1946
Brazil launches a national strategic aerospace initiative via the Aeronautics Technical Center (CTA) and the Technological Institute of Aeronautics (ITA).

1969
Federal Government creates Embraer to develop aeronautical engineering and manufacture aircraft in Brazil.

1994
Embraer is privatized, fusing technological and industry expertise with an entrepreneurial approach.

2017
Embraer is one of the world’s leading manufacturers of commercial and executive jets, with substantial and growing operations in defense and security.
JOINT VENTURES & AFFILIATES

ATECH
BRADAR
SAVIS
VISIONA

EMBRAER CAE
EAST (AERO SEATING TECHNOLOGIES)

EMBRAER CAE

OGMA

EZAIR

ATECH
BRADAR
SAVIS
VISIONA
SUPPLY CHAIN

- 56%
- 17%
- 9%
- 18%
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CLIENTS | EXECUTIVE AVIATION

1000+ JETS DELIVERED

70+ COUNTRIES

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Note: Excludes undisclosed clients
Global Network for R&D
More than 5,500 people dedicated to Research and Development

Nearly US$ 430 million invested in R&D and CAPEX in 2016 (nearly 10% of revenue)

51% of net income derives from innovations implemented between 2011 and 2016

314 international patents applied for between 2011 and 2016

FINEP innovation prize

Innova program
Fostering innovations and making them viable
NET REVENUE

US$ million

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>1Q 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (US$ million)</td>
<td>6,335</td>
<td>5,498</td>
<td>5,364</td>
<td>5,791</td>
<td>6,167</td>
<td>6,235</td>
<td>6,289</td>
<td>5,928</td>
<td>6,217</td>
<td>1,026</td>
</tr>
</tbody>
</table>
REVENUE BREAKDOWN

REVENUE BY BUSINESS UNIT, 1Q17

- COMMERCIAL AVIATION: 62%
- EXECUTIVE AVIATION: 22%
- DEFENSE & SECURITY: 15.2%
- OTHER: 0.8%
E-Jets family reaches leadership (30 – 130 seats)

E2 family under development (large cash flow impact)

Multisite product development (multipurpose technologies)

Market Driven

Cost-efficiency Driven

Internationalization Driven
BUSINESS STRATEGY

AND

IP STRATEGY

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Incentive to innovation and to competitive advantage

Proper protection of Embraer's IP rights

Support to competitive intelligence

IP risk management for non infringement of third party rights

Commercial exploitation of IP assets
IP Management
In-house process

From the invention capture...

IP Commission

Search

International Patent System
WIPO PCT or
USPTO, BR PTO,
EPO, SIPO etc

... To the drafting of the patent application

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New Products

Improvements

Replacement or Obsolescence

New Business

Who do we want to influence with protection?

Could the invention bring license and Royalties opportunities?

Can the invention be applied to other industrial sectors?

Is the invention applied to any Embraer product or service?

Is the invention result of association / cooperation?

What does the contract of supply or partnership determine?

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Thank you!