



## EMBRAER HAS NEW SALES TO MIDDLE EAST CUSTOMERS

*Region continues to be a thriving business aviation market*

**São José dos Campos, May 20, 2008** – Embraer has bolstered its executive jet order book in the Middle East with the signing of orders for two Legacy 600 jets, one Phenom 300, and one Phenom 100. The deal also includes a letter of intent for two Legacy 500 and one Legacy 450 jets, Embraer MSJ and Embraer MLJ aircraft.

*“The Middle East market has been responding incredibly well to our Executive Jets line,”* said Colin Steven, Embraer Vice President, Marketing and Sales – Europe, Africa, and Middle East, Executive Jets. *“Passengers will appreciate the luxurious cabin and premium comfort offered by the Legacy 600 and the brand-new Legacy 500 and Legacy 450 jets, as much as they will enjoy the comfort and performance of the Phenom 100 and Phenom 300.”*

**ASAIG Aviation**, a new Kuwaiti-owned charter operator, and a member of the **Al-Shalfan International Group**, has ordered one Phenom 100 and one Phenom 300. The company has also signed a letter of intent for one Legacy 450 and two Legacy 500 jets. The first Phenom 100 is scheduled for delivery in 2012. Both Phenom jets will be used for air taxi operations between Dubai, where they will be based, and the Gulf Coast Countries (GCC). ASAIG plans to use one Legacy 450 and one Legacy 500 for on-demand charter operations, while the other Legacy 500 will be dedicated to the private use of Al-Shalfan International Group owners.

*“Our new subsidiary, ASAIG Aviation, will focus on operating efficient light and very light jets within the GCC region, providing a comfortable and enjoyable flying experience to our corporate and leisure clients,”* said Mr. Abdulla Al-Shalfan, Executive Director of the Al-Shalfan International Group. *“Our decision to partner with Embraer was taken after a detailed analysis of different aircraft available in the market, taking into consideration the right mix of range, low operating cost, and reliability, while offering a comfortable and spacious cabin. Operating the new Phenom jets in the region will revolutionize the air taxi market, and will bring a new level of service to the GCC.”*

**S.S Lootah Group**, of Dubai, has signed for one Legacy 600, which will be delivered in 2009. The aircraft will be based in Dubai and used extensively for company corporate travel.

**Sheikh Ahmed Al Hamad**, Chairman of the **Burgan Company**, in Kuwait, has ordered a Legacy 600 for delivery in 2008. The aircraft will be managed by Titan Aviation, in Dubai.

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### **About ASAIG Aviation**

ASAIG Aviation was established by the Al-Shalfan International Group in August 2007, with a paid-up capital of US\$ 5 million. ASAIG Aviation was incorporated with the vision to provide low-cost air taxi and on-demand charter operations within the Gulf Coast Countries (GCC). The company will launch its operations at Dubai's new Al-Maktoum International Airport, in Jebel Ali Dubai World Central development, with a confirmed fleet of 11 aircraft in the first quarter of 2010.

### **About the Al-Shalfan International Group**

The Al-Shalfan International Group is a privately owned holding company based in Kuwait, managing assets in the sectors of real estate, direct investments, telecom, aviation, and industrial projects.

### **About the S.S. Lootah Group**

Established in Dubai in 1956, the S.S. Lootah Group is a family-owned diversified business house with ventures across key industries, from construction, real estate, energy, food, and hospitality, to financial services, applied research, Information and Communications Technology (ICT), education, and healthcare, among others, along with a remarkable portfolio of non-profit educational institutions.

### **About the Burgan Company**

The Burgan Co. for Well Drilling, Trading & Maintenance was established in 1970, under Kuwaiti law, as a limited liability company. It provides maintenance, drilling and exploration services for oil and gas companies. The Burgan Company has a 1,000-strong workforce, the majority of which are senior engineers, complemented by highly-skilled personnel from overseas, as well as 40 Kuwaiti trainees.

### **About the Phenom Jets**

Premium comfort, outstanding performance and low operating costs are key design drivers for the Phenom 100 and Phenom 300 best-in-class jets. With interiors designed by BMW Group DesignworksUSA, both aircraft will offer pilots and passengers the comfort and style previously

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unknown in their categories. The relaxing ambience is enhanced by generous windows and the most ample cabin in their class. Onboard conveniences include a wardrobe or refreshment center, an aft cabin private lavatory with toiletry cabinet, and satellite communications.

