

*JOURNEY
OF WONDER* **50**



THIS PRESENTATION INCLUDES FORWARD-LOOKING STATEMENTS OR STATEMENTS ABOUT EVENTS OR CIRCUMSTANCES WHICH HAVE NOT OCCURRED. WE HAVE BASED THESE FORWARD-LOOKING STATEMENTS LARGELY ON OUR CURRENT EXPECTATIONS AND PROJECTIONS ABOUT FUTURE EVENTS AND FINANCIAL TRENDS AFFECTING OUR BUSINESS AND OUR FUTURE FINANCIAL PERFORMANCE. THESE FORWARD-LOOKING STATEMENTS ARE SUBJECT TO RISKS, UNCERTAINTIES AND ASSUMPTIONS, INCLUDING, AMONG OTHER THINGS: GENERAL ECONOMIC, POLITICAL AND BUSINESS CONDITIONS, BOTH IN BRAZIL AND IN OUR MARKET. THE WORDS “BELIEVES,” “MAY,” “WILL,” “ESTIMATES,” “CONTINUES,” “ANTICIPATES,” “INTENDS,” “EXPECTS” AND SIMILAR WORDS ARE INTENDED TO IDENTIFY FORWARD-LOOKING STATEMENTS. WE UNDERTAKE NO OBLIGATIONS TO UPDATE PUBLICLY OR REVISE ANY FORWARD-LOOKING STATEMENTS BECAUSE OF NEW INFORMATION, FUTURE EVENTS OR OTHER FACTORS. IN LIGHT OF THESE RISKS AND UNCERTAINTIES, THE FORWARD-LOOKING EVENTS AND CIRCUMSTANCES DISCUSSED IN THIS PRESENTATION MIGHT NOT OCCUR. OUR ACTUAL RESULTS COULD DIFFER SUBSTANTIALLY FROM THOSE ANTICIPATED IN OUR FORWARD-LOOKING STATEMENTS.

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2Q19 EARNINGS RESULTS



COMMERCIAL AVIATION

HIGHLIGHTS

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- ← DELIVERY OF 26 E-JETS IN 2Q19 (37 YTD)
 - ← PARIS AIRSHOW PARTICIPATION WITH UP TO 78 AIRCRAFT COMMITMENTS:
 - ← UNITED AIRLINES SIGNED A CONTRACT FOR UP TO 39 E175 (20 FIRM)
 - ← FUJI DREAM AIRLINES ORDERED TWO E175 TO ADD TO ITS EMBRAER FLEET
 - ← BINTER SIGNED AN ORDER FOR TWO ADDITIONAL E195-E2
 - ← KLM CITYHOPPER SIGNED AN INTENTION TO PURCHASE UP TO 35 E195-E2 JETS
 - ← SKYWEST SIGNED A FIRM ORDER FOR SEVEN E175 JETS
 - ← THE NEW E195-E2 BEGAN ITS GLOBAL DEMO TOUR IN ASIA WITH FIRST DELIVERY TO AZUL AIRLINES IN 3Q19
 - ← AZUL SIGNED A CONTRACT FOR A LONG-TERM FLIGHT HOUR POOL PROGRAM



EXECUTIVE JETS

HIGHLIGHTS

- ← DELIVERY OF 25 EXECUTIVE JETS (19 LIGHT / 6 LARGE) IN 2Q19 (36 YTD)
- ← PRAETOR 600 RECEIVED TRIPLE-CERTIFICATION FROM ANAC, FAA AND EASA, WITH FIRST DELIVERY TO A EUROPEAN CUSTOMER
- ← PRAETOR 500 RECEIVED ANAC CERTIFICATION OUTPERFORMING ON KEY PERFORMANCE METRICS
- ← EXPRESSIVE BACKLOG INCREASE DUE TO NEW SALES OF PRAETOR JETS AND RELATED SERVICES
- ← EMBRAER'S BOSSA NOVA EDITION INTERIOR WON THE AWARD FOR BEST INTERIOR DESIGN AT THE 2019 INTERNATIONAL YACHT & AVIATION AWARDS



DEFENSE & SECURITY

HIGHLIGHTS

- ✦ KC-390 PROGRAM CONTINUED PREPARATION FOR FIRST DELIVERY TO THE BRAZILIAN AIR FORCE (FAB) IN 2019, FOCUSED ON MILITARY MISSIONS
- ✦ PORTUGUESE GOVERNMENT ANNOUNCED A FIRM ORDER FOR FIVE KC-390 AND RELATED SERVICES, BECOMING THE AIRCRAFT'S FIRST EXPORT CUSTOMER
- ✦ EMBRAER AND ELTA SYSTEMS FROM ISRAEL SIGNED A STRATEGIC AGREEMENT TO INTRODUCE THE PRAETOR 600 AEW (AIRBORNE EARLY WARNING)
- ✦ ATECH SUCCESSFULLY COMPLETED THE DELIVERY OF A NEW AIR TRAFFIC MANAGEMENT CENTER IN INDIA
- ✦ CONTRACTUAL DISCUSSIONS WITH THE BRAZILIAN NAVY FOR THE SUPPLY OF FOUR SHIPS OF THE TAMANDARÉ CLASS

