



RESULTADO 2T24



AVISO

Esta conferência pode incluir declarações sobre eventos futuros, baseadas nas expectativas da Embraer e nas tendências financeiras do mercado. Tais declarações estão sujeitas a incertezas que podem fazer com que os resultados reais difiram daqueles expressos ou implícitos nesta conferência. Exceto conforme previsto na regulamentação aplicável, a companhia não assume qualquer obrigação de atualizar publicamente quaisquer declarações prospectivas feitas nesta conferência. Para informações financeiras detalhadas, a companhia incentiva a análise das publicações feitas junto à CVM.



ÉPOCA DA COLHEITA: CRESCIMENTO

RESULTADOS CRESCENTES



Estimativas de 2024 reiteradas: Aviação Comercial 72-80 aeronaves, Executiva 125-135 e dados financeiros



Aumento de 19% na receita ao comparar o 1S24 vs 1S23



Receita do 2T da companhia **+15%** ano contra ano e margem EBIT ajustada **+1,6 p.p.**



Margem EBIT ajust. +2,7 p.p. ao comparar o 1S24 vs 1S23

VENDAS CRESCENTES



Pedido firme da Mexicana de Aviación para **10 E195-E2** e **10 E190-E2**



Carteira de pedidos firmes em **US\$21,1 bilhões** – o maior dos últimos 7 anos



Book-to-bill total da Embraer para o 1S24 acima de **2,2:1,0**



Forte momentum de vendas em todas unidades de negócio

BASE DA CULTURA: SEGURANÇA EM PRIMEIRO LUGAR, QUALIDADE SEMPRE EM TUDO O QUE FAZEMOS!



ABORDANDO OS DESAFIOS DA CADEIA DE SUPRIMENTOS EM 2024



ORGANIZAÇÃO

Nova **Organização** com uma abordagem mais **holística & combinada**

Equipes multidisciplinares trabalhando **dentro** de fornecedores **críticos**

C-Suite de fornecedores envolvidos na **recuperação & entregas**



DIGITAL

Integração digital & transparência para a cadeia de suprimentos

Informação & colaboração em **tempo real**, da **fonte** ao **pagamento**

Engajamento dos fornecedores no progresso



IA

IA **sendo testada** para **melhorar a gestão** da cadeia de fornecedores

Otimização nas **previsões & gestão de estoque**

Gestão de **contratos** eficiente & **monitoramento de riscos**





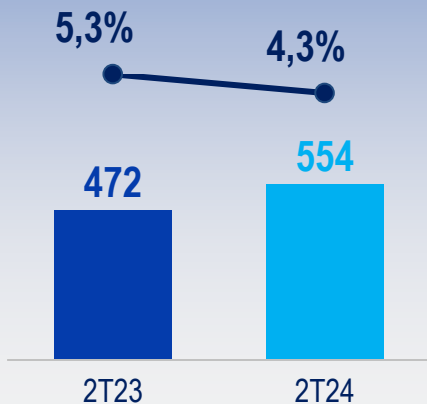
2T24 RESULTADOS OPERACIONAIS



AVIAÇÃO COMERCIAL



Aumento da Receita e backlog +17% e +40% ano contra ano
Redução da margem 2T24 vs 2T23 por conta do mix de produtos
Book-to-bill acima de 4,0:1,0 no 1S24

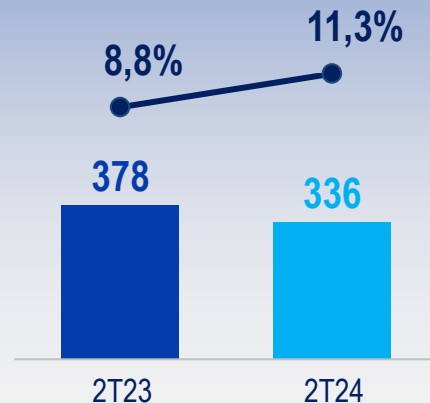


■ Receita (US\$ mi) ● Margem EBIT Ajust.

AVIAÇÃO EXECUTIVA



Melhor 1S desde 2014 para receita e 2016 para entregas
Melhora da Margem EBIT ajustada em 2,5 p.p. vs 2T23
Book-to-bill acima de a 1,5:1,0 in 1S24





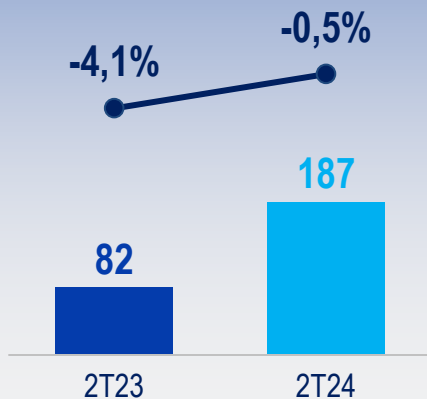
DEFESA & SEGURANÇA



Aumento da receita em 2,3x ano contra ano

Melhora da margem EBIT ajustada em 3,6 p.p. vs 2T23

Entrega do segundo KC-390 para Portugal



■ Receita (US\$ mi) ● Margem EBIT Ajust.

