



EMBRAER DELIVERS 105 COMMERCIAL AND 99 EXECUTIVE JETS IN 2011

E-Jets sales, in 2011, grew 28% over 2010

São José dos Campos, Brazil, January 11, 2012 – Embraer delivered 32 commercial and 50 business jets during the fourth quarter of 2011 (4Q11), thus closing out the year with 105 delivered to the airline market and 99 to executive aviation. Regarding new deliveries, one of the highlights in 2011 was the sale of 124 commercial jets from the E-Jets family, which represents an increase of 28% over the results of 2010. At the end of the year, the firm order backlog stood at USD 15.4 billion.

Deliveries by Segment	3Q11	2011
Commercial Aviation	32	105
ERJ 145	-	2
EMBRAER 170	-	1
EMBRAER 175	7	10
EMBRAER 190	18	68
EMBRAER 195	7	24
Executive Aviation	50	99
Light jets	40	83
Large jets	10	16
TOTAL	82	204

Over the last three months of 2011, Embraer signed for the sale of 45 E-Jets, 33 of which are E190s (15 to BOC Aviation, in Singapore; ten to CIT Group, in the U.S.A.; and six to GECAS, in the U.S.A. – leasing companies; and two jets to Hebei Airlines, in China) and 12 E195s (11 to Azul, in Brazil; and one to Jetscape, in the U.S.A.). Hebei Airlines became the newest E-Jets operator, when it received two E190s, in December.

On December 31, 2011, Embraer's firm order backlog for the commercial aviation segment, specified by product, is shown in the following table.

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Aircraft Model	Firm Orders	Options	Deliveries	Firm Order Backlog
ERJ 145 Family				
ERJ 135	108	-	108	-
ERJ 140	74	-	74	-
ERJ 145	708	-	708	-
Total - ERJ 145 Family	890	-	890	-
EMBRAER 170/190 Family				
EMBRAER 170	188	22	182	6
EMBRAER 175	189	290	143	46
EMBRAER 190	551	355	389	162
EMBRAER 195	123	28	88	35
Total - EMBRAER 170/190 Family	1,051	695	802	249
TOTAL	1,941	695	1,692	249

In the business aviation segment, Embraer announced the sale of 13 large Legacy 650 executive jets to Minsheng Financial Leasing, in China, and the appointment of internationally acclaimed actor and philanthropist Jackie Chan as its brand ambassador. The Company's newest product – the midsize Legacy 500 – was rolled out from the production line to begin ground testing. The special highlights for December were the opening of the new global customer center and the delivery of the first entry level Phenom 100 produced in the United States. The airplane was received by Executive AirShare, at the Melbourne plant, in the State of Florida.

Embraer Defense and Security reinforced its partnership with Brazilian industry for the program of the KC-390 military transport and refueling jet, by announcing the selection of AEL Sistemas, in Porto Alegre, State of Rio Grande do Sul, Brazil, to supply three more systems for the aircraft. The development program of the EMB 145 AEW&C (Airborne Early Warning and Control) jet for the Indian government, which ordered three platforms, also advanced, with the aircraft's first flight. At the end of 2011, the United States Air Force announced the selection of the Super Tucano for the light air support (LAS) program. Supplied in partnership with Sierra Nevada Corporation (SNC) as the prime contractor, the aircraft will be used to conduct advanced flight training, aerial reconnaissance and light air

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support operations. The signed USD 355 million contract for supplying 20 aircraft, including ground support for pilot training, maintenance and other required services, was temporarily suspended at the beginning of 2012 by the U.S. government, when a losing competitor protested the bid in Court.

In the institutional area, Embraer, in a partnership with Boeing and the Assistance Fund for Research of the State of São Paulo (FAPESP), announced plans for a long-term development program of aviation biofuel, which could result in the creation of Brazil's first biofuel research center. With the objective of expanding its involvement to other activities and regions, Embraer also signed protocols of intent with Telebrás (for the purpose of creating a company for developing satellites to meet the needs of the Brazilian government) and with the Government of the State of Minas Gerais (to establish an engineering and development office near the capital city of Belo Horizonte). At the end of the year, Embraer was recognized as one of the most innovative companies in Brazil and received the FINEP Innovation Award 2011, in the Large Company category, at the seat of the Brazilian government, in the Palácio do Planalto.

