



LUÍS CARLOS AFFONSO

Vice President Engineering, Technology Development and Corporate Strategy

Luís Carlos Affonso is currently in charge of Senior Vice President of Engineering & Technology Development. He was Vice President of Corporate Strategy, Innovation and Digital at Embraer, reporting to the Embraer Group President and CEO from August 2017 to June 2020. He was Chief Operating Officer (COO), Commercial Aviation, from 2011 to 2017, leading product development programs, market intelligence, customer support and services as well as the final assembly line. In this position he oversaw the development of the successful E-Jets E2 jets since their launch. During his tenure the presence and results of customer support and services for Commercial Aviation were significantly expanded.

Affonso was responsible for the Embraer Executive Aviation Business, from February 2005 to April 2011, including business and product strategies, as well as marketing, sales and customer support for this segment. He led the Embraer significant expansion in this market, including the launch of six new products, creation of a worldwide sales and service support network and increase of sales revenues from US\$250 million to US\$1.250 billion. He has been with Embraer for 36 years. He was Chief Engineer of the successful ERJ 145 program in 1995. He was the E-Jets Program Vice President since its inception in 1999 until entry into service in 2004 and 2005, strongly advancing Embraer's position in the airline market. He also acted as Senior Vice President of Engineering and New Product Development. Affonso has a University of Sao Paulo Masters degree in International Business Administration.

He graduated in aeronautical engineering at Instituto Tecnológico de Aeronáutica (ITA), in São José dos Campos, Brazil, in 1982. He concluded executive programs in management and strategy at University of Michigan Business School and MIT Sloan School of Management. He was a member of the Board of Directors of Brazilian General Aviation Association (ABAG) and General Aviation Manufacturers Association (GAMA). Affonso currently serves as board member of companies in the aerospace industry.