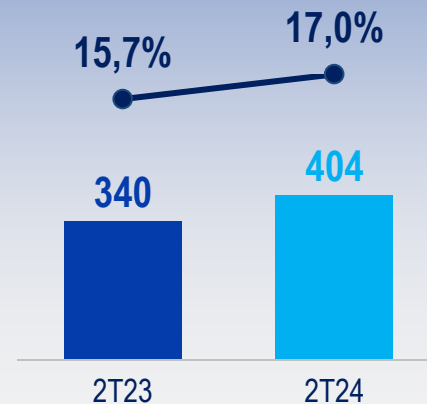
SERVIÇOS & SUPORTE



Aumento da receita em 20% ano contra ano

Margem EBIT ajustada de dois dígitos; 1,3 p.p. vs 2T23

Primeiro cargueiro E190 completou seu primeiro voo



ÚLTIMOS DESENVOLVIMENTOS



Selecionada e contratada a maior parte dos fornecedores de componentes

MARCOS E PERSPECTIVAS



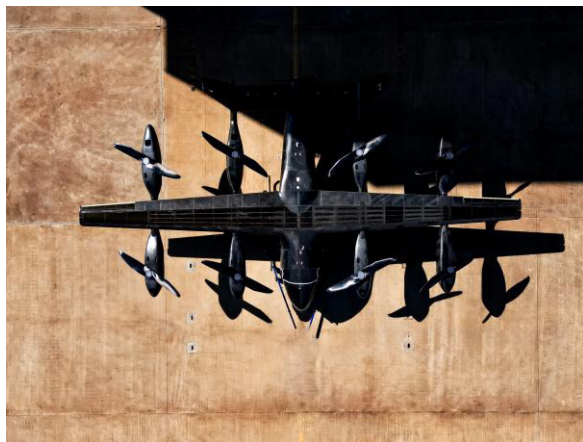
Novo aumento de capital para o desenvolvimento do eVTOL (US\$95,6 milhões) trazendo liquidez *pro forma* para ~US\$340 milhões



Embraer continua como acionista majoritária e controladora da Eve (83%)



Conclusão da montagem do primeiro protótipo do eVTOL em escala real e *rollout* em GPX





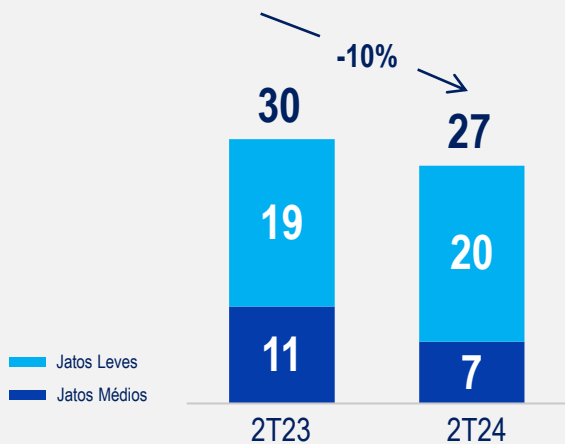
2T24 RESULTADOS FINANCEIROS





ENTREGAS

AVIAÇÃO EXECUTIVA

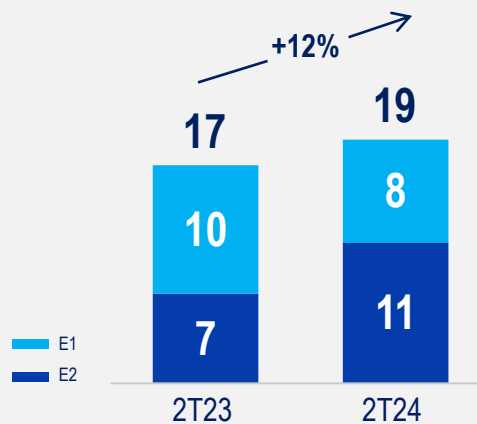


ESTIMATIVA 2024:

125 a 135

1S24: 45

AVIAÇÃO COMERCIAL



ESTIMATIVA 2024:

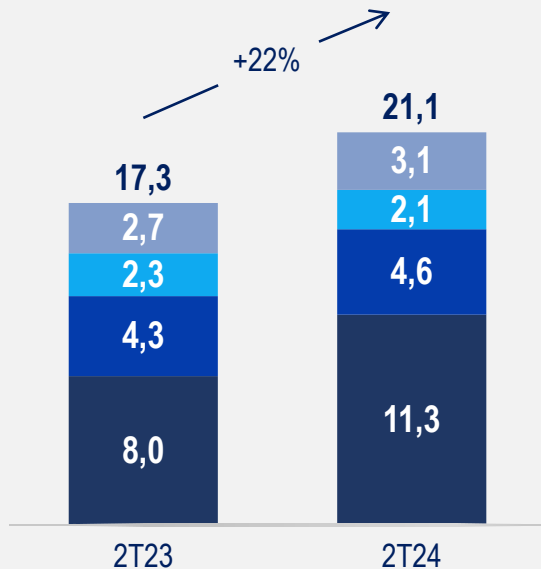
72 a 80

1S24: 26



CARTEIRA DE PEDIDOS

US\$ bilhões

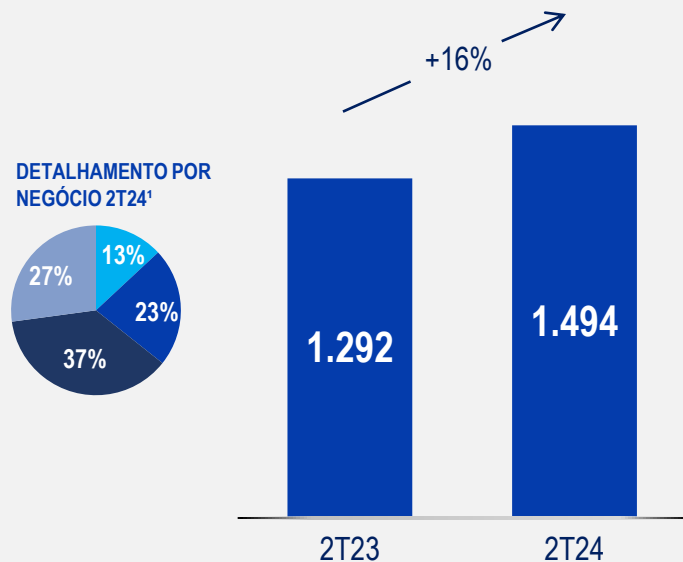


■ Serviços & Suporte ■ Defesa & Segurança ■ Aviação Executiva ■ Aviação Comercial

* O detalhamento da receita não inclui a unidade de negócios "Outros".