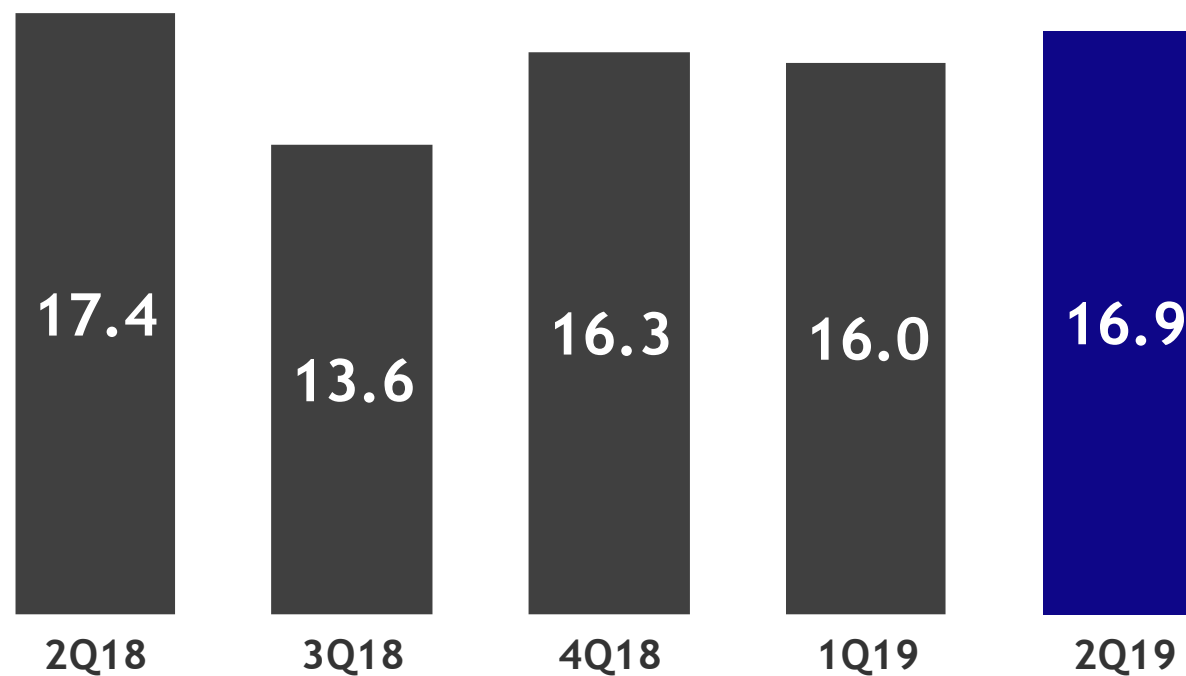


FINANCIAL RESULTS



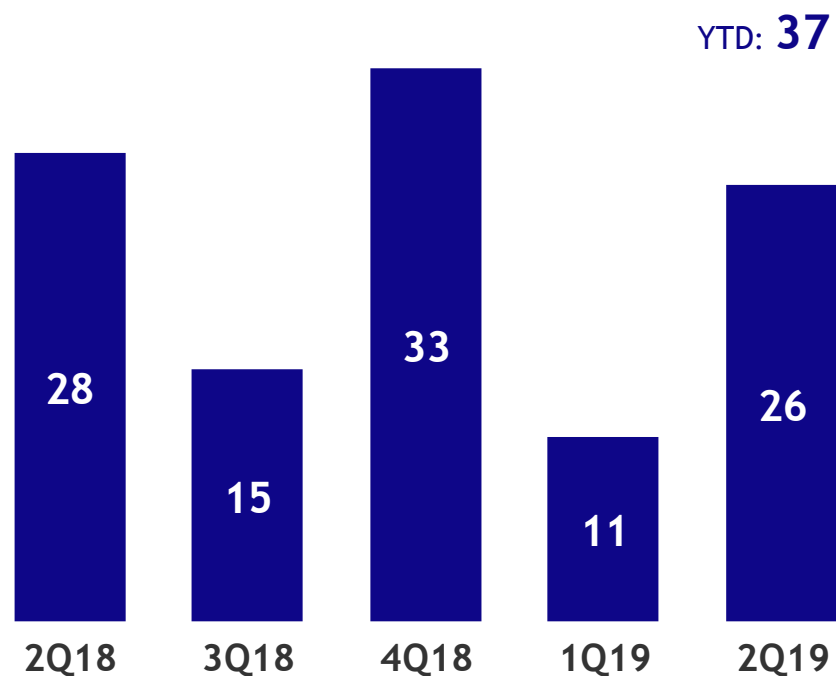
FIRM ORDER BACKLOG

US\$ Billion



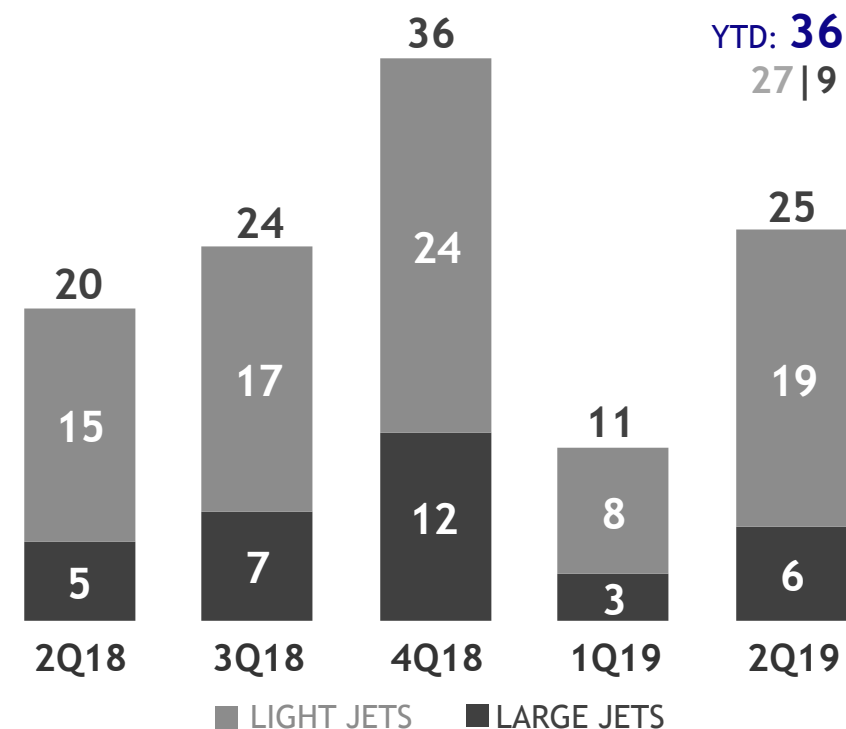
AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