The pilot-friendly cockpit and the docile flying qualities of the two new aircraft will enable single-pilot operation. Drawing from Embraer's design and engineering experience, the Phenom 100 and the Phenom 300 are designed for high utilization and availability. For added safety and reliability, both jets will offer a standard anti-skid brake-by-wire system. Based on Garmin's all-glass, fully-integrated avionics suite, the Prodigy® flight deck offers Phenom jet operators more advantages than any other avionics suite on today's market. The cockpit features three interchangeable 12-inch displays – two Primary Flight Displays (PFD) and one Multi-Function Display (MFD). The system integrates all primary flight, navigation, communication, terrain, traffic, weather, engine instrumentation, and crew-alert system data and presents the composite information in brilliant, sunlight-readable color on three high definition displays.

Configured in a typical club configuration, the Phenom 100 will comfortably accommodate four passengers. The generous 55-cubic-foot (1.56-cubic-meter) baggage capacity is big enough to store luggage, golf bags and even skis.

Two Pratt & Whitney Canada PW617F engines, with 1,615 pounds of thrust each, power the jet. Its range with four occupants will be 1,160 nautical miles (2,148 km or 1,335 miles) with NBAA IFR reserves (35 minutes of holding and 100 nm alternate); or 1,320 nautical miles (2,445 km or 1,519 miles) with NBAA VFR reserves (45 minutes). The aircraft is capable of flying at 41,000 feet (12,497 meters), has a maximum operating speed of Mach 0.70, and is also designed for short-field takeoffs. These characteristics will allow customers to fly nonstop from London (UK) to Reykjavik (Iceland), Lisbon (Portugal), Tunis (Tunisia), Sofia (Bulgaria) or Stockholm (Sweden) at a lower cost than competitive aircraft, including turboprops.

The Phenom 100 is priced at US\$ 2.98 million, based on January 2005 economic conditions, in the baseline configuration, for FAA certification. The aircraft's maiden flight took place in July 2007, and the jet is currently carrying out the certification flight test campaign, in order to enter service in the second half of 2008.

With a configuration to accommodate up to ten occupants, the Phenom 300 jet has a huge 76-cubic-foot (2.15-cubic-meter) baggage capacity that will conveniently transport passengers' luggage, golf bags and skis.

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Two Pratt & Whitney Canada PW535E engines, with 3,200 pounds of thrust each, power this jet. Its range with six occupants will be 1,800 nautical miles (3,334 km or 2,071 miles) with NBAA IFR reserves (35 minutes of holding and 100 nm alternate). The aircraft is capable of flying at 45,000 feet (13,716 meters), has a maximum operating speed of Mach 0.78, and is also designed for short-field takeoffs. These capabilities will permit customers to fly nonstop from London (UK) to Reykjavik (Iceland), the Azores, Cairo (Egypt), Tel Aviv (Israel) or Moscow (Russia) at a lower cost than competitive aircraft, including turboprops.

Expected to enter service in the second half of 2009, the Phenom 300 was rolled out on April 14, 2008, and took its first flight on April 29. The executive jet is priced at US\$ 6.65 million, based on January 2005 economic conditions, in the baseline configuration, for FAA certification.

### **About the Legacy 600**

The Legacy 600 jet provides premium comfort and privacy for up to 14 passengers in three distinct seating areas. Interior standard features include first-class leather seats, a plush divan, an elegant credenza, and spacious tables for dining or meetings. The aircraft also has a full size galley for hot and cold meals, a full-width aft lavatory, wardrobe and storage cabinet, and an entertainment system with DVD players and satellite telecommunications. Optional High Speed Data (HSD) and Wireless Fidelity (Wi-Fi) capabilities allow customers to browse the Internet, access e-mails and transfer files. The 240-cubic-foot (6.8-cubic-meter) baggage compartment of the Legacy 600 is one of the largest in the industry and is easily accessible during flight, for greater passenger convenience.

The aircraft cruises at a speed of up to Mach 0.80 and has a range of 3,250 nautical miles (6,019 km or 3,740 miles) with eight passengers and NBAA IFR reserves. This range, bolstered by superior passenger and luggage capacity, enables customers to fly nonstop from New York (U.S.) to London (U.K.); from London or Geneva (Switzerland) to Dubai (United Arab Emirates); from Singapore (Singapore) to Beijing (China) or to Port Moresby (Papua New Guinea); and from Jakarta (Indonesia) to Melbourne (Australia) at lower operating costs than competitive aircraft with a similar cabin size. Additionally, the Legacy 600 is the only super mid-size jet certified to operate into and out of the London City and Cannes-Mandelieu airports.