RECEITA LÍQUIDA

US\$ milhões



ESTIMATIVA 2024:

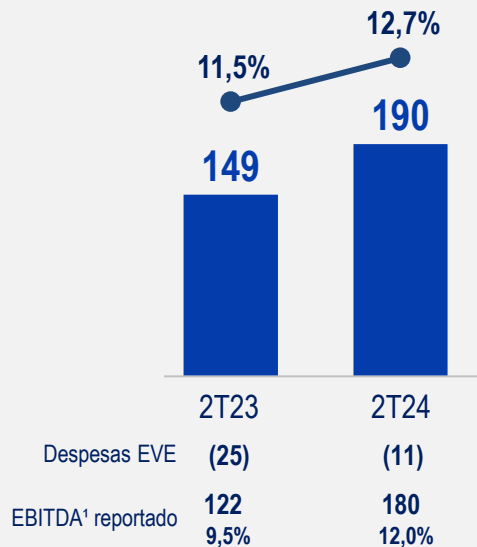
US\$6,0 – 6,4 bilhões

1S24: US\$ 2.390 milhões



EBITDA AJUSTADO

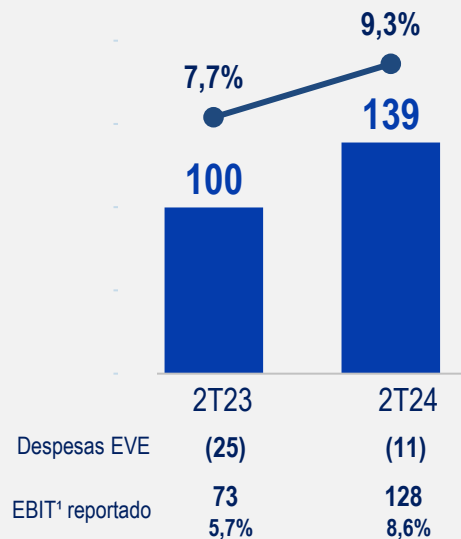
US\$ milhões



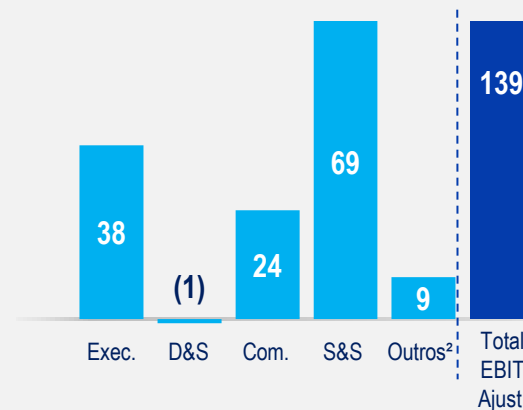
EBIT AJUSTADO

US\$ milhões

Sem Eve¹



DETALHAMENTO POR NEGÓCIO 2T24



ESTIMATIVA 2024:

6,4% – 7,5%

1S24: 6.1%

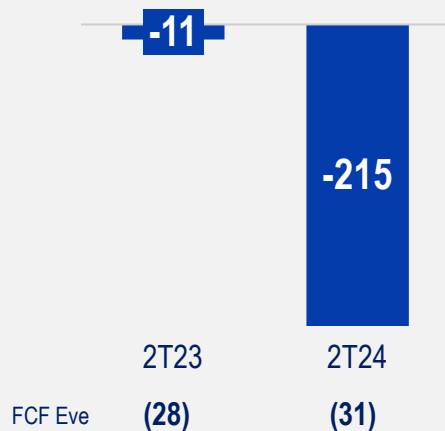
¹ O EBIT ajustado e o EBITDA ajustado não consideram despesas da Eve, warrants e marcação a mercado das ações da Republic Airways (apenas no 2T23). Todos os números da Eve são IFRS.

² Outros inclui receitas (despesas) operacionais não alocadas

FCL AJUSTADO

US\$ milhões

Sem Eve



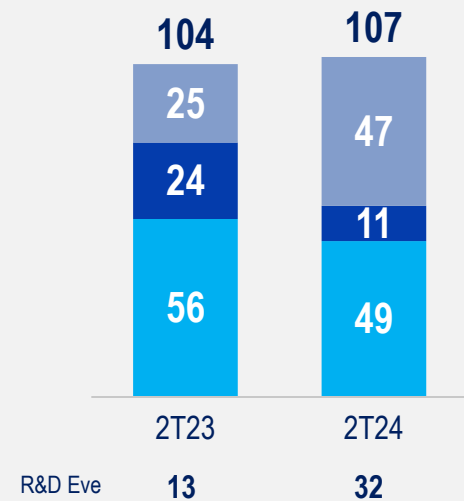
ESTIMATIVA 2024:

**US\$220 milhões
ou mais**

INVESTIMENTOS

US\$ milhões

Sem Eve



CAPEX

Adição Lq. Programa de Pool

P&D

RESULT. LÍQ. AJUST²

US\$ milhões

Sem Eve¹



Resultado Líquido Ajustado

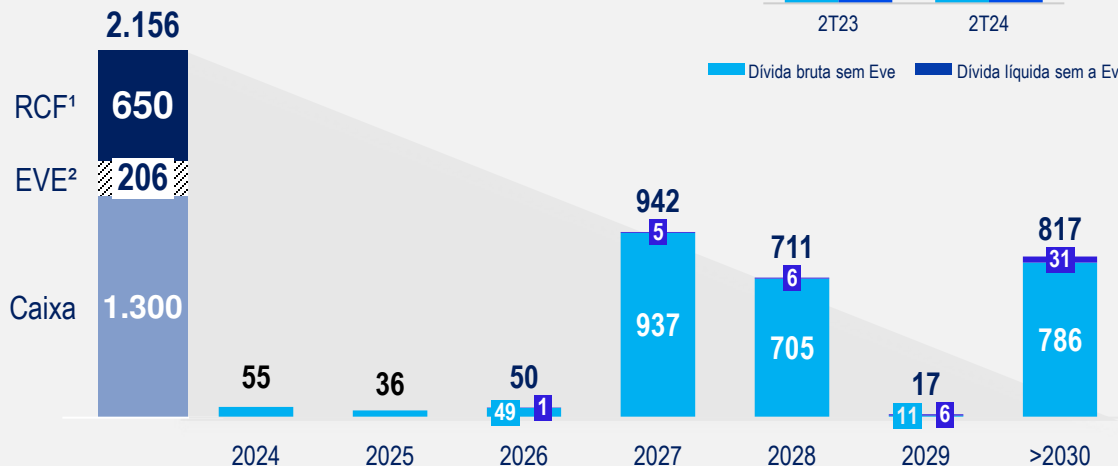
Margem Líquida Ajustada

¹Considere despesas e garantias da Eve incluindo resultados financeiros | ²O Resultado Líquido Ajustado é calculado somando o Lucro Líquido atribuível aos acionistas da Embraer mais o Imposto de Renda e Contribuição Social diferidos do período (+US\$0,9M 2T23 e US\$8,8M 2T24), bem como retirando o impacto de itens não recorrentes (+US\$1,3M 2T23). | *Todos os números da Eve são IFRS