← 2019 OUTLOOK: 85 - 95

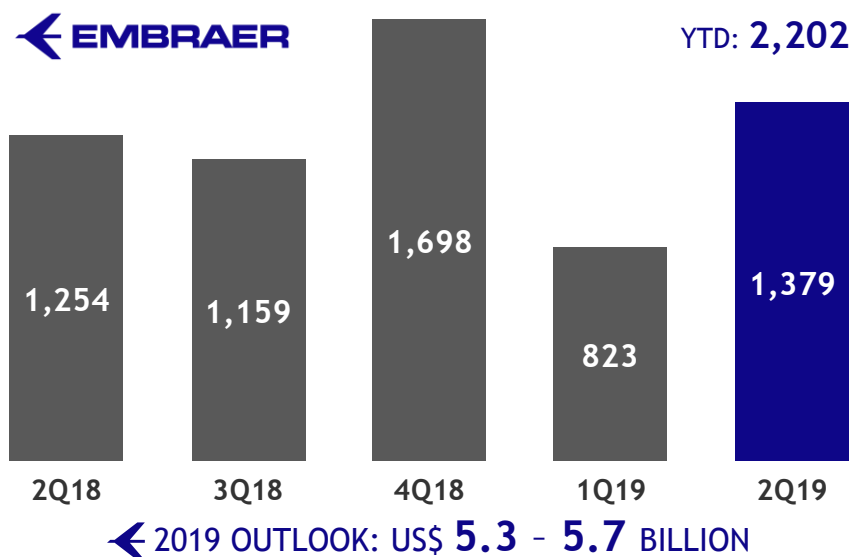
EXECUTIVE JETS



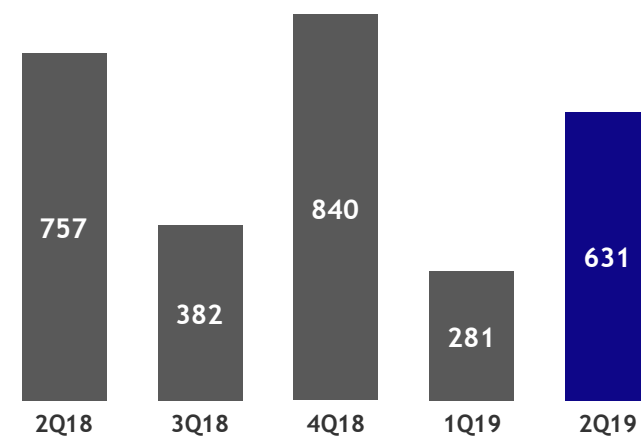
← 2019 OUTLOOK: 90 - 110

NET REVENUES

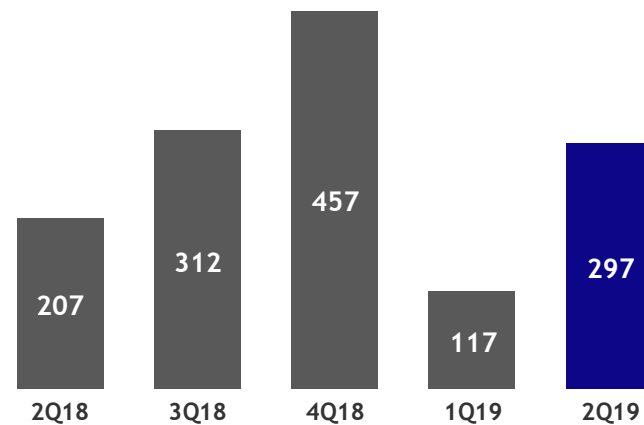
US\$ Million



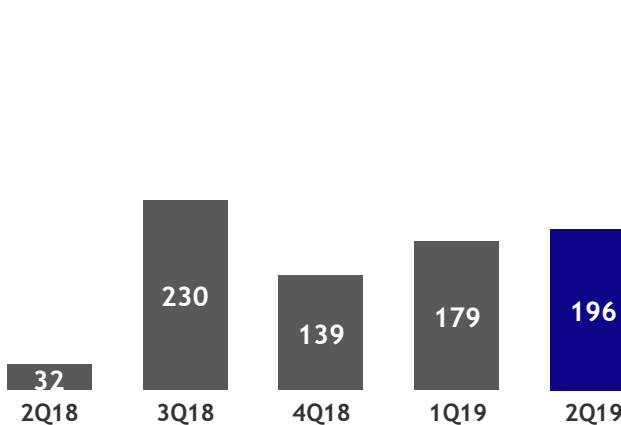
COMMERCIAL AVIATION YTD: **912**



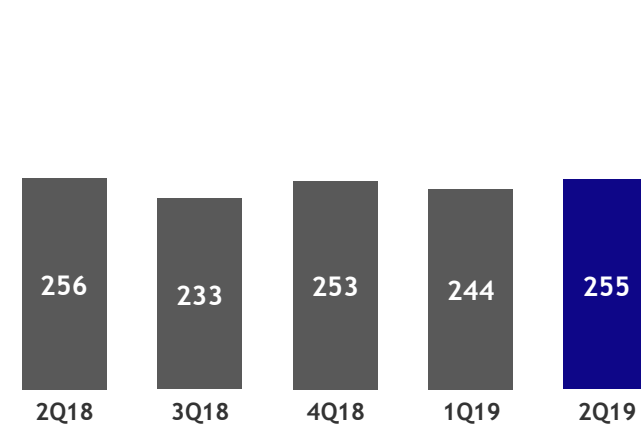
EXECUTIVE JETS YTD: **414**



