

BRAZIL'S COMMERCIAL AND EXECUTIVE AIRCRAFT MARKET

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E190-E2



97–114 seats

GTF PW1900G
engines

Certification: March 2018

E195-E2



120–146 seats

GTF PW1900G
engines

Certification: Q1 2019

E175-E2



80–90 seats

GTF PW1700G
engines

Certification: 2020/21

EXECUTIVE AVIATION PORTFOLIO

Ultra-Large



Ultra-Long Range

Large



Super Mid-Size



Mid-Size



Mid-Light



Light

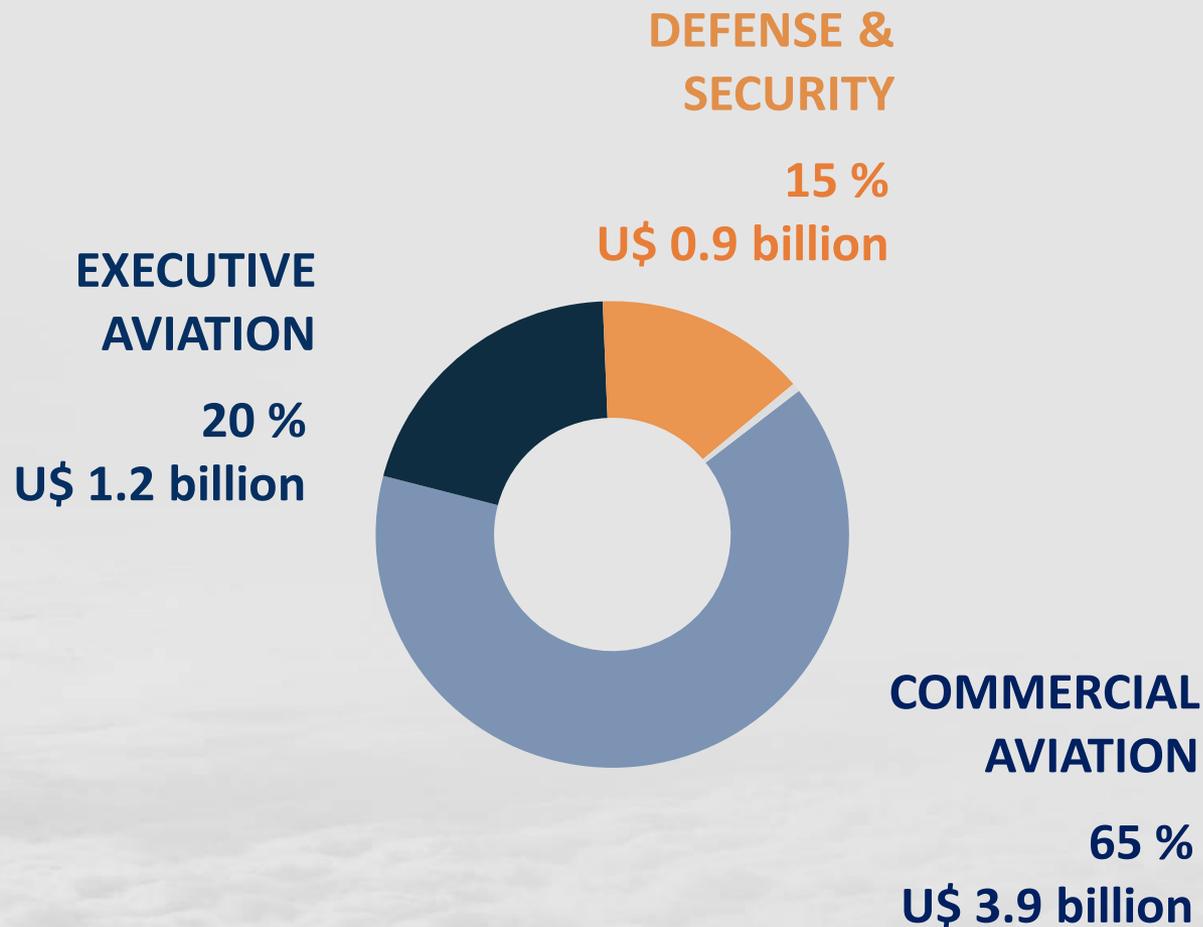


Entry



EMBRAER'S REVENUE 2017: ~ U\$ 6 billion (*)

BY BUSINESS UNIT



(*) estimated 2017 revenue; financial report not issued yet

YEARLY SUPPLY OPPORTUNITIES: ~ U\$ 2.6 billion (*)

(*) Estimation based on maximum potential opportunities



(*) estimated values; numbers not published by Embraer

HOWEVER ...