LIQUIDEZ

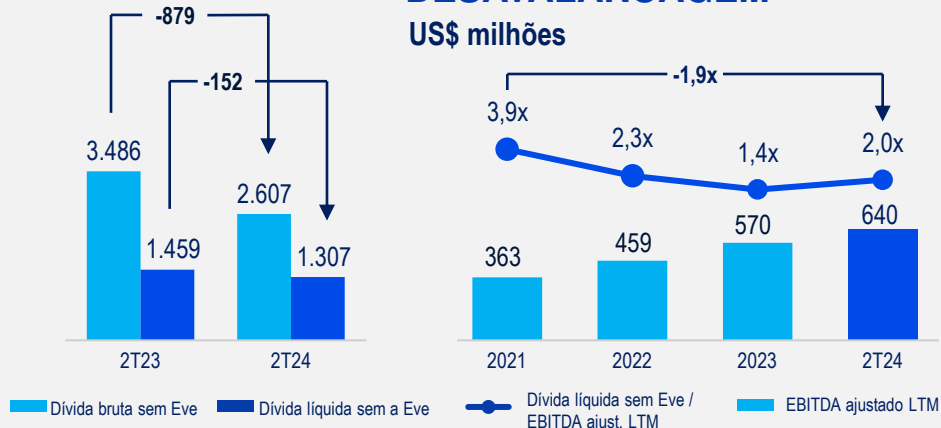
Sólida liquidez e vencimentos de longo prazo

VENCIMENTOS US\$ milhões



DESAVALANCAGEM

US\$ milhões



¹Crédito rotativo; ²Caixa da Eve = Caixa e equivalentes de caixa mais aplicações financeiras e empréstimos intercompanhias a receber ³Vencimentos = Não consideram juros corridos e custos / *Todos os números da Eve são IFRS

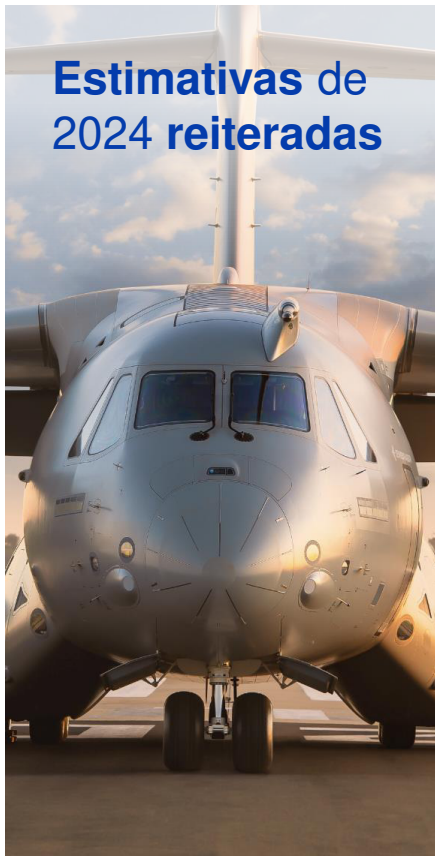


CONSIDERAÇÕES FINAIS

Francisco Gomes Neto - CEO

COMENTÁRIOS FINAIS

**Estimativas de
2024 reiteradas**



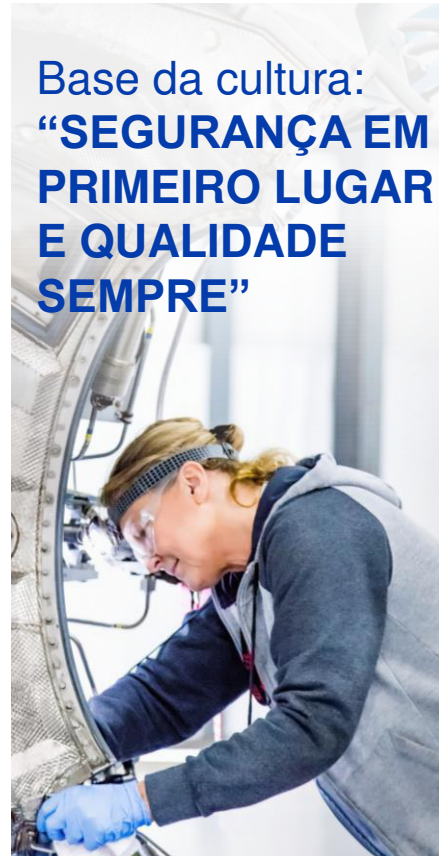
**Bem-vinda
Mexicana de
Aviación à
família E2**



**Backlog de US\$
21,1 bilhões – o
maior valor em 7
anos**



**Base da cultura:
“SEGURANÇA EM
PRIMEIRO LUGAR
E QUALIDADE
SEMPRE”**





 **EMBRAER**

OBRIGADO!





RESULTS 2Q24





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.



