



# EMBRAER'S COMMERCIAL AIRCRAFT DELIVERIES UP 38% IN 3Q16

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During the third quarter of 2016 (3Q16), Embraer delivered 29 jets to the commercial aviation market, 38% more than the same period of 2015. The company delivered 12 large executive jets, 33% more than the same quarter of last year. However, total executive aviation deliveries fell around 17% when compared to 3Q15. On September 30, Embraer's firm order backlog totaled USD 21.4 billion.

The main highlight of 3Q16 was the order of up to 10 E190-E2 by Indonesian airline Kalstar Aviation, signed during the Farnborough Airshow. The contract included five firm orders and five purchase rights for the same model. Deliveries are scheduled to begin in 2020. Later, additional 5 purchase rights were added to this contract.

During the event, Embraer also announced a Letter of Intent with Israeli airline Arkia for up to 10 E195-E2 aircraft. The contract has an estimated total value of USD 650 million.

Still in the quarter, Embraer announced the order of up to five E190 jetliners by China's Colorful Guizhou Airlines. The contract includes two firm orders and three purchase options. The contract

has an estimated value of USD 249 million at the current list price, if all purchase rights are exercised. The two aircraft will be delivered in 2017.

In business aviation, the main highlight was the deal with China's Colorful Yunnan, which signed a firm order for two Phenom 300 business jets. The aircraft will be used in several missions, such as medical rescue and humanitarian aid. Both aircraft are scheduled to be delivered by the end of this year.

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