



## EMBRAER REPORTS 2003 DELIVERIES AND TOTAL COMPANY BACKLOG

*São José dos Campos, January 15, 2004* - Embraer (Bovespa: EMBR3 and EMBR4; NYSE: ERJ) today announced its total backlog, 2003 and fourth-quarter 2003 deliveries for the Airline, Corporate and Defense markets.

Deliveries by segment were as follows:

Deliveries by Segment	4 <sup>th</sup> . Quarter 2003	2003
<i>Airline Market</i>		
ERJ 135	1	14
ERJ 140	-	16
ERJ 145	22	57
<b>Total Airline Market</b>	<b>23</b>	<b>87</b>
<i>Corporate Jet Market</i>		
Legacy	6	13
<b>Total Corporate Jet Market</b>	<b>6</b>	<b>13</b>
<b>Defense (*)</b>		
EMB 145	1	1
<b>Total Defense Market</b>	<b>1</b>	<b>1</b>
<b>Total</b>	<b>30</b>	<b>101</b>

(\*)Includes only deliveries for government authority transportation

Embraer delivered 101 aircraft in 2003 compared with its forecast of 102 aircraft. In the fourth quarter of 2003, Embraer expected to make 31 deliveries, but one was delivered in January 2004.

Embraer maintains its forecast for deliveries of 160 and 170 Commercial, Corporate and Defense aircraft (including only authority transport aircraft) in 2004 and 2005, respectively.

As of December 31, 2003, Embraer's firm order backlog, including the Airline, Corporate and Defense markets totaled US\$ 10.6 billion. Backlog including options reached US\$ 28.1 billion.



The Air Canada commercial proposal announced on December 19 is not included in the order book. It is Embraer's policy to include only firm contracts in the order book.

Embraer's Commercial Aviation order book by product in December 2003 was as follows:

Product	Firm Orders	Options	Deliveries	Firm Order Backlog
<i>Commercial Aviation</i>				
ERJ 135	122	7	105	17
ERJ 140	94	20	74	20
ERJ 145	675	475	531	144
EMBRAER 170	120	125	-	120
EMBRAER 190	110	150	-	110
EMBRAER 195	15	30	-	15
<b>Total</b>	<b>1,136</b>	<b>807</b>	<b>710</b>	<b>426</b>

### Embraer Image Gallery

Now you can download images of Embraer products in different resolutions, accessing directly the Embraer Image Gallery at <http://www.embraer.com>.

### Note to Editors

Embraer (Empresa Brasileira de Aeronáutica S.A. - NYSE: ERJ; Bovespa: EMBR3 and EMBR4) is a major aerospace company with 34 years of experience in designing, developing, manufacturing, selling and providing after sales support to aircraft for the global airline, defense and corporate markets. With headquarters in São José dos Campos, state of São Paulo, and offices and customer service bases in Australia, China, France, Singapore and the United States, the Company, as of the end of the 4<sup>th</sup> Quarter 2003, has a total workforce of 12,941 people. Embraer is among Brazil's leading exporting companies. As of December 31, 2003 Embraer's firm order backlog totaled US\$ 10.6 billion.

### IR Contacts

Anna Cecilia Bettencourt  
Daniel Bicudo  
Milene Petrelluzzi  
Paulo Ferreira  
Phone: 55 (12) 3927 1216  
Fax 55 (12) 3922 6070  
e-mail: investor.relations@embraer.com.br

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 the Company's businesses. Those estimates are subject to risks, uncertainties and suppositions that include, among other: general economic, politic and trade conditions in Brazil and in those markets where the Company 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. The Company 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 Company expectations.

---

## Assessoria de imprensa

### Sede da Embraer

Rosana Dias:  
rosana.dias@embraer.com.br  
Cel: 12 9724-4929  
Fone: 12 3927 1311  
Fax: 12 3927 2411

### América do Norte

Doug Oliver:  
doliver@embraer.com  
Fone: +1 954 359 3414  
Cel: +1 954 232 9560  
Fax: +1 954 359 4755

Andrea Bottcher:  
abottcher@embraer.com  
Fone: +1 954 359 3432  
Cel: +1 954 439 1830

### Europa, Oriente Médio e África

Stéphane Guilbaud:  
sguilbaud@embraer.fr  
Fone: + 33 (0) 1 49 38 44 55  
Cel. +33 (0) 6 75 22 85 19  
Fax: + 33 (0) 1 49 38 44 56

Catherine Fracchia:  
cfracchia@embraer.fr  
Fone: +33 (0) 1 49 38 45 30



Attachment:

**FIRM ORDER BACKLOG  
COMMERCIAL AVIATION MARKET  
December 31, 2003**

**- ERJ 135:**

Client	Country	Firm Orders	Deliveries	Firm Order Backlog
American Eagle	USA	40	40	0
British Midland	Great Britain	4	2	2
City Air	Sweden	2	2	0
Express Jet	USA	30	30	0
Flandre Air	France	3	3	0
Pan Européenne	France	1	1	0
Proteus	France	3	3	0
Regional Airlines	France	3	3	0
SA Airlink	South Africa	20	5	15
Jet Magic	USA	1	1	0
Republic (Wexford)	USA	15	15	0
<b>TOTAL</b>		<b>122</b>	<b>105</b>	<b>17</b>

**- ERJ 140:**

Client	Country	Firm Orders	Deliveries	Firm Order Backlog
American Eagle <sup>(1)</sup>	USA	59	59	0
Midwest	USA	20	0	20
Republic (Wexford)	USA	15	15	0
<b>TOTAL</b>		<b>94</b>	<b>74</b>	<b>20</b>



**- ERJ 145:**

Client	Country	Firm Orders	Deliveries	Firm Order Backlog
Air Caraibes	Guadaloupe	2	2	0
Aerolitoral	Mexico	5	0	5
Alitalia	Italy	14	14	0
American Eagle <sup>(1)</sup>	USA	136	62	74
Axon Airlines	Greece	3	3	0
British Midland	Great Britain	11	9	2
British Regional	Great Britain	23	23	0
Brymon	Great Britain	7	7	0
Cirrus	Germany	1	1	0
ERA	Spain	2	2	0
Express Jet	USA	245	195	50
Flandre Air	France	7	5	2
GECAS (PB Air)	USA	2	2	0
KLM Exel	Holland	2	2	0
LOT	Poland	14	14	0
Luxair	Luxemburg	9	9	0
Mesa	USA	36	36	0
Portugalia	Portugal	8	8	0
Proteus	France	11	8	3
Regional Airlines	France	17	14	3
Rheintalflug	Austria	3	3	0
Rio-Sul	Brazil	16	16	0
Sichuan Airlines	China	5	5	0
Skyways AB	Sweden	4	4	0
SWISS	Switzerland	25	25	0
Trans States	USA	15	15	0
Republic (Wexford)	USA	52	47	5
<b>Total</b>		<b>675</b>	<b>531</b>	<b>144</b>

<sup>(1)</sup> In the third quarter of 2003, American Eagle converted 80 firm orders and 25 options on the ERJ 140 into ERJ 145s



#### EMBRAER 170

Client	Country	Firm Orders	Deliveries	Firm Order Backlog
Air Caraïbes	Guadaloupe	2	0	2
Alitalia	Italy	6	0	6
Cirrus	Germany	1	0	1
GECAS	USA	5	0	5
LOT	Poland	6	0	6
SWISS	Switzerland	15	0	15
US Airways	USA	85	0	85
<b>Total</b>		<b>120</b>	<b>0</b>	<b>120</b>

#### EMBRAER 190

Client	Country	Firm Orders	Deliveries	Firm Order Backlog
Jet Blue	USA	100	0	100
Undisclosed		10	0	10
<b>Total</b>		<b>110</b>	<b>0</b>	<b>110</b>

#### EMBRAER 195

Client	Country	Firm Orders	Deliveries	Firm Order Backlog
SWISS	Switzerland	15	0	15
<b>Total</b>		<b>15</b>	<b>0</b>	<b>15</b>

#### Sede da Embraer

Rosana Dias:  
rosana.dias@embraer.com.br  
Cel: 12 9724-4929  
Fone: 12 3927 1311  
Fax: 12 3927 2411

#### América do Norte

Doug Oliver:  
doliver@embraer.com  
Fone: +1 954 359 3414  
Cel: +1 954 232 9560  
Fax: +1 954 359 4755

Andrea Bottcher:  
abottcher@embraer.com  
Fone: +1 954 359 3432  
Cel: +1 954 439 1830

#### Europa, Oriente Médio e África

Stéphane Guilbaud:  
sguilbaud@embraer.fr  
Fone: + 33 (0) 1 49 38 44 55  
Cel: +33 (0) 6 75 22 85 19  
Fax: + 33 (0) 1 49 38 44 56

Catherine Fracchia:  
cfracchia@embraer.fr  
Fone: +33 (0) 1 49 38 45 30