HARVEST SEASON: GROWTH

GROWING RESULTS



2024 Guidance

reiterated: Commercial
72-80 aircraft, Executive
125-135 and financials



Company Q2 revenues
+15% yoy and adjusted
EBIT margin **+1.6 p.p.**



19% revenue
increase in 1H24
vs 1H23



Adj. EBIT margin
+2.7 p.p. in 1H24
vs 1H23

GROWING SALES



Mexicana de
Aviación firm order for
10 E195-E2 plus **10**
E190-E2



Firm order backlog at
US\$21.1 billion –
the highest over the
past 7 years



Embraer's total
1H24 book to bill in
excess of **2.2:1.0**



Strong sales
momentum in all
business units

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



ADDRESSING SUPPLY CHAIN CHALLENGES IN 2024



ORGANIZATION

New **Organization** with a more **holistic & combined** approach

Multidisciplinary **teams** working **on-site** at **critical** suppliers

Suppliers **C-Suite** engaged in **recovery & deliveries**



DIGITAL

Supply Chain **digital integration & transparency**

Real-time data & collaboration from **source** to **pay**

Suppliers' **engagement** in progress



AI

AI **being tested** to **enhance** supply chain **management**

Optimization in **forecasting & inventory management**

Contracts management efficiency & **Risk Monitoring**



2Q24 OPERATIONAL RESULTS

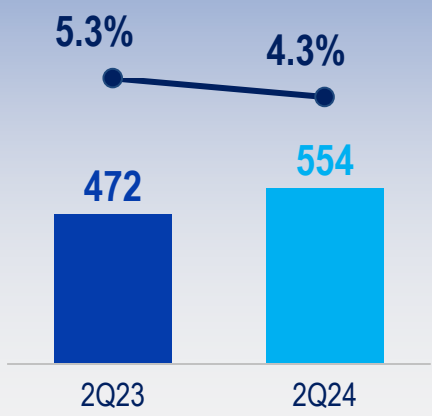




COMMERCIAL AVIATION



Revenue and backlog increased +17% and +40% yoy
Margin reduction yoy because of product mix
Book-to-bill in excess of 4.0:1.0 in 1H24

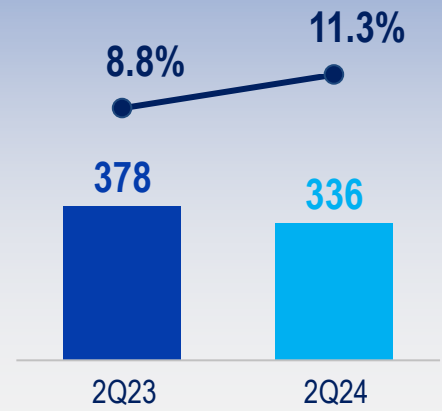


■ Revenues (US\$m) ●— Adj. EBIT margin

EXECUTIVE AVIATION



Best 1H since 2014 for revenue and 2016 for deliveries
Adjusted EBIT margin improved 2.5 p.p. yoy
Book-to-bill in excess of 1.5:1.0 in 1H24





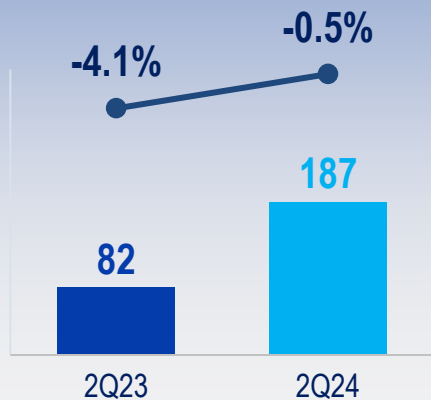
DEFENSE & SECURITY



Revenue increased 2.3x yoy

Adjusted EBIT margin improved 3.6 p.p. yoy

Second KC-390 delivered to Portugal



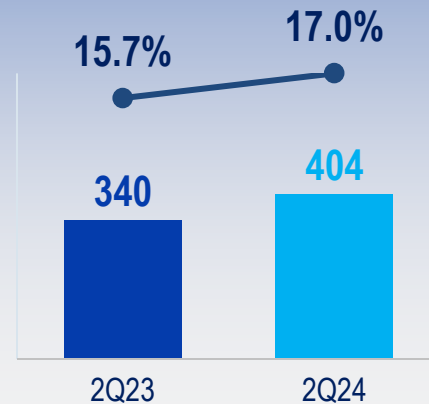
SERVICES & SUPPORT



Revenue increased +20% yoy

Double-digit adjusted EBIT margin; +1.3 p.p. yoy

E190 Freighter conversion completed its first flight



■ Revenues (US\$m) ● Adj. EBIT margin



LATEST PRODUCT DEVELOPMENTS



Selected and contracted most of the component suppliers

MILESTONES AND OUTLOOK



New equity secured for eVTOL development (US\$95.6m) bringing pro forma liquidity to ~US\$340m



Embraer remains Eve's majority and controlling shareholder (83%)



First full-scale eVTOL prototype assembly completion and rollout at GPX





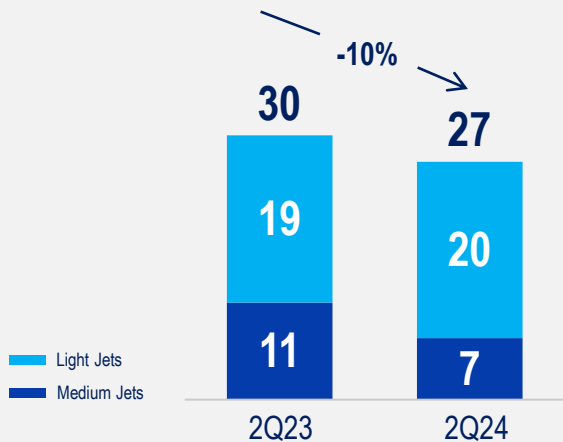
2Q24 FINANCIAL RESULTS





DELIVERIES

EXECUTIVE AVIATION

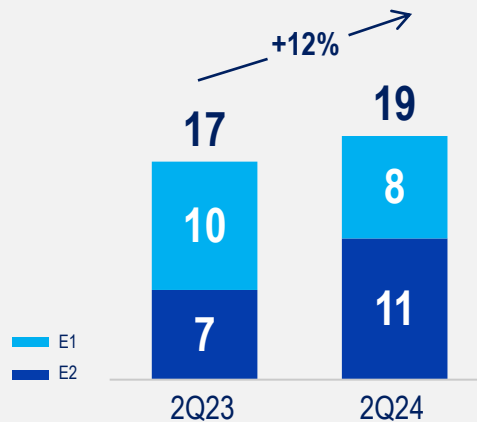


GUIDANCE 2024:

125 to 135

1H24: 45

COMMERCIAL AVIATION



GUIDANCE 2024:

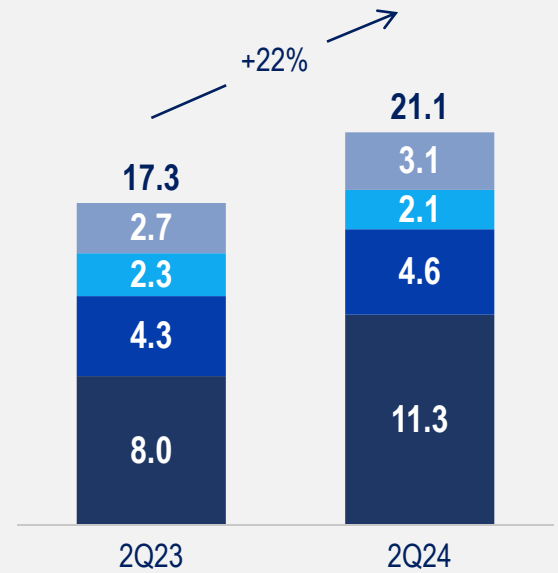
72 to 80

1H24: 26



BACKLOG

US\$ billion

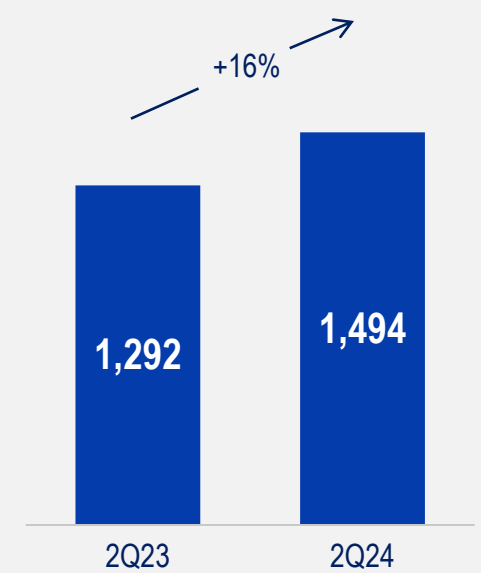


Services & Support Defense & Security Executive Aviation Commercial Aviation

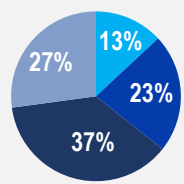
¹ Revenue breakdown does not include "Others" Business Unit

NET REVENUES

US\$ million



BREAKDOWN BY BUSINESS 2Q24 ¹



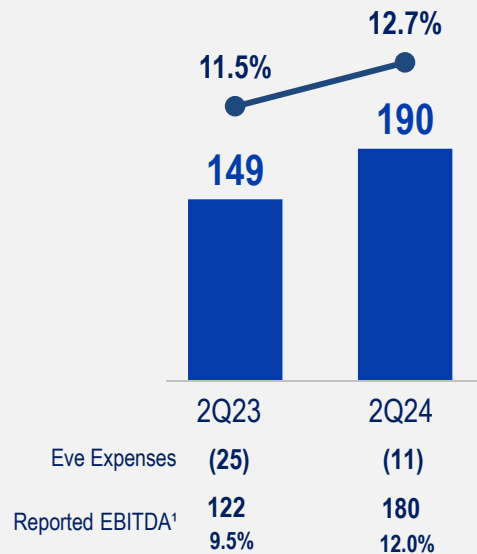
GUIDANCE 2024:
US\$6.0 – 6.4 billion





ADJUSTED EBITDA

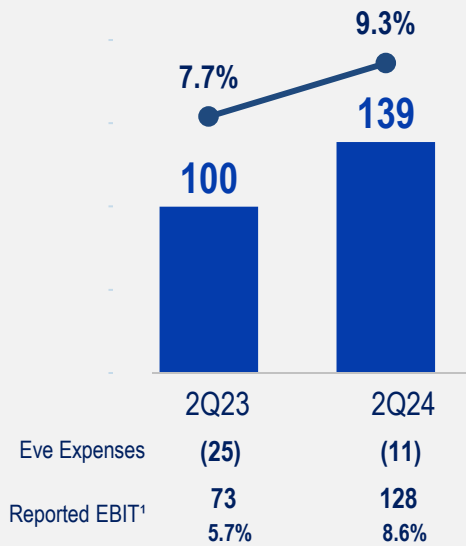
US\$ million



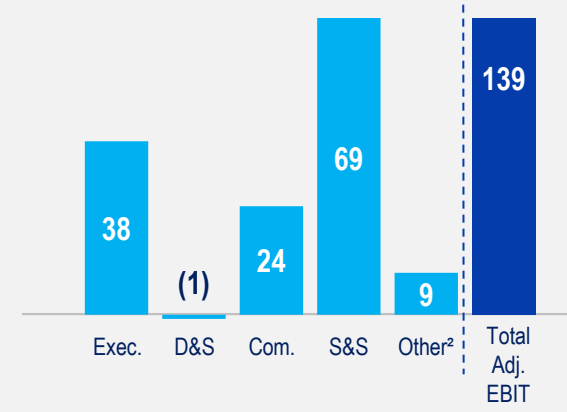
ADJUSTED EBIT

US\$ million

excludes Eve¹



BREAKDOWN BY BUSINESS 2024



GUIDANCE 2024:

6.5% – 7.5%

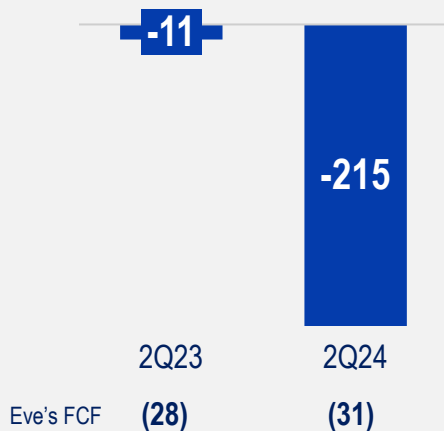


¹ Adjusted EBIT and Adjusted EBITDA does not consider Eve expenses, warrants and mark to market of Republic Airways shares (only in 2Q23). All numbers from Eve are IFRS.
² Other includes unallocated operating income (expense)



ADJUSTED FCF

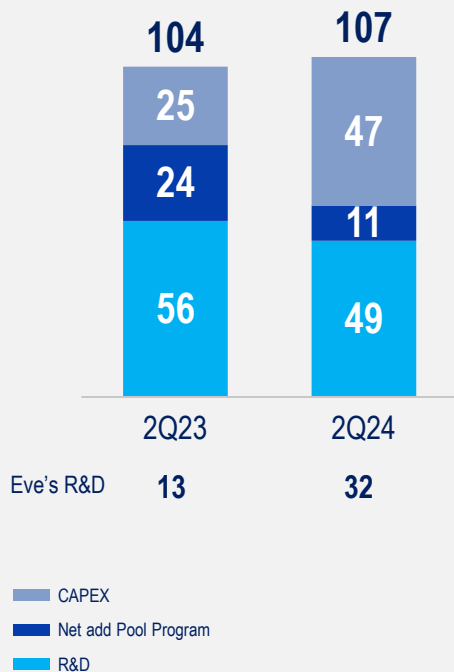
US\$ million
excludes Eve



GUIDANCE 2024:
**US\$220 million
or higher**

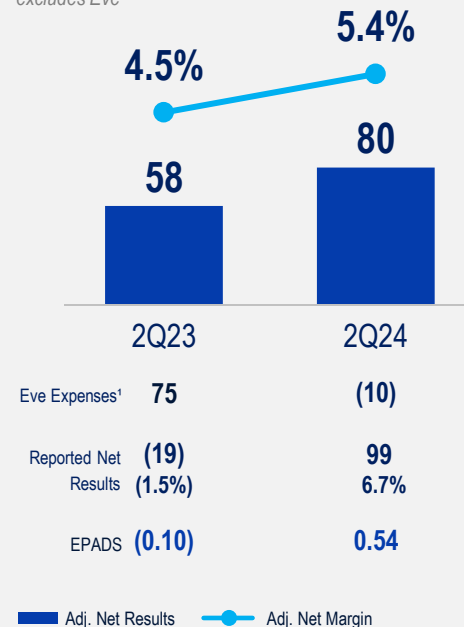
INVESTMENTS

US\$ million
excludes Eve



ADJ. NET RESULTS²

US\$ million
excludes Eve¹



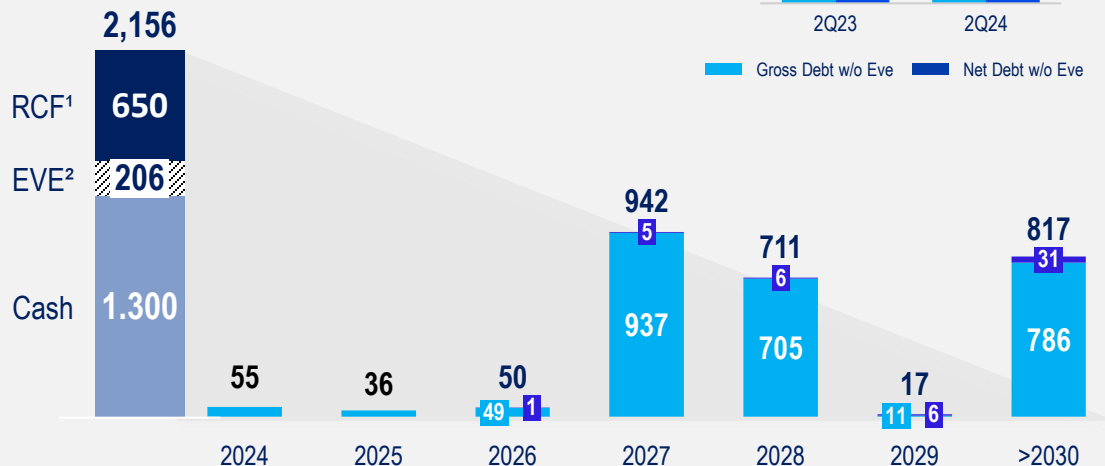
Eve Expenses ¹	75	(10)
Reported Net Results	(19) (1.5%)	99 6.7%
EPADS	(0.10)	0.54

¹Considers Eve expenses and warrants including financial result | ²Adjusted net results is calculated by adding Net income attributable to Embraer's shareholders plus Deferred Income tax and social contribution for the period (+US\$0.9M 2Q23 and US\$8.8M 2Q24), as well as removing the impact of non-recurring items (+US\$1.3M 2Q23). | ^{*}All numbers from Eve are IFRS

