

Embraer Signs LAM, from Mozambique, for Two Embraer 190 Jets

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The airline will become the first E-Jets operator in Southeast Africa

Embraer and LAM - Linhas Aereas de Mocambique signed a contract for two EMBRAER 190 aircraft, plus two purchase rights for the same model. The total value of the deal is US\$ 75 million, at list price, and could double, if all purchase rights are exercised.

"We welcome LAM, the newest Embraer operator on the African continent, who raises our E-Jets customer base to the outstanding mark of fifty airlines," said Mauro Kern, Embraer Executive Vice President, Airline Market. "It is a privilege to have our E-Jets chosen as a tool for modernizing LAM's fleet. The company will expand its presence in the domestic segment and in the southern region of Africa, and will be able to offer its customers advanced, reliable, and highly comfortable service."

LAM's EMBRAER 190 will be configured with a dual class layout, featuring nine seats in First Class and 84 in Economy. The first delivery is scheduled for the second half of 2009, and the aircraft will be based in the nation's capital, Maputo.

"When we decided to modernize our fleet of short and medium-haul aircraft, as well as to reduce operating costs, the focus was on adapting our capacity to market demands," said Jose Ricardo Viegas, Chairman of LAM's Board of Directors. "Our objective was to replace the larger aircraft in our fleet with newer and smaller ones, thus enabling us to increase frequencies, open new routes, and better serve our customers. The EMBRAER 190 is precisely the model we needed."

The E-Jets will replace older narrow-body jets operated by LAM for domestic routes, as well as for regional flights, mainly to Angola, Kenya, and South Africa.

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