

*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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2018 FINANCIAL RESULTS





EMBRAER & BOEING PARTNERSHIP

- ✦ TRANSACTION APPROVED BY 96.8% OF SHAREHOLDERS' VOTES AT THE EXTRAORDINARY SHAREHOLDERS MEETING ON FEB 26TH AFTER:
 - ✦ DEFINITIVE AGREEMENTS SIGNED ON JAN 24TH
 - ✦ GOLDEN SHARE GO AHEAD ON JAN 10TH
- ✦ DEAL STILL SUBJECT TO APPROVAL FROM ANTITRUST AUTHORITIES AND SATISFACTION OF OTHER CUSTOMARY CONDITIONS
- ✦ CLOSING EXPECTED AT THE END OF 2019 (SUBJECT TO ALL APPROVALS BEING OBTAINED IN A TIMELY MANNER)





COMMERCIAL AVIATION

HIGHLIGHTS

- ◀ DELIVERY OF 90 E-JETS IN 2018 INCLUDING THE 1,500TH E-JET TO HORIZON AIR
- ◀ 207 NEW FIRM ORDERS IN 2018 FROM AMERICAN, AZUL, REPUBLIC, SKYWEST, UNITED AND OTHERS
- ◀ E190-E2 FIRST DELIVERY TO WIDERØE IN APRIL 2018, REACHING 98.5% SCHEDULE RELIABILITY AND 99.5% COMPLETION RATE
- ◀ E2 DEVELOPMENT PROGRAM CONTINUES TO ADVANCE AS PLANNED:
 - ◀ E190-E2 WAS THE FIRST AIRCRAFT TO RECEIVE TRIPLE CERTIFICATION FROM ANAC, FAA AND EASA, SIMULTANEOUSLY
 - ◀ E190-E2 GLOBAL DEMO TOUR COVERED 39 COUNTRIES VISITING 100+ AIRLINES IN 2018
 - ◀ E175-E2 HORIZONTAL EMPENNAGE WAS COMPLETED IN AUGUST 2018
 - ◀ E195-E2 CERTIFICATION EXPECTED FOR 1H2019 AND FIRST DELIVERY IN 3Q19





EXECUTIVE JETS

HIGHLIGHTS

- ← DELIVERY OF 91 EXECUTIVE JETS (64 LIGHT AND 27 LARGE) IN 2018
- ← PHENOM 300: MOST DELIVERED LIGHT JET FOR THE 7TH CONSECUTIVE YEAR
- ← LAUNCH OF THE NEW PRAETOR 500 AND PRAETOR 600 AT NBAA:
 - ← THE MOST DISRUPTIVE AND TECHNOLOGICALLY ADVANCED MIDSIZE AND SUPER-MIDSIZE JETS
 - ← UNPRECEDENTED RANGE IN THEIR SEGMENTS (3,250NM AND 3,900NM) AND ACCESS TO CHALLENGING AIRPORTS
 - ← BEST IN CLASS CABIN ALTITUDE, SUPERIOR CABIN DESIGN AND ULTRA-QUIET INTERIOR
- ← NEW PRAETOR 600 ALREADY CONCLUDED FLIGHT TEST CAMPAIGN:
 - ← SLOTS ARE SOLD OUT FOR 2019
 - ← PROGRAM IS ON TRACK, ON BUDGET AND ABOVE SPEC
- ← RANKED #1 IN PRO PILOT AND #2 IN AIN CUSTOMER SUPPORT SURVEYS



HIGHLIGHTS

- ✦ **KC-390 JOINT VENTURE: NEW PARTNERSHIP TO UNLOCK GLOBAL SALES POTENTIAL AND PROMOTE NEW MARKETS**
- ✦ **KC-390 DEVELOPMENT PROGRAM:**
 - ✦ RECEIVED CERTIFICATION FROM THE BRAZILIAN CIVIL AVIATION AGENCY (ANAC)
 - ✦ FLIGHT TEST CAMPAIGN WITH TWO PROTOTYPES EXCEEDING 2,000-HOURS
 - ✦ FIRST DELIVERY TO THE BRAZILIAN AIR FORCE IS EXPECTED FOR 2019
 - ✦ AIRCRAFT #004 TO #009 ARE UNDER DIFFERENT STAGES OF ASSEMBLY
- ✦ **SUPER TUCANO: DELIVERY OF 9 A/C AND NEW ORDER FOR 12 A/C TO NIGERIA**
- ✦ **CONSORTIUM ÁGUAS AZUIS SHORT LISTED IN THE BRAZILIAN NAVY CORVETTE CLASS PROGRAM TO PROVIDE COMBAT MANAGEMENT AND SYSTEM INTEGRATION**
- ✦ **RECORD YEAR FOR DEFENSE SERVICES SALES**

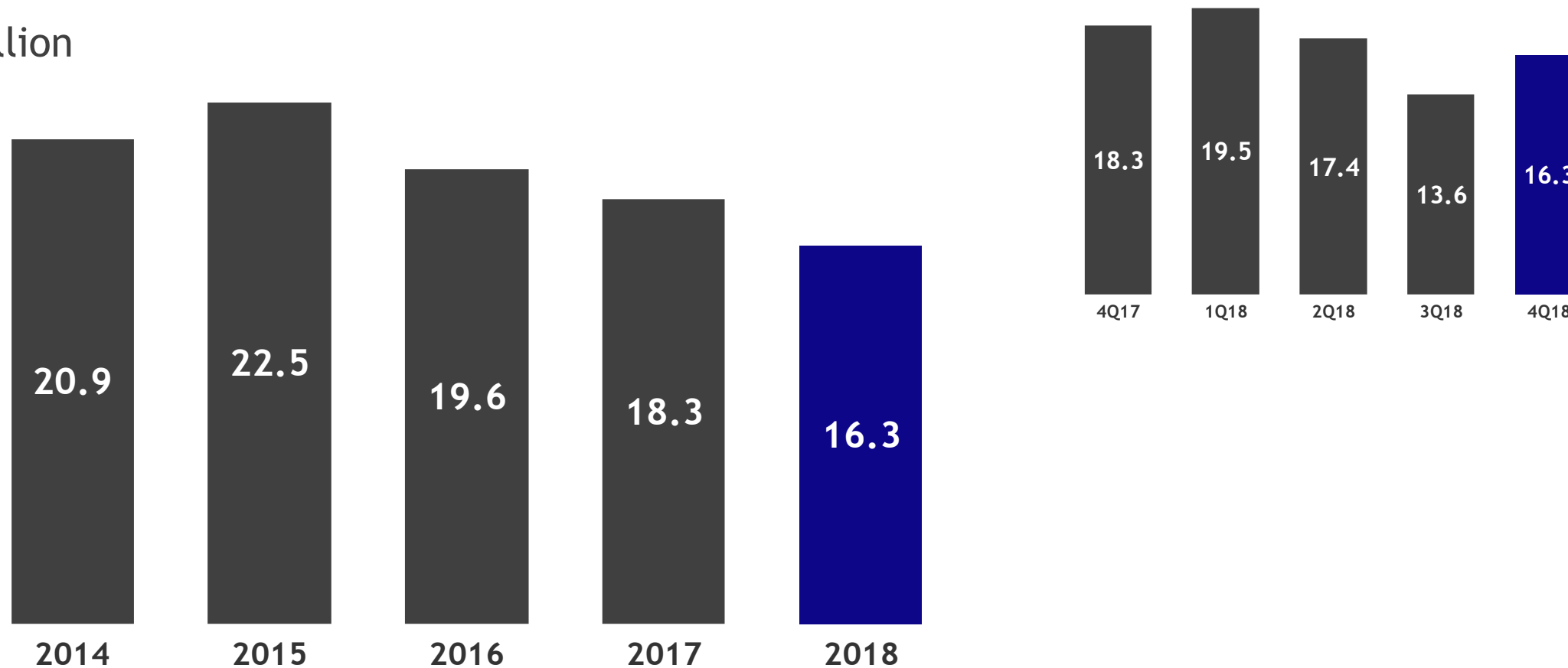


FINANCIAL RESULTS