The following points must be considered in regards to the maximum potential supplying opportunities:

- Suppliers for current programs are already contracted
- Big Tier 1 suppliers like engines, avionics and interiors represent, at least, 50% of the Bill of Materials (BoM)
- Embraer produces most of the wings and empennages
- New programs ???

HELIBRAS – AIRBUS HELICOPTERS (Brazil)



Light Helicopters

H125 – Firemen version



H125 – Civilian version

HELIBRAS – AIRBUS HELICOPTERS (Brazil)

Heavy Helicopters



H225 – Oil drilling support



H225 – Military version

HELIBRAS – AIRBUS HELICOPTERS (Brazil)

2016 Revenues: ~ US\$ 170 million (*)

Helicopters delivered: ~ 35 (*)

Max potential supplying opportunities: ~ US\$ 80 million (*)

(*) estimated values; numbers not published by Helibras – Airbus Helicopters

SMALLER PLAYERS

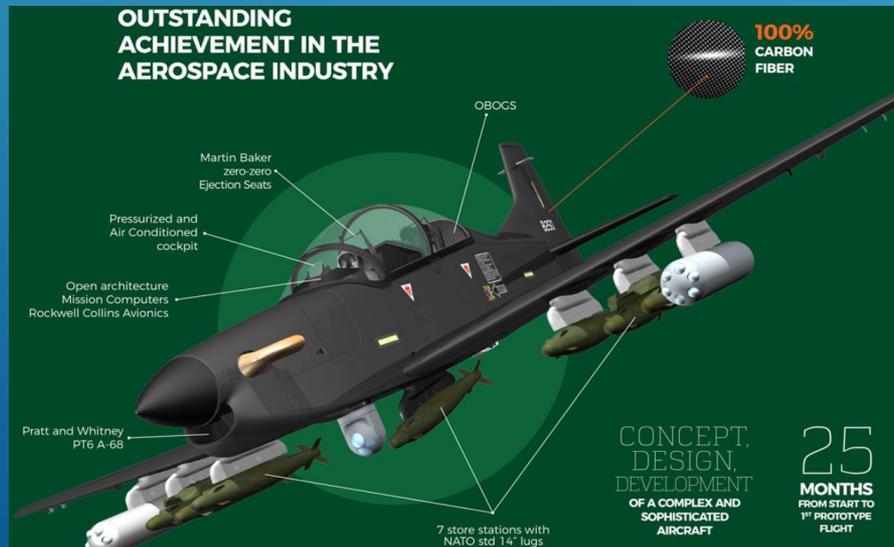


NOVAER Craft
Empreendimentos Aeronauticos

Sovi (ex-TXc) – military trainer

2 seats
100% composite

UXc – transport & utility
4 seats
100% composite



NOVAER Craft
Empreendimentos Aeronauticos

Model: Calidus B250 (under development)

SMALLER PLAYERS



INPAER - Industria Paulista de Aeronautica

Models: Conquest 180 and New Conquest



SCODA Aeronautica

Model: Super Petrel LS
(adapted from a French design)

SMALLER PLAYERS



VOLATO Aircraft & Composites

Model: Volato 400



AIRMAX Construcoes
Aeronauticas

Model: SeaMax M22

REPAIR & MAINTENANCE MARKET

- 2016 Brazilian Fleet was 21.905 aircraft
 - 650 comercial aircraft
 - 15.739 general/business aircraft
 - 5.516 experimental aircraft
- Repair and Maintenance Market value is estimated at US\$700 million and has been growing at a 5% to 6% yearly average rate

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