LIQUIDITY

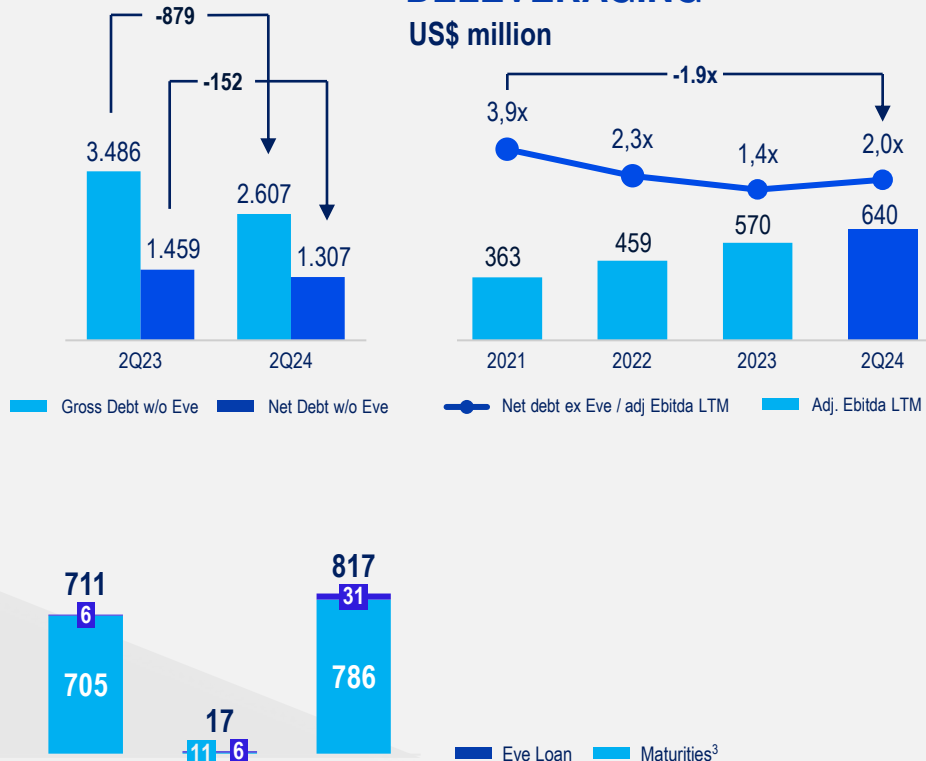
Strong liquidity and long-term maturities

MATURITIES US\$ million



DELEVERAGING

US\$ million



¹Revolving Credit Facility; ²Eve's Cash = Cash and cash equivalents plus financial investments and intercompany loan receivable | ³Maturities = Do not consider accrued interest and deferred costs | *All numbers from Eve are IFRS



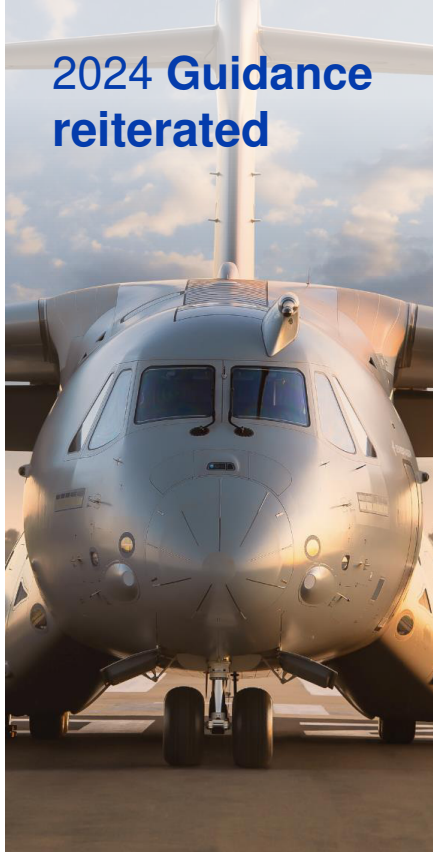
CLOSING REMARKS

Francisco Gomes Neto - CEO



CLOSING REMARKS

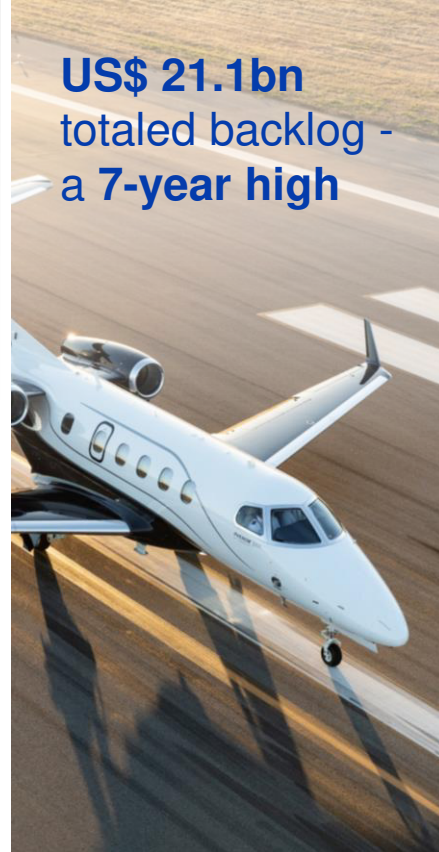
2024 Guidance reiterated



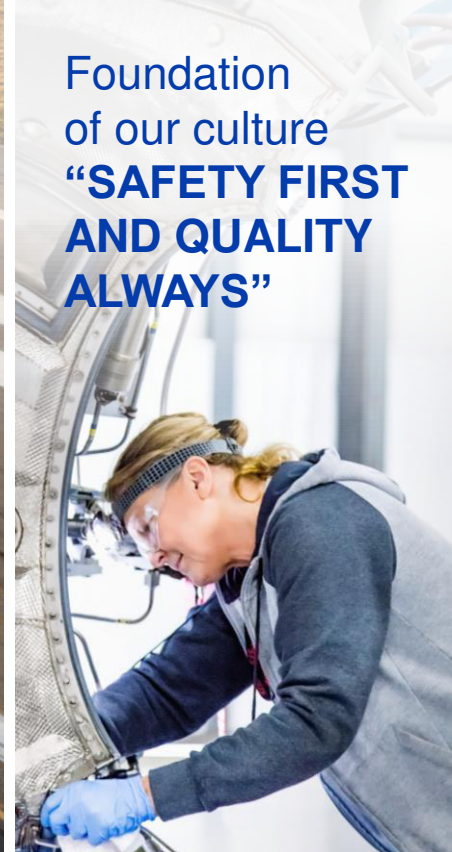
Welcome **Mexicana de Aviación** to E2 jet family



US\$ 21.1bn totaled backlog - a 7-year high



Foundation of our culture
“SAFETY FIRST AND QUALITY ALWAYS”





 **EMBRAER**

THANK YOU!

