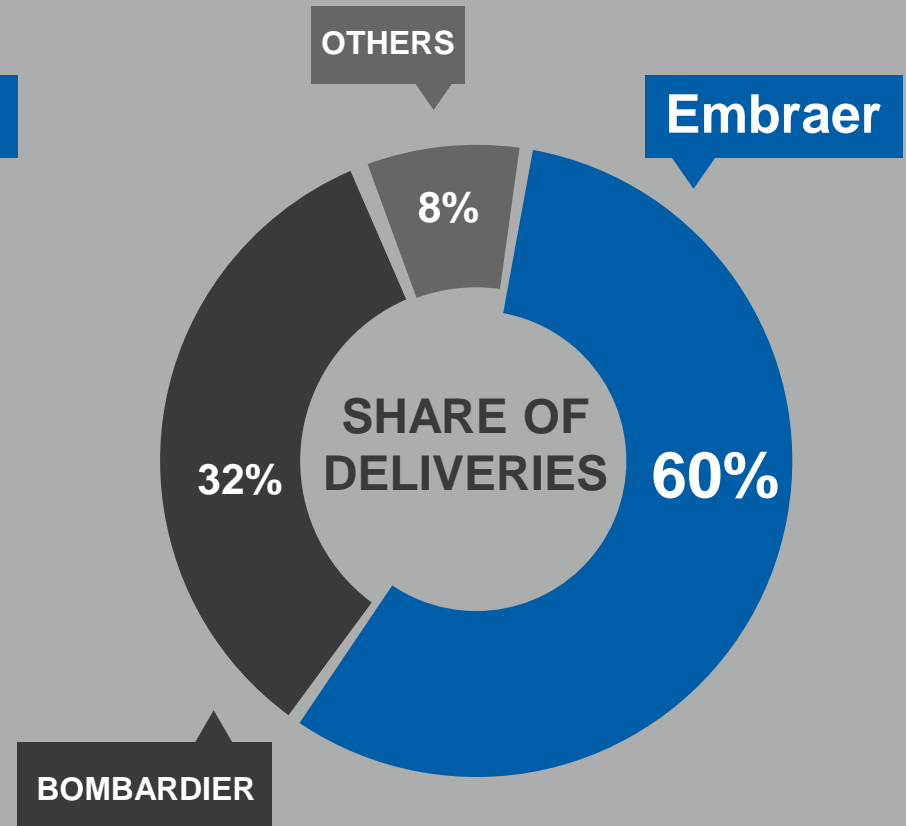
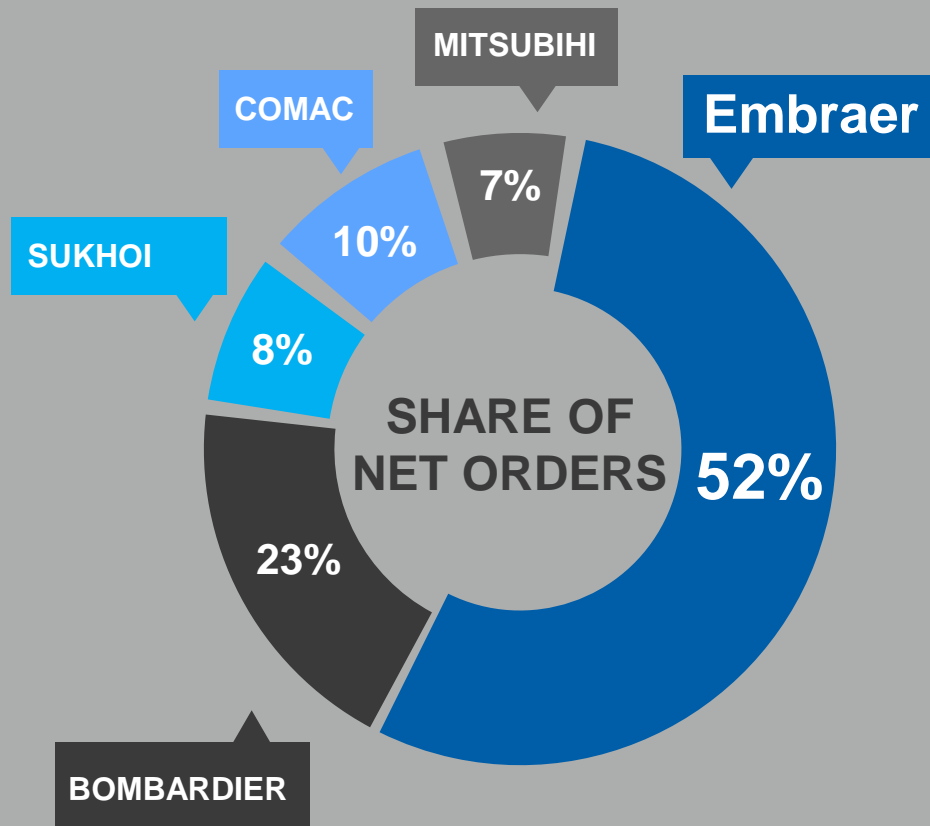
Customers on Every Continent



E-Jets: 70 Airlines. 50 Countries. 1200+ in Service.