Note to Editors

Embraer S.A. (NYSE: ERJ; BM&FBOVESPA: EMBR3) is the world's largest manufacturer of commercial jets up to 120 seats, and one of Brazil's leading exporters. Embraer's headquarters are located in São José dos Campos, São Paulo, and it has offices, industrial operations and customer service facilities in Brazil, China, France, Portugal, Singapore, and the U.S. Founded in 1969, the Company designs, develops, manufactures and sells aircraft and systems for the commercial aviation, executive aviation, and defense and security segments. It also provides after sales support and services to customers worldwide. On December 31, 2011, Embraer had a workforce of 17,265 employees – not counting the employees of its partially owned subsidiaries – and its firm order backlog totaled USD 15.4 billion.

This document may contain projections, statements and estimates regarding circumstances or events yet to take place. Those projections and estimates are based largely on current expectations, forecasts on future events and financial tendencies that affect Embraer's businesses. Those estimates are subject to risks, uncertainties and suppositions that include, among others: general economic, political and trade conditions in Brazil and in those markets where Embraer does business; expectations on industry trends; the Company's investment plans; its capacity to develop and deliver products on the dates previously agreed upon, and existing and future governmental regulations. The words "believe", "may", "is able", "will be able", "intend", "continue", "anticipate", "expect" and other similar terms are supposed to identify potentialities. Embraer does not feel compelled to publish updates nor to revise any estimates due to new information, future events or any other facts. In view of the inherent risks and uncertainties, such estimates, events and circumstances may not take place. The actual results can therefore differ substantially from those previously published as Embraer expectations.

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**Attachment:**

**FIRM ORDER BACKLOG
December 31, 2011**

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
ERJ 135	108	108	-
American Eagle (USA)	40	40	-
British Midland (UK)	3	3	-
City Airline AB (Sweden)	2	2	-
ExpressJet (USA)	30	30	-
Flandre Air (France)	3	3	-
Jet Magic (Ireland)	1	1	-
Luxair (Luxembourg)	2	2	-
Pan Européenne (France)	1	1	-
Proteus (France)	3	3	-
Regional (France)	3	3	-
Republic Airways (USA)	15	15	-
South African Airlink (South Africa)	5	5	-

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
ERJ 140	74	74	-
American Eagle (USA)	59	59	-
Republic Airways (USA)	15	15	-

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Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
ERJ 145	708	708	-
Aerolitoral (Mexico)	5	5	-
Air Caraibes (Guadeloupe)	2	2	-
Alitalia (Italy)	14	14	-
American Eagle (USA)	118	118	-
Axon (Greece)	3	3	-
British Midland (UK)	9	9	-
British Regional Airlines (UK)	23	23	-
Brymon (UK)	7	7	-
China Southern (China)	6	6	-
China Eastern Jiangsu (China)	5	5	-
China Eastern Wuhan (China)	5	5	-
Cirrus (Germany)	1	1	-
ExpressJet (USA)	245	245	-
ERA (Spain)	2	2	-
Flandre Air (France)	5	5	-
GECAS (PB Air - Thailand)	2	2	-
Hainan (China)	25	25	-
KLM (Holand)	2	2	-
LOT Polish (Poland)	14	14	-
Luxair (Luxembourg)	9	9	-
Mesa (USA)	36	36	-
Nigeria (Nigeria)	1	1	-
Portugalia (Portugal)	8	8	-
Proteus (France)	8	8	-
Regional (France)	15	15	-
Republic Airways (USA)	60	60	-
Rheintalflug (Austria)	3	3	-
Rio Sul (Brazil)	16	16	-
Satena (Colombia)	3	3	-
Sichuan (China)	5	5	-
Skyways (Sweden)	4	4	-
Swiss (Switzerland)	25	25	-
Transtates (USA)	22	22	-