The twin-engine business jet is based on the successful ERJ 145 regional jet family platform that has accumulated over 12.5 million flight hours on 1,000 aircraft. With a platform designed to endure an average of 2,500 hours per year, low operating cost, and a track record of over 99 percent dispatch reliability, the Legacy 600 offers luxurious comfort and delivers high utilization and high availability.

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### **About the Legacy 450 and Legacy 500**

The key clean-sheet design drivers of the Legacy 450 and Legacy 500 executive jets are premium comfort, outstanding performance, and low operating costs. While establishing a new paradigm for their respective segments, the interior of the jets, designed in partnership with BMW Group DesignworksUSA, will provide unsurpassed comfort and style: a six-foot (1.82-meter) stand-up cabin with a flat floor and an externally serviced full-breadth aft lavatory. These revolutionary new jets will have best-in-class cabin space and sound proofing, as well as baggage compartment volume. The Legacy 450 offers a complete refreshment center and the Legacy 500 includes a fully-equipped wet galley.

Both jets feature the Rockwell Collins Pro Line Fusion™ suite – the state-of-the-art in avionics – and deliver an unmatched level of capability to the midlight and midsize categories, providing extensive situational awareness with a highly intuitive user interface. The flight deck has four 15.1-inch high-resolution displays on a “T” configuration with advanced graphics capabilities. Flight deck standard features include a Synthetic Vision System, Integrated Flight Information Systems, Advanced Flight Management Systems, and full-flight regimen auto-throttles. Optional Enhanced Vision (EVS) and Head-up Guidance Systems (HGS) will be offered.

Honeywell’s latest-generation HTF7500E engines will power the Legacy 450 and the Legacy 500, with 6,000-7,000 pounds of thrust. The environment-friendly HTF7500E propulsion system, based on the proven HTF7000 platform, incorporates the most recent technologies to achieve performance requirements, with improved fuel efficiency, ease of maintainability, low operating costs, and reduced noise and emissions.

Both jets will be equipped with a full fly-by-wire actuation system for ailerons, elevators, rudder and spoilers, which is unique to their classes. The redundant high-speed computers and side-stick control enable a smoother flight for passengers and offer pilots the advantage of effortless response, greater control, increased cockpit comfort, reduced workload, and flight envelope protection.

The Legacy 450 is being designed for a range of 2,300 nautical miles (4,260 km) with four passengers, or 2,200 nautical miles (4,070 km) with eight passengers, including NBAA IFR reserves. These characteristics will allow customers to fly nonstop from Atlanta (USA) to Seattle, New York to Mexico City (Mexico), Moscow to Madrid (Spain) or Riyadh (Saudi Arabia), and from Rio de Janeiro (Brazil) to Bariloche (Argentina).

The Legacy 500 is being designed for a range of 3,000 nautical miles (5,560 km) with four passengers, or 2,800 nautical miles (5,190 km) with eight passengers, including NBAA IFR reserves. These characteristics will allow customers to fly nonstop coast-to-coast from Miami

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to Seattle, New York to Los Angeles, or Los Angeles to Honolulu, in the United States, as well as from Gander (Canada) to Paris (France), Paris to Riyadh, Moscow (Russia) to New Delhi (India), and Rio de Janeiro to Chicago (USA) with a stop in Caracas (Venezuela).

Both the Legacy 450 and the Legacy 500 will have highest cruising speeds in their classes (Mach 0.78 and Mach 0.80, respectively). The aircraft will also provide a reduced time to climb to high altitudes and excellent field performance.

For more information about Embraer Executive Jets, see [www.EmbraerExecutiveJets.com](http://www.EmbraerExecutiveJets.com).

### Embraer Image Gallery

Visit the Embraer Image Gallery at [www.embraer.com](http://www.embraer.com).



### Note to Editors

Embraer (Empresa Brasileira de Aeronáutica S.A. - NYSE: ERJ; Bovespa: 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, the United States, France, Portugal, China and Singapore. Founded in 1969, the Company designs, develops, manufactures and sells aircraft for the Commercial Aviation, Executive Aviation, and Defense and Government segments. The Company also provides after sales support and services to customers worldwide. On March 31, 2008, Embraer had a workforce of 23,878 employees and a firm order backlog of US\$ 20.3 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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