DEFENSE & SECURITY YTD: **375**



SERVICES & SUPPORT YTD: **499**

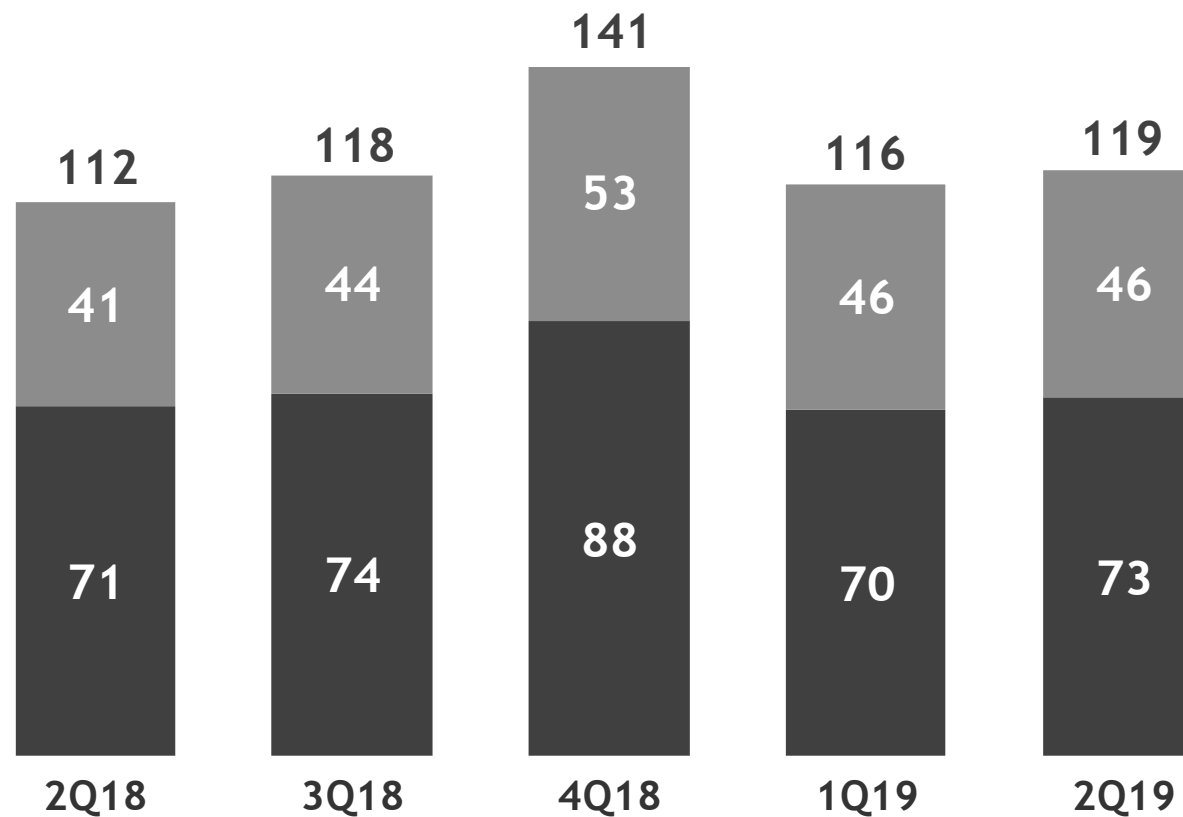


SG&A EXPENSES

US\$ Million

■ G&A EXPENSES
■ SELLING EXPENSES

YTD: **235**

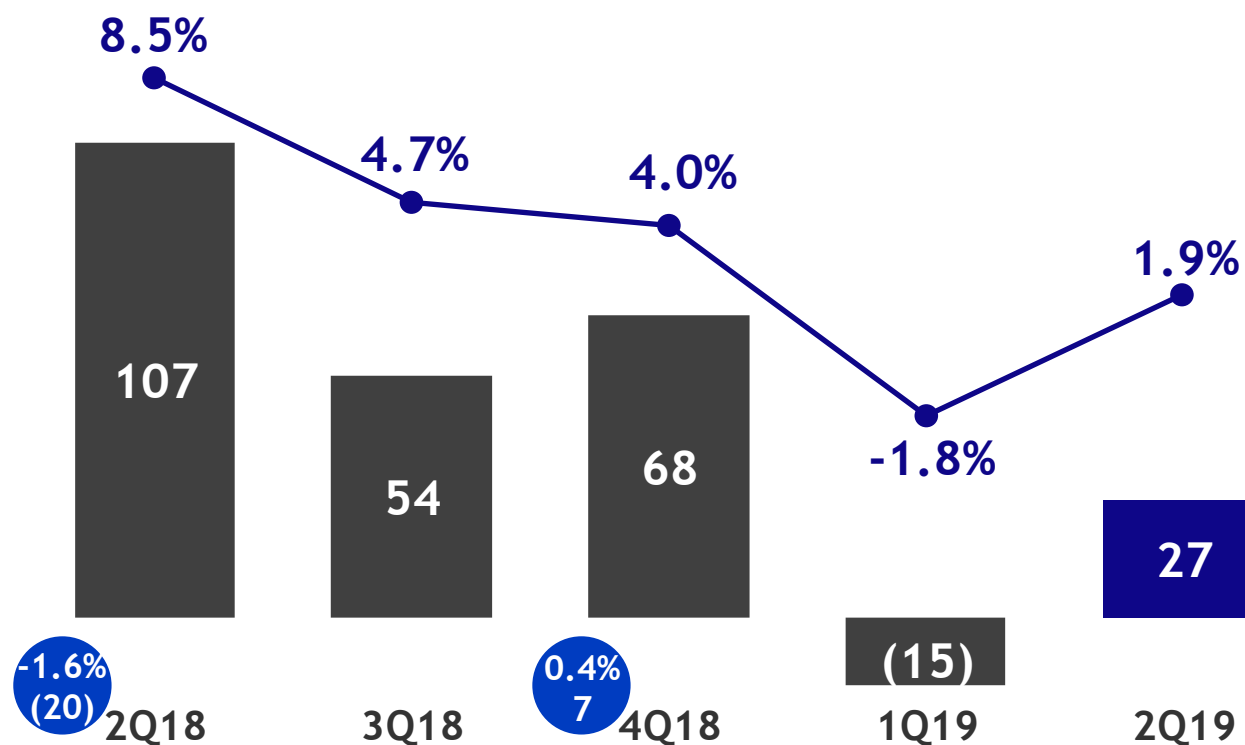


ADJUSTED EBIT

US\$ Million

- ADJUSTED EBIT
- ADJUSTED EBIT MARGIN
- INCLUDES SPECIAL ITEMS
 - 2Q18 - KC-390 COST BASE REVISION: (127)
 - 4Q18 - IMPAIRMENT EEJ: (61)