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Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 170	188	182	6
Airnorth (Australia)	1	-	1
Alitalia (Italy)	6	6	-
BA CityFlyer (UK)	6	6	-
Cirrus (Germany)	1	1	-
ECC Leasing (Ireland)	6	6	-
EgyptAir (Egypt)	12	12	-
ETA Star Aviation (India)	5	-	5
Finnair (Finland)	10	10	-
GECAS (USA)	9	9	-
JAL (Japan)	10	10	-
Jetscape (USA)	1	1	-
LOT Polish (Poland)	6	6	-
Petro Air (Libya)	2	2	-
Regional (France)	10	10	-
Republic Airlines (USA)	48	48	-
Satena (Colombia)	1	1	-
Saudi Arabian Airlines (Saudi Arabia)	15	15	-
Sirte Oil (Libya)	1	1	-
South African Airlink (South Africa)	-	-	-
Suzuyo (Japan)	2	2	-
TAME (Ecuador)	2	2	-
US Airways (USA)	28	28	-
Virgin Blue (Australia)	6	6	-

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 175	189	143	46
Air Canada (Canada)	15	15	-
Air Lease (USA)	5	2	3
Alitalia (Italy)	10	-	10
ECC Leasing (Ireland)	1	1	-
Flybe (UK)	35	4	31
GECAS (USA)	5	5	-
Jetscape (USA)	1	1	-
LOT Polish (Poland)	12	12	-
Northwest (USA)	36	36	-
Oman Air (Oman)	5	3	2
Republic Airlines (USA)	54	54	-
Royal Jordanian (Jordan)	2	2	-
TRIP (Brazil)	5	5	-
Suzuyo (Japan)	2	2	-
Undisclosed	1	1	-

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Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 190	551	389	162
Aero Republica (Colombia)	5	5	-
Aeromexico (Mexico)	12	6	6
Air Astana (Kazakhstan)	2	-	2
Air Canada (Canada)	45	45	-
Air Caraibes (Guadeloupe)	1	1	-
Air Lease (USA)	25	10	15
Air Moldova (Moldova)	1	1	-
Augsburg (Germany)	2	2	-
Austral (Argentina)	20	20	-
Azul (Brazil)	5	5	-
BA CityFlyer (UK)	7	7	-
BOC (Singapore)	15	-	15
China Southern (China)	20	7	13
CIT (USA)	10	-	10
Copa (Panama)	15	15	-
Dniproavia (Ukraine)	10	-	10
ECC Leasing (Ireland)	1	1	-
Finnair (Finland)	13	12	1
GECAS (USA)	32	24	8
Hainan (China)	50	41	9
Hebei (China)	2	2	-
JetBlue (USA)	88	53	35
Jetscape (USA)	7	7	-
Kenya Airways (Kenya)	10	-	10
KLM (The Netherlands)	22	17	5
KunPeng (China)	5	5	-
LAM (Mozambique)	3	2	1
Lufthansa (Germany)	9	9	-
M1 Travel (Lebanon)	8	8	-
Nas Air (Saudi Arabia)	10	3	7
NIKI (Austria)	7	7	-
Regional (France)	10	10	-
Republic (USA)	6	2	4
Taca (El Salvador)	11	11	-
TAME (Ecuador)	3	3	-
TRIP (Brazil)	6	3	3
US Airways (USA)	25	25	-
Virgin Blue (Australia)	18	18	-
Virgin Nigeria (Nigeria)	10	2	8

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Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
EMBRAER 195	123	88	35
Azul (Brazil)	47	28	19
Flybe (UK)	14	14	-
GECAS (USA)	7	7	-
Globalia (Spain)	12	12	-
Jetscape (USA)	2	-	2
LOT Polish (Poland)	4	3	1
Lufthansa (Germany)	34	21	13
Montenegro (Montenegro)	1	1	-
Royal Jordanian (Jordan)	2	2	-

Aircraft delivered by ECC Leasing (included in the previous tables)

Customer (Country)	Firm Orders	Delivered	Firm Order Backlog
ECC Leasing	8	8	-
EMBRAER 170	6	6	-
Cirrus (Germany)	1	1	-
Paramount (India)	2	2	-
Satena (Colombia)	1	1	-
Gulf Air (Bahrein)	2	2	-
EMBRAER 175	1	1	-
TRIP (Brazil)	1	1	-
EMBRAER 190	1	1	-
JetBlue (USA)	1	1	-

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