



# EMBRAER AND LANZHOU AVIATION INDUSTRY DEVELOPMENT GROUP SIGN LOA FOR 20 EMBRAER P2F CONVERSIONS

News / Airlines, Manufacturer



**Embraer signed a LoA with Lanzhou Aviation Industry Development Group for 20 E190F and E195F E-Jets Passenger-to-Freight Conversions. Embraer and Lanzhou intend to cooperate on establishing of E190F and E195F conversion capability in Lanzhou, China, which will support and accelerate the introduction of E-Jet first generation freighters to Chinese market.**

The cooperation will serve as an initial starting point for both companies to leverage their strengths, jointly promote the development of Lanzhou's air transportation industry, and boost the economy around the airport. With the signing of this LoA, Lanzhou Group, becomes the launch customer for Embraer's P2F conversion in China, and the base in China for Embraer's P2F conversions.

Arjan Meijer, President and CEO Embraer Commercial Aviation, commented: "The opportunity in China had a significant influence during the decision-making process of the launch of our P2F program. It is a market with increasing demand for cargo aircraft to accommodate the tremendous growth of E-commerce trade and the consequent evolution of the logistics industry. We're

confident in this booming market and always willing to support the sector's further progress in cooperation with our Chinese partners. We welcome Lanzhou Group to be the region's launch customer for Embraer's P2F conversion, and we expect to bring new vitality to Chinese market with our E-Jets freighters."

ohann Bordais, President & CEO, Embraer Services and Support, said: "The LoA signed with Lanzhou Group today is a strong indicator of the demand we are seeing for our E-Jet freight conversions in China. It's great to welcome Lanzhou to join our E-Jets freighter family. We're glad to help them integrate into the E190/E195 conversion network and speed up our P2F efforts in China so that more Embraer freighters can be delivered to our Chinese customers in the future."

Chen Zhiqiang, President of Lanzhou Aviation Industry Development Group stated: "We are honored to be the launch customer of the Embraer E-Jets freighters in China. We believe the 'China speed' in aviation logistics will be an important basis for the sustainable and efficient growth of the Chinese economy. By cooperating with industry-leading aircraft manufacturer, Embraer and introducing E-Jets freighters to China, we'll fully leverage our domestic strength and competitive advantages to boost China's air cargo market growth. We expect that the project, after it comes to fruition, will also help achieve high-quality economic development in Lanzhou, Gansu, and western regions of China."

Embraer launched the E190F and E195F Passenger to Freight Conversions program in March 2022, supporting the high demand for cargo and positive market trends in China. Embraer forecasts a market demand for 600 E-Jet freighters over the next 20 years. Among which, the Chinese market is forecast to need 240 freighters of this size, accounting for 34% of the global total, powered by demand from the e-commerce and logistics sectors.

Embraer's E-Jets P2F conversions will have over 50% more volume capacity, three times the range of large cargo turboprops, and up to 30% lower operating costs than narrowbodies. If combining under-floor bulk cargo and main deck, the maximum gross structural payload is 13,150kg for the E190F and 14,300kg for the E195F. Considering typical e-commerce cargo density, the net weights and volumes are also impressive: the E190F can handle a payload of 23,600lb (10,700kg) while the E195F a payload of 27,100lb (12,300 kg).

The E190 and E195, the two models included in the P2F program, are some of Embraer's best-selling commercial aircraft of all time. Currently, there are 85 E-Jets flying with Tianjin Airlines, Hebei Airlines, Beibu Gulf Airlines, and Colorful Guizhou Airlines in China. Embraer has also established a comprehensive after-sales service and support system in China, including authorized maintenance centers, spare parts warehouses, and complete pilot training network.



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