LEADERSHIP

IN THE 70 TO 130-SEAT JET SEGMENT



E175 LEADERSHIP IN NORTH AMERICA

CURRENT GENERATION AIRCRAFT



87 UNITS



99



40



8



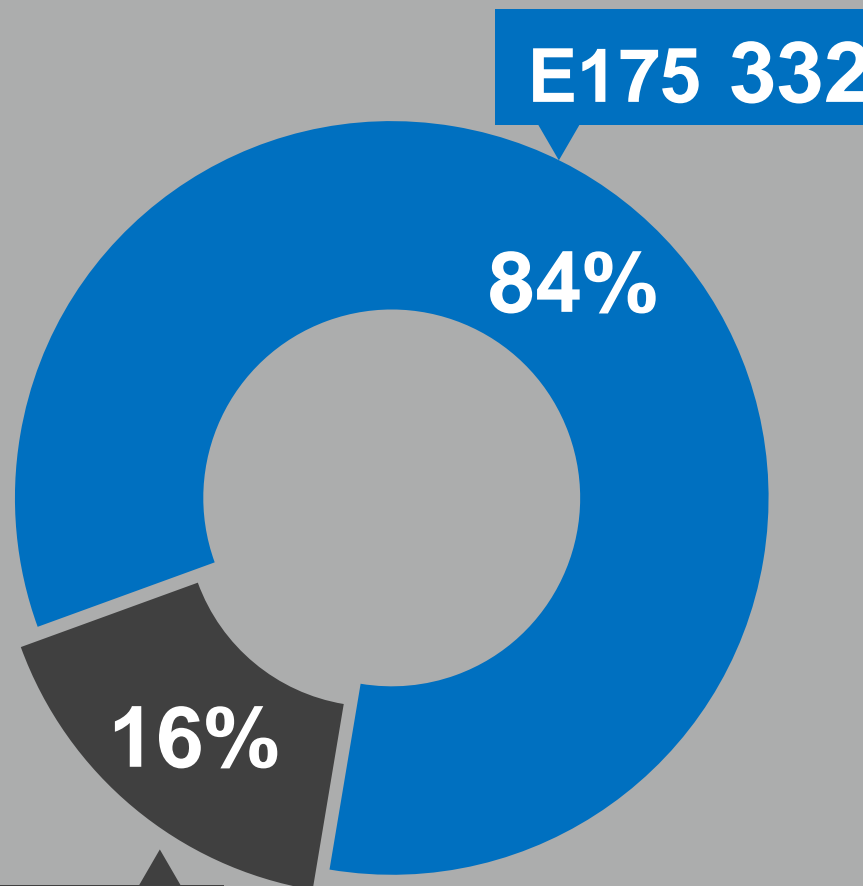
60 UNITS



30



8



CRJ900 61

70 TO 90-SEAT SEGMENT
ORDERS IN NORTH AMERICA
SINCE 2013

Embraer Presence in North America



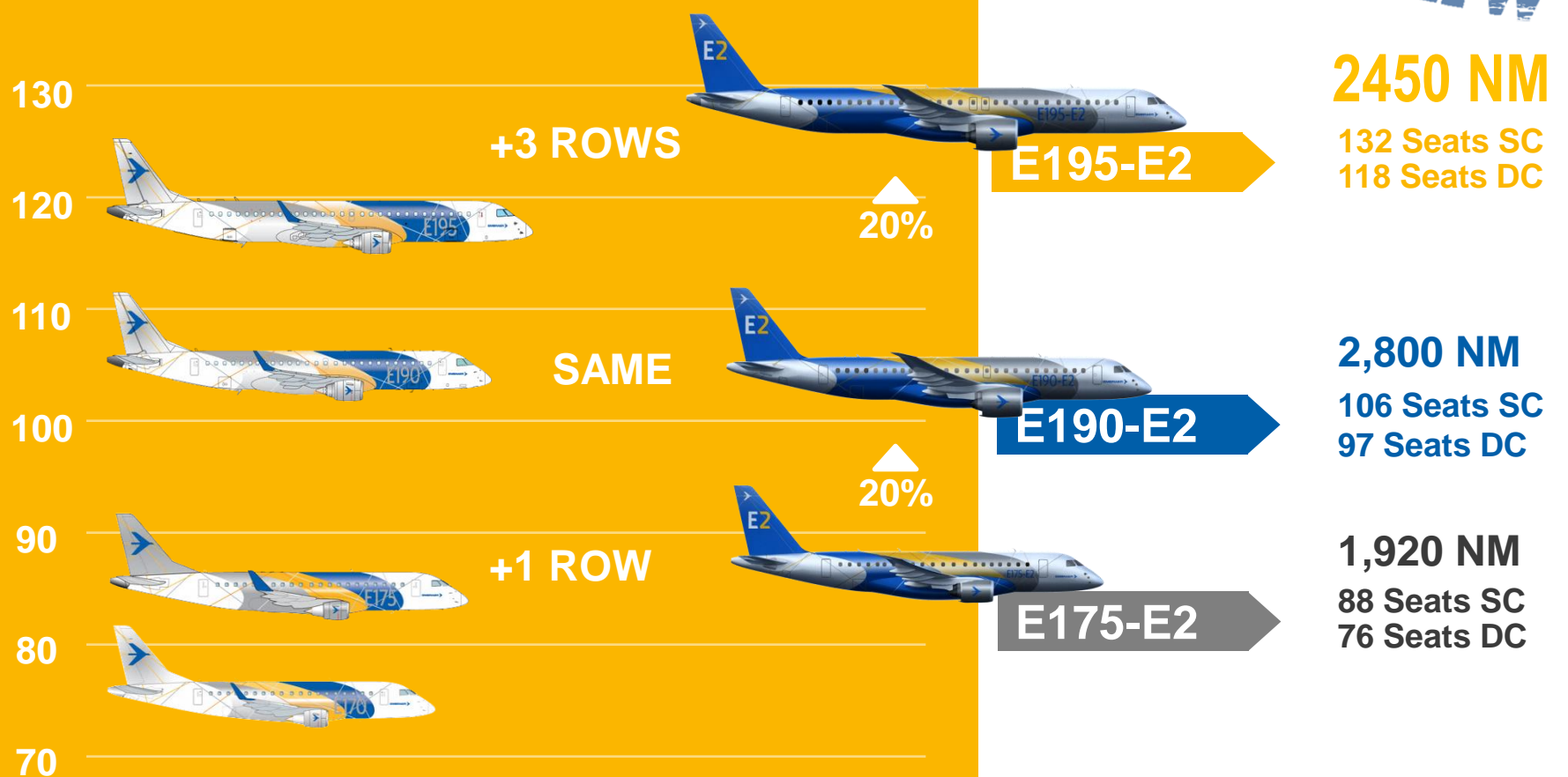
Embraer E-Jets North America Fleet

	ERJs	E-Jets	Total
		48	48
		7	7
	132	151	283
	34	71	105
		60	60
	208	125	333
TOTAL	374	462	836



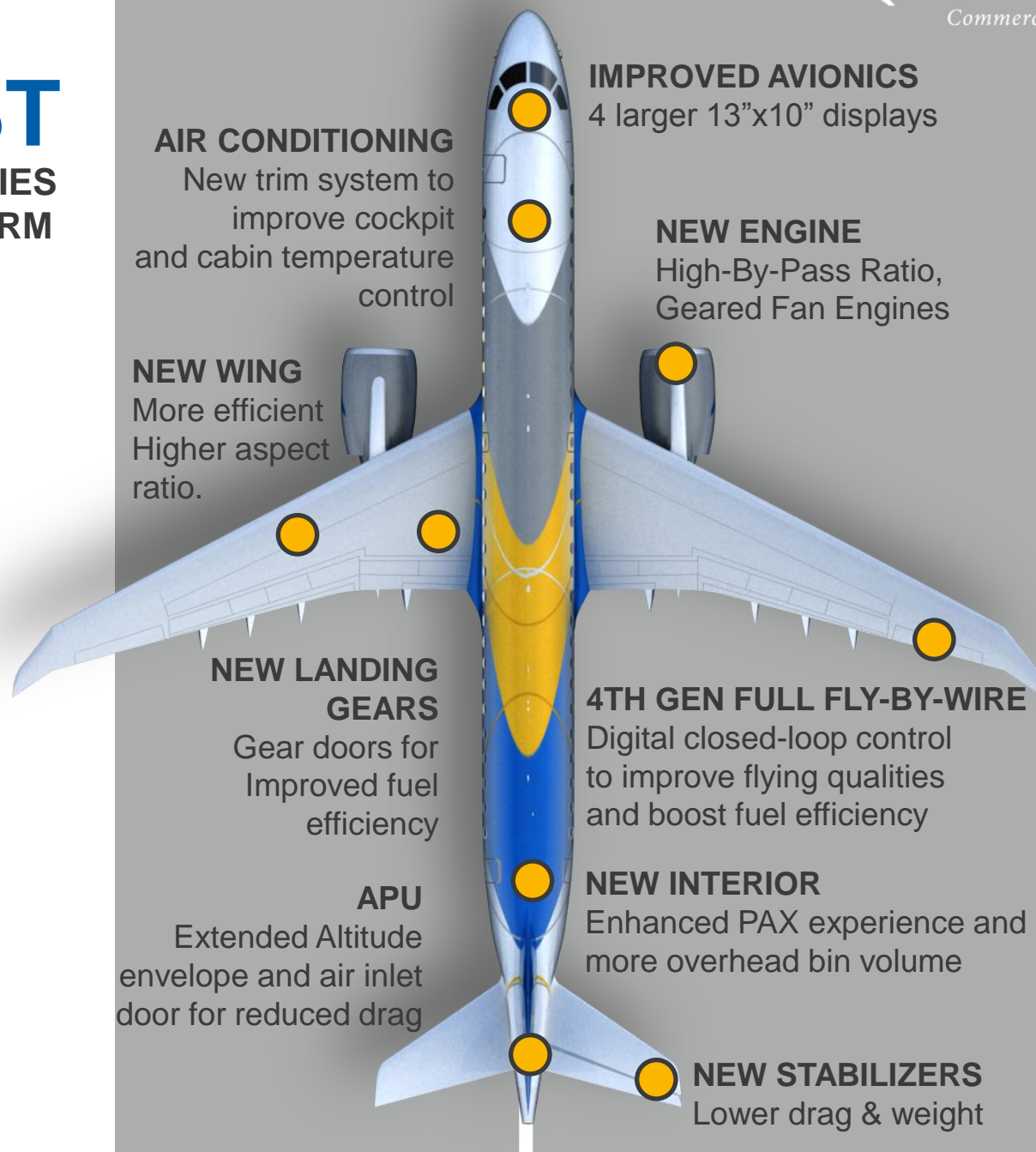
E-JETS
E2
THE SECOND
GENERATION

CAPACITIES TO MATCH MARKET DEMAND



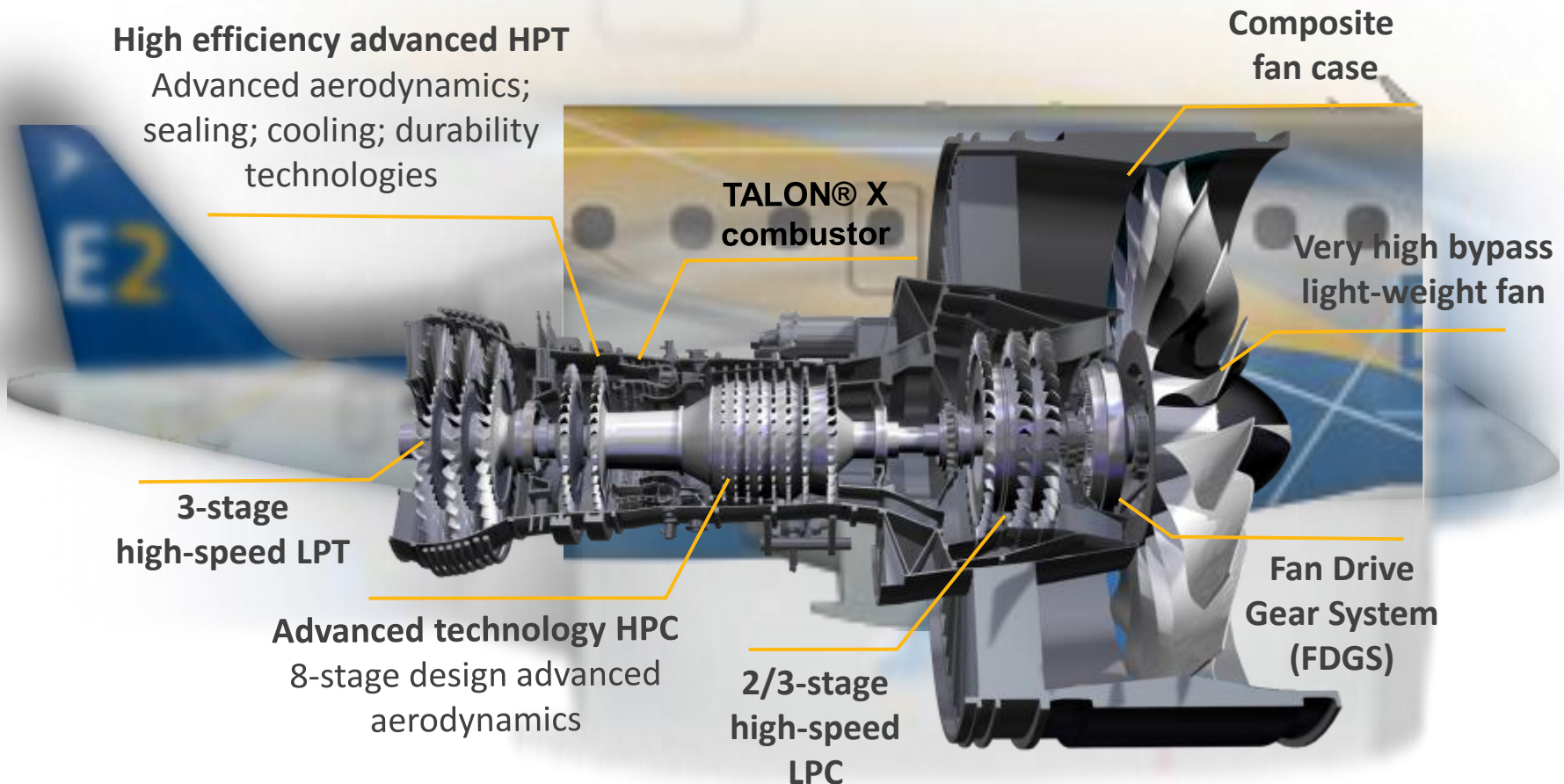
THE BEST

OF NEW TECHNOLOGIES
IN A PROVEN PLATFORM



ENGINES: PW1700G & PW1900G

Total system design for maximum efficiency.
Much more than just the gear.



INTERIOR DESIGN

**AWARD WINNING
INTERIOR CONCEPT**

**ENHANCED PASSENGER
LIVING AND STOWAGE
SPACE**

**EASY RECONFIGURATION
AND MODULARITY**

Developed in partnership with
priestmangoode



**CRYSTAL
CABIN
AWARD®**

Let your ideas take off.

FIRST CLASS OPTION: STAGGERED SOLUTION



FIRST CLASS OPTION: STAGGERED SOLUTION



INFLIGHT ENTERTAINMENT

Portfolio of inflight
entertainment solutions and
systems provisions

Wireless Onboard
(no internet access)

Internet Access

In-seat IFE





E-JETS & E-JETS E2 - PILOT COMMONALITY

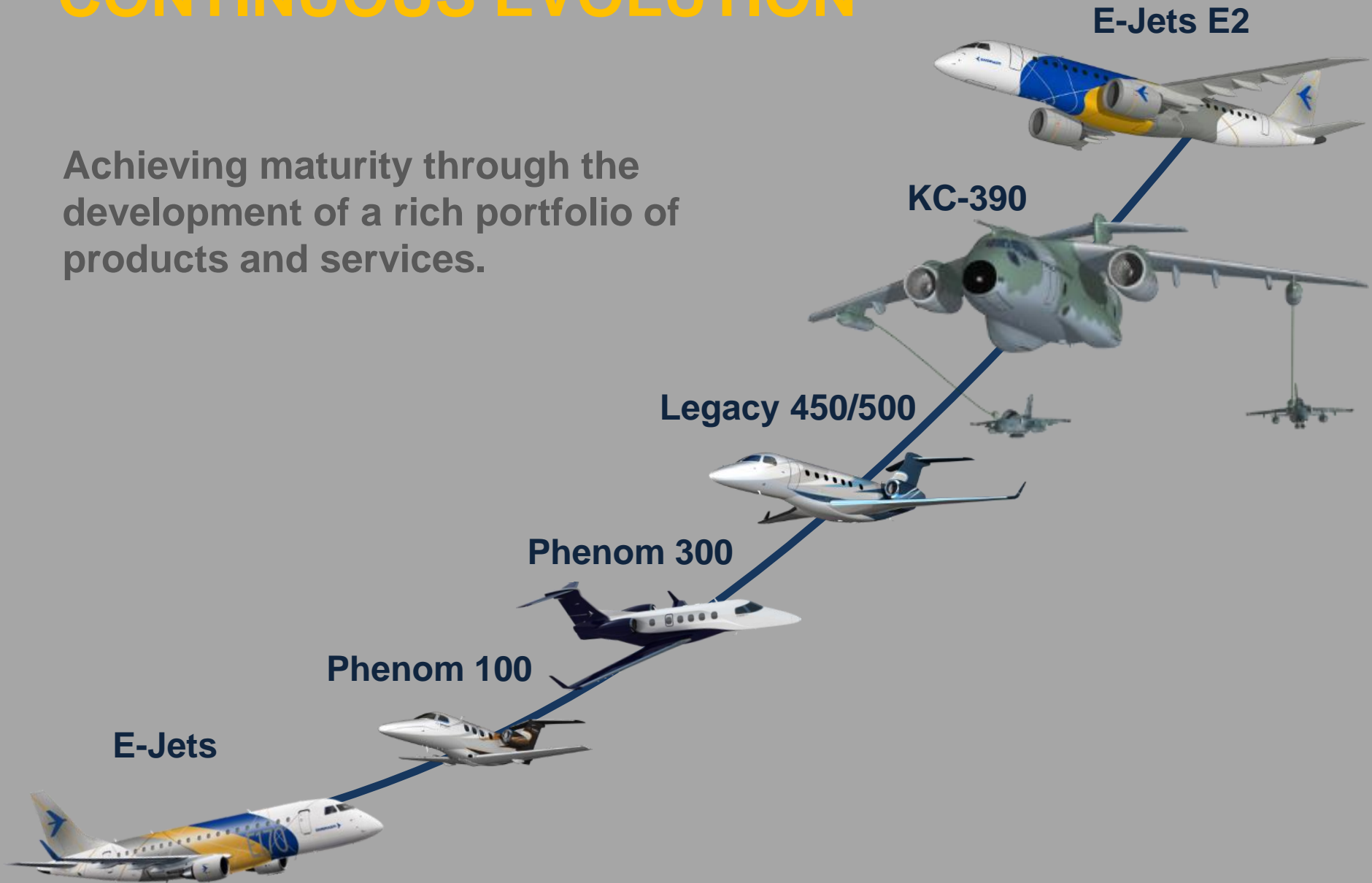
HIGHEST COMMONALITY AMONG E-JET E2 MODELS (AAA)

3 DAYS TRANSITION TRAINING BETWEEN E-JET GENERATIONS

NO FULL FLIGHT SIMULATOR OR HIGH-LEVEL FLIGHT TRAINING DEVICE REQUIRED

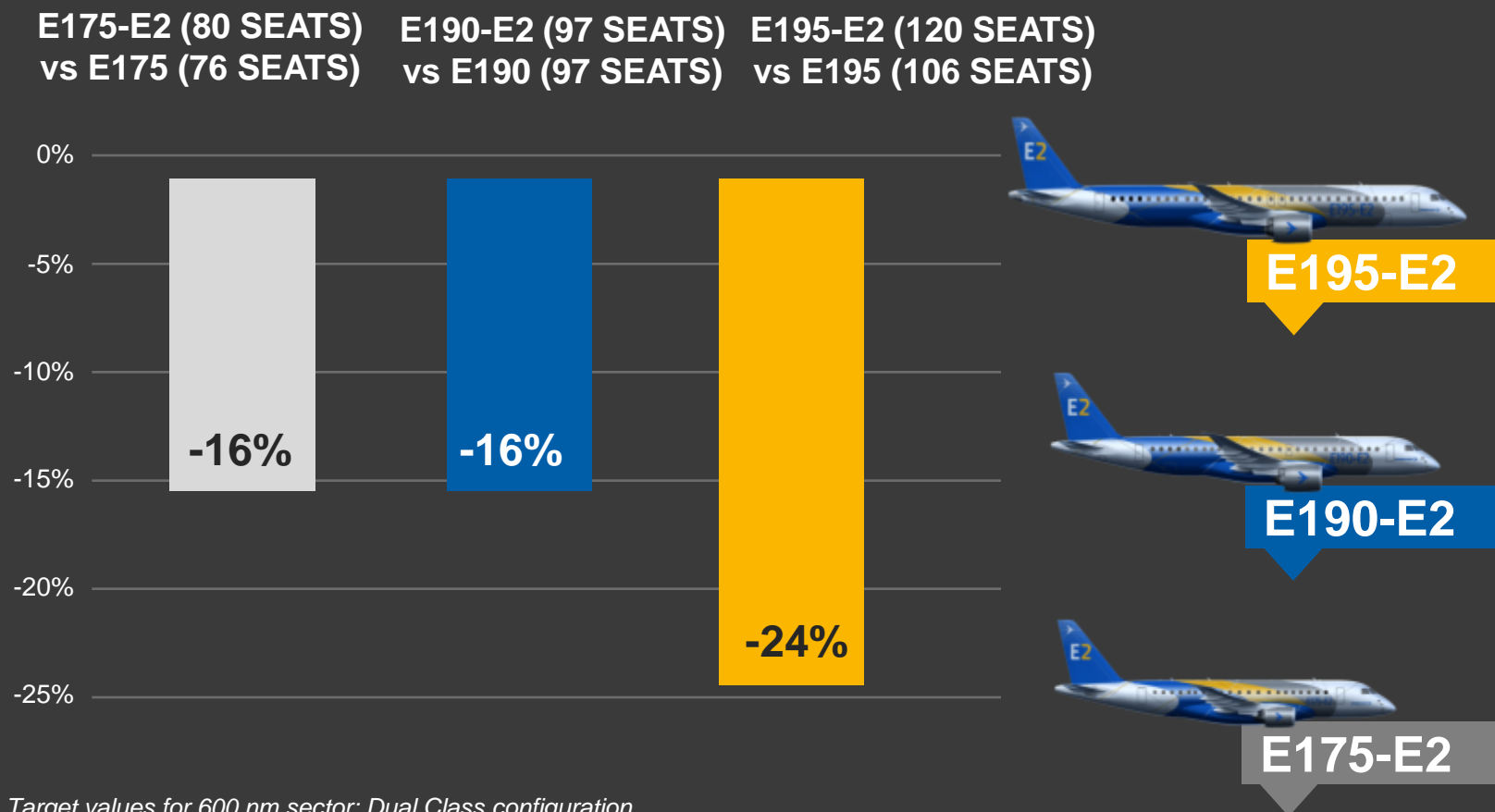
CONTINUOUS EVOLUTION

Achieving maturity through the development of a rich portfolio of products and services.



FUEL BURN IMPROVEMENTS

FUEL BURN PER SEAT



A NEW LEVEL OF FUEL BURN EFFICIENCY

16% LOWER CONSUMPTION OVER CURRENT E190

Wing and
Aerodynamic
Improvements

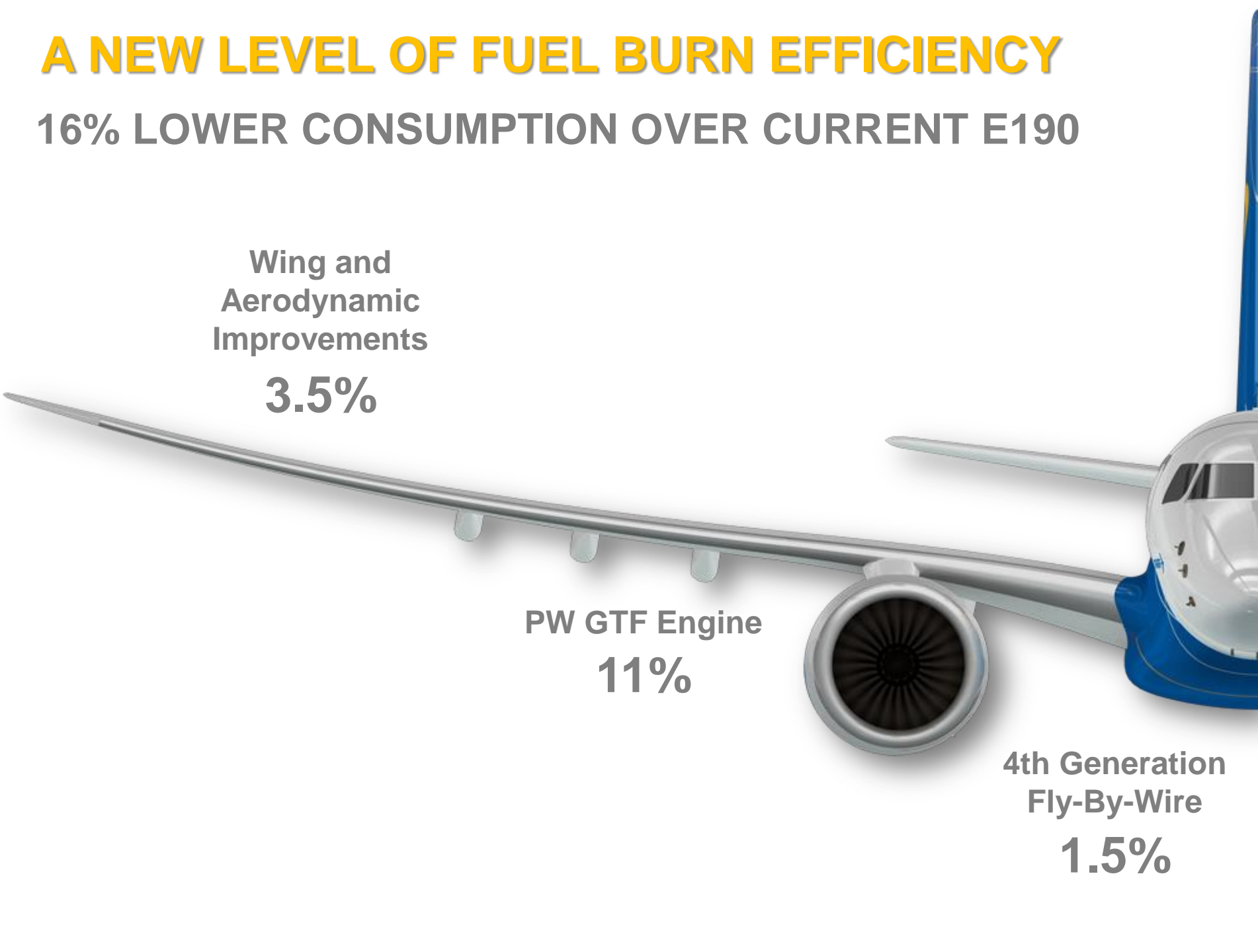
3.5%

PW GTF Engine

11%

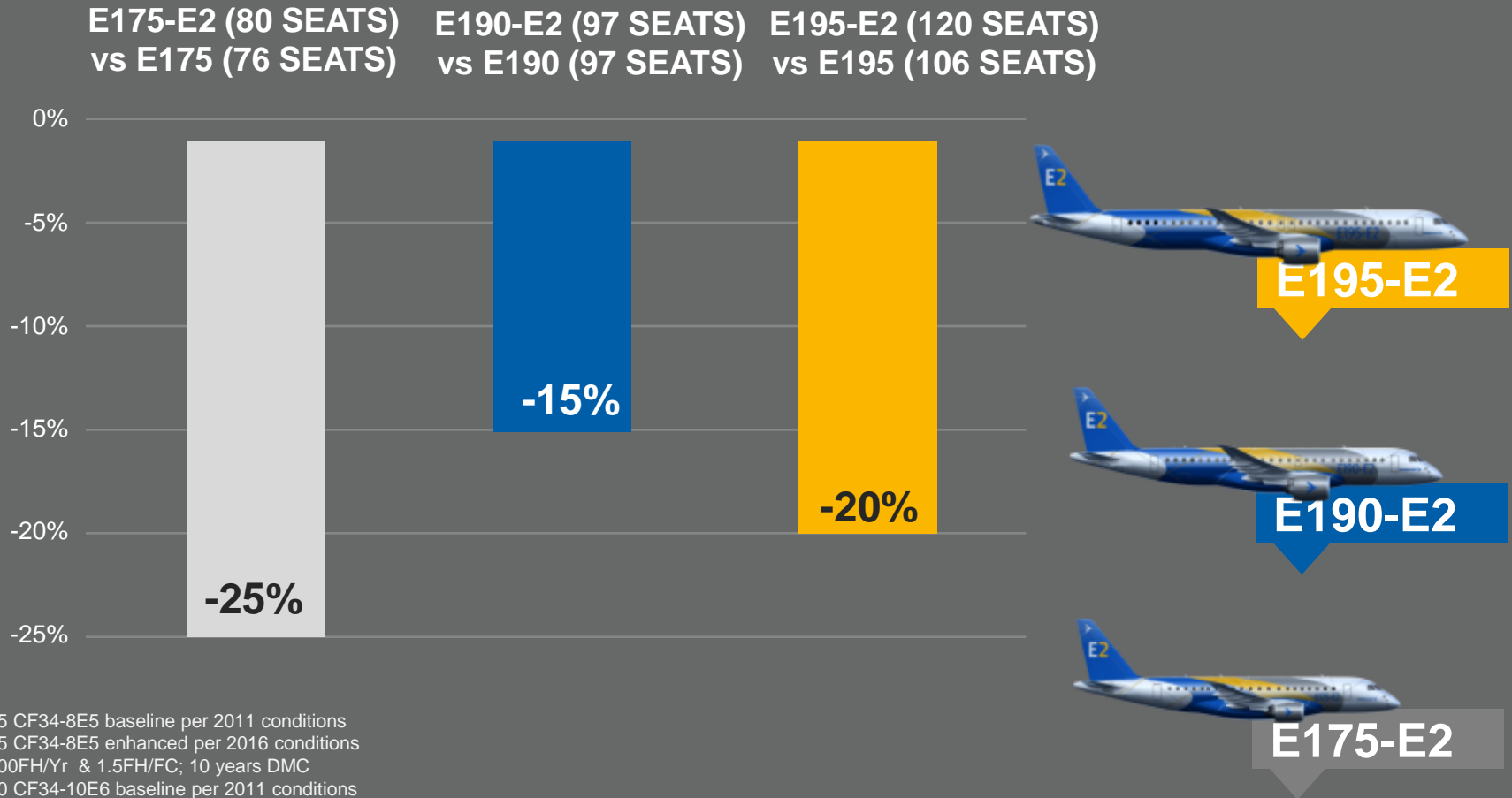
4th Generation
Fly-By-Wire

1.5%



MAINTENANCE COST IMPROVEMENTS

DMC PER SEAT



E175 CF34-8E5 baseline per 2011 conditions
E175 CF34-8E5 enhanced per 2016 conditions
*2,600FH/Yr & 1.5FH/FC; 10 years DMC
E190 CF34-10E6 baseline per 2011 conditions
E190 CF34-10E6 enhanced per 2016 conditions
*2,600FH/Yr & 1.5FH/FC; 10 years DMC

SERVICES & SUPPORT PORTFOLIO

Powered by E2 eEnabled features



MASTER PHASE PLAN

Accomplished Planned

2012 2013 2014 2015 2016 2017 2018 2019 2020

ADVANCED DESIGN

DETAIL DESIGN, MANUFACTURING
AND CERTIFICATION

1ST FLIGHT

E190-E2

H1 2018

1ST FLIGHT

ADVANCED DESIGN

DETAIL DESIGN, MANUFACTURING
AND CERTIFICATION

E195-E2

2019

1ST FLIGHT

ADVANCED DESIGN

DETAIL DESIGN, MANUFACTURING
AND CERTIFICATION

E175-E2

2020

A large orange robotic arm is shown in a factory setting, working on a large, curved, yellowish-gold metal structure. The arm has blue and green flexible hoses attached to it. The background shows a large industrial facility with a high ceiling and various pipes and structures.

E190-E2 WING ASSEMBLY ÉVORA

HIGH QUALITY WITH AUTOMATED PRODUCTION



WING ASSEMBLY LINE BRAZIL

196-33000-401 12C1
AO DE ASA ESQUERDO



E190-E2 PROTOTYPES

E190-E2

ROLL-OUT



E190-E2 2ND PROTOTYPE

WING FUSELAGE JUNCTION



E190-E2 3RD PROTOTYPE

FUSELAGE JUNCTION





E195-E2



E195-E2 FIRST METAL CUT



E175-E2

E175-E2 DMU



Critical Design Reviews planned to finish in May 2016.

AERCAP

50+50 x E190-E2 / E195-E2

AIRCASTLE

25 +25 x E190-E2 / E195-E2

AIR COSTA

50+50 x E190-E2 / E195-E2

AZUL

30+20 x E195-E2

HAINAN/TIANJIN AIRLINES

2+18 x E190-E2

ICBC LEASING

10+10 x E190-E2

SKYWEST, INC.

100+100 x E175-E2

TRANS STATES HOLDINGS

50+50 x E175-E2

E-JETS E2

650

COMMITMENTS

(267 FIRM)



THANK YOU



www.newmetricsofsuccess.com

www.embraermarketoutlook.com