YTD: 11 | 0.5%



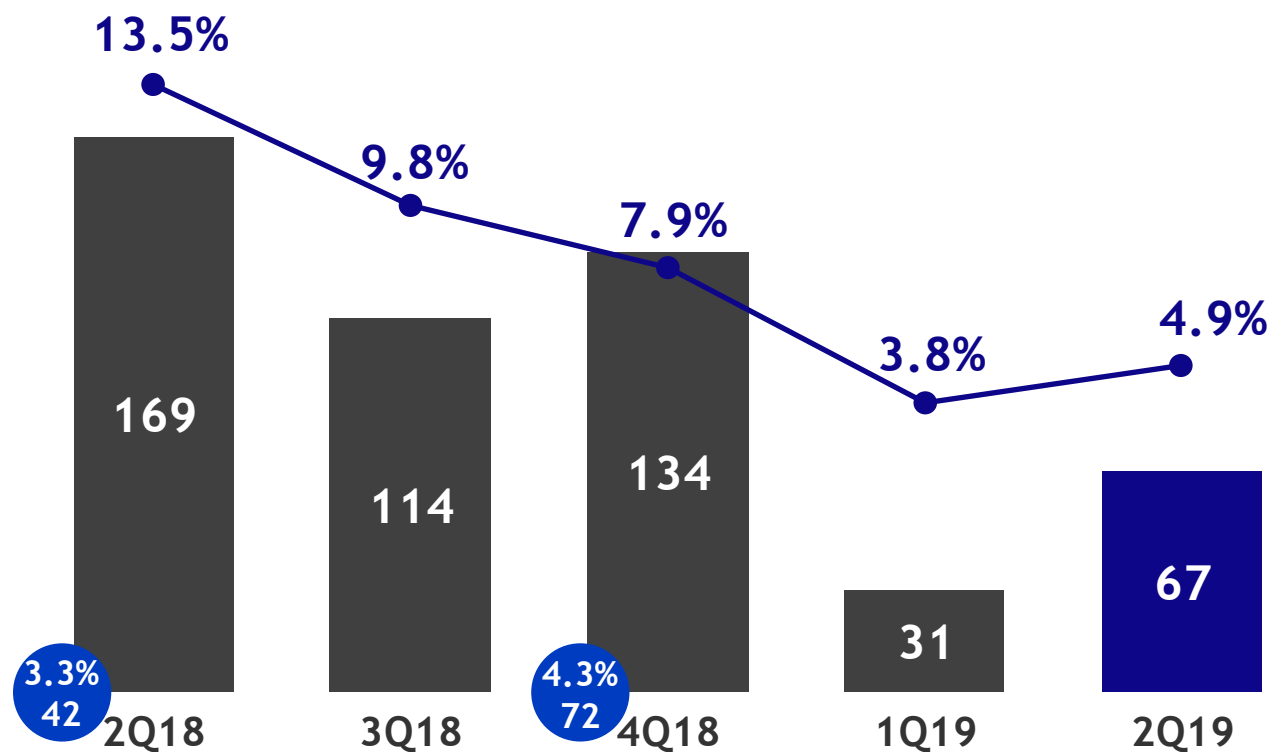
← 2019 OUTLOOK: **BREAKEVEN**

ADJUSTED EBITDA

US\$ Million

- ADJUSTED EBITDA
- ADJUSTED EBITDA MARGIN
- INCLUDES SPECIAL ITEMS
 - 2Q18 - KC-390 COST BASE REVISION: (127)
 - 4Q18 - IMPAIRMENT EEJ: (61)

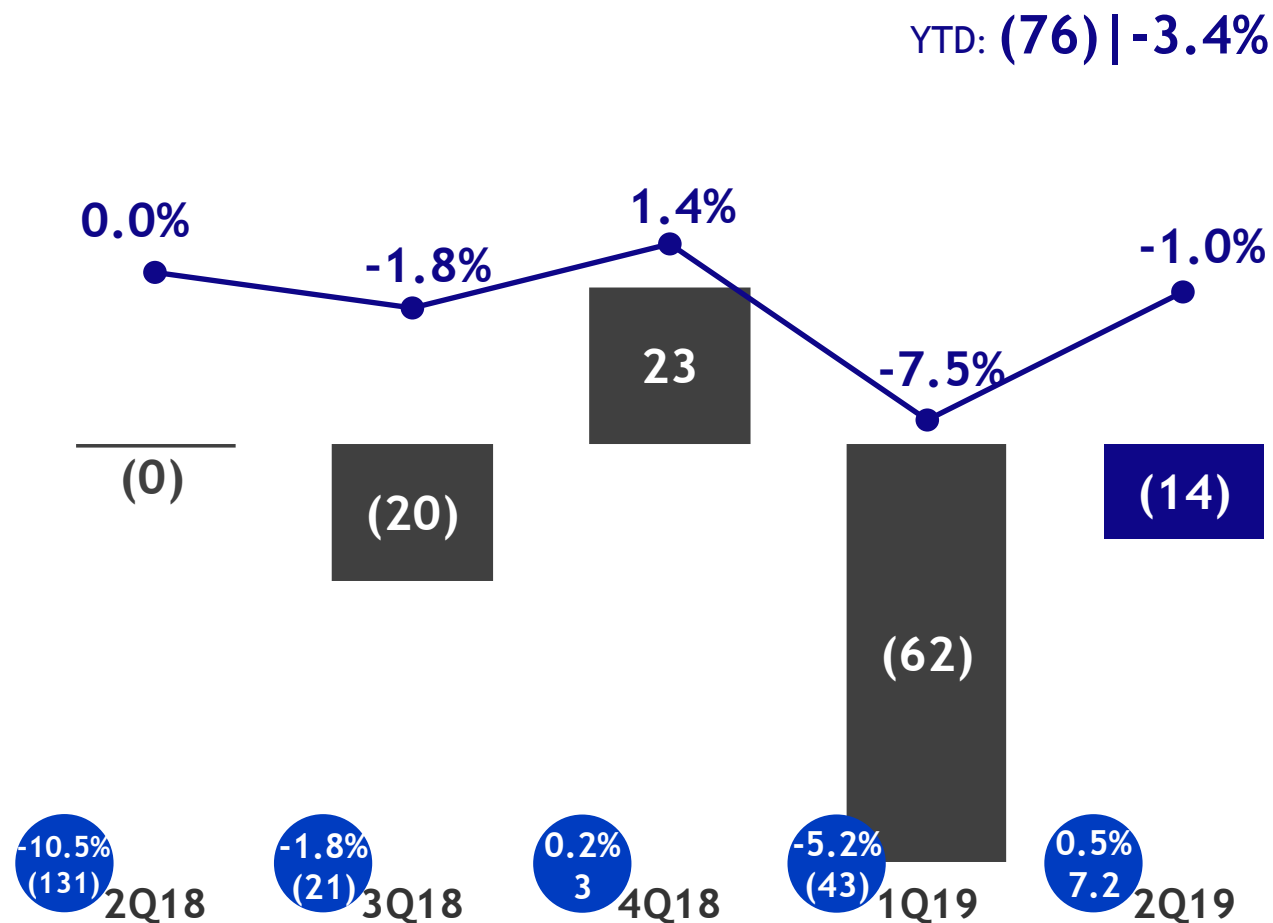
YTD: 98 | 4.4%



ADJUSTED NET INCOME*

US\$ Million

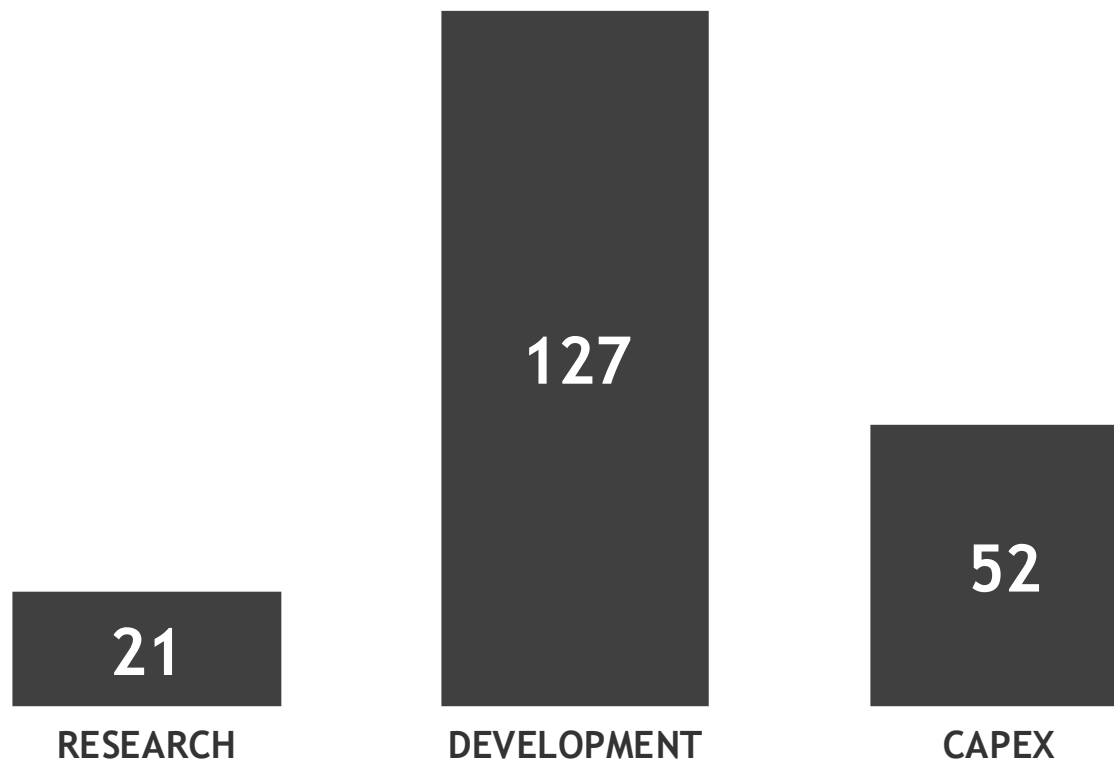
- ADJUSTED NET INCOME
 - ADJUSTED NET MARGIN
 - REPORTED NET INCOME
- *Excludes extraordinary items



INVESTMENTS

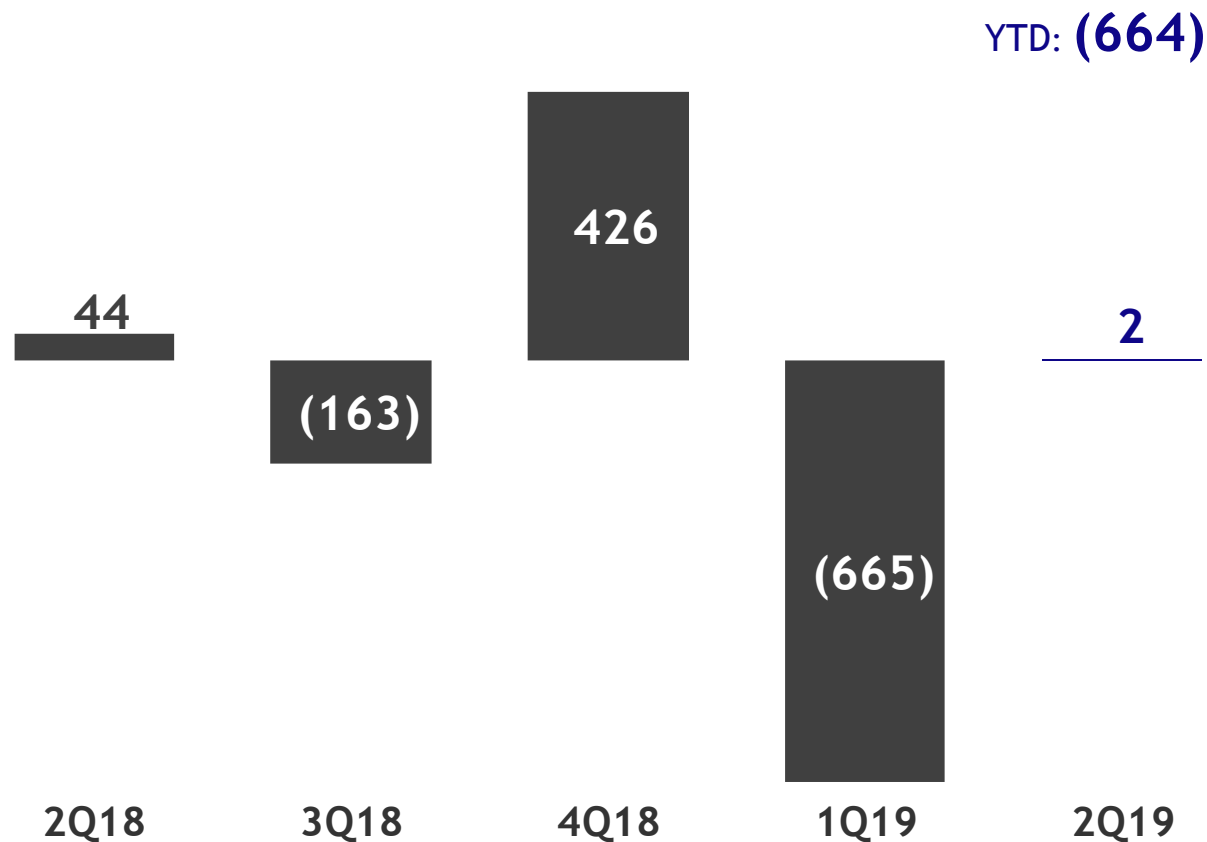
US\$ Million

YTD: **200**



ADJUSTED FREE CASH FLOW

US\$ Million



	2Q18	3Q18	4Q18	2018	1Q19	2Q19	2019YTD
NET CASH GENERATED (USED) BY OPERAT. ACT.	130	(71)	573	317	(558)	141	(417)
NET ADDITIONS TO PP&E	(31)	(27)	(57)	(154)	(43)	(73)	(115)
ADDITIONS TO INTANGIBLE ASSETS	(55)	(65)	(90)	(290)	(65)	(67)	(132)
FREE CASH FLOW	44	(163)	426	(128)	(665)	2	(664)



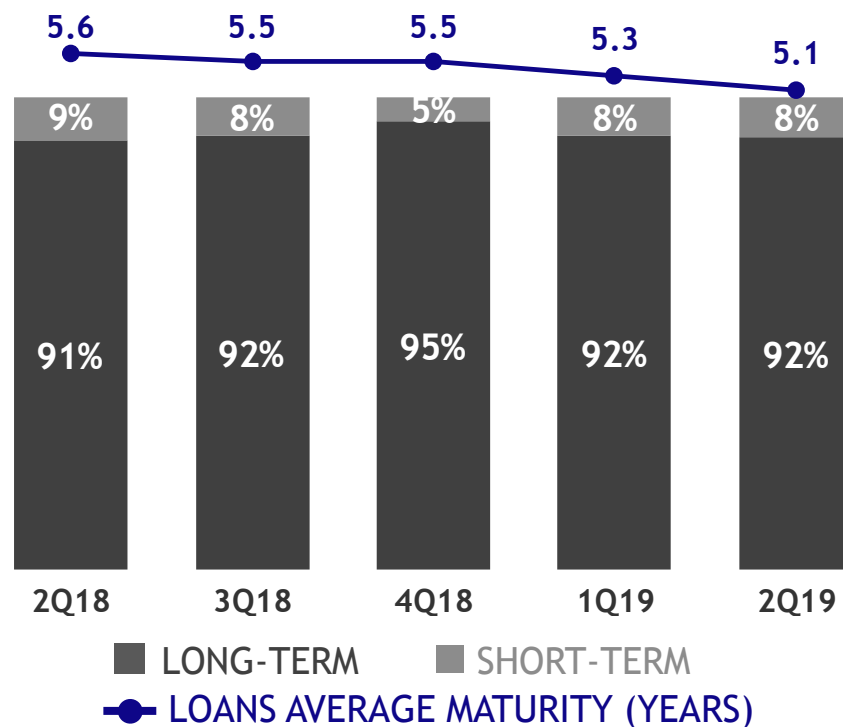
INDEBTEDNESS PROFILE

NET DEBT

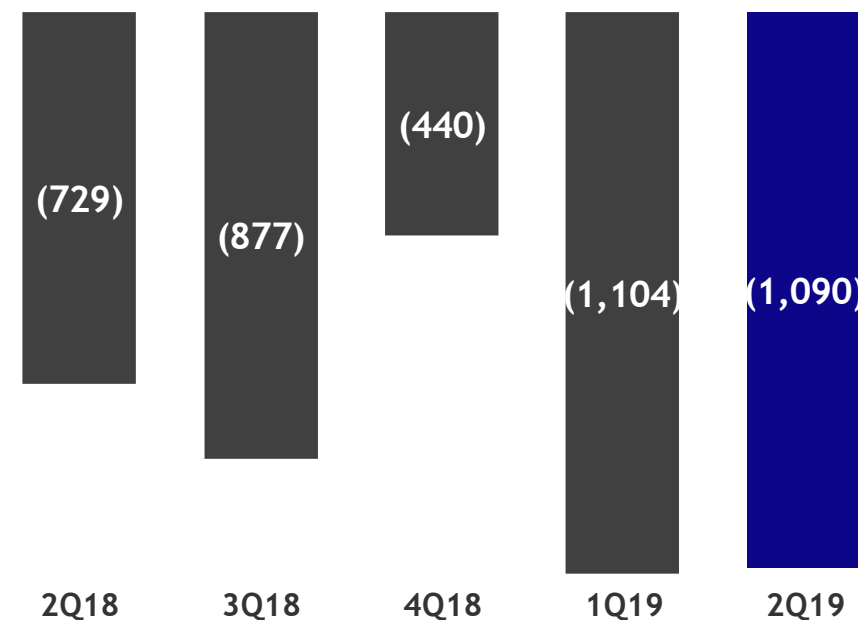
TOTAL CASH: US\$ **2.48** BILLION

TOTAL DEBT: US\$ **3.57** BILLION

INDEBTEDNESS MATURITY



NET DEBT (US\$ Million)



EMBRATECH

CLOSING REMARKS

FRANCISCO GOMES NETO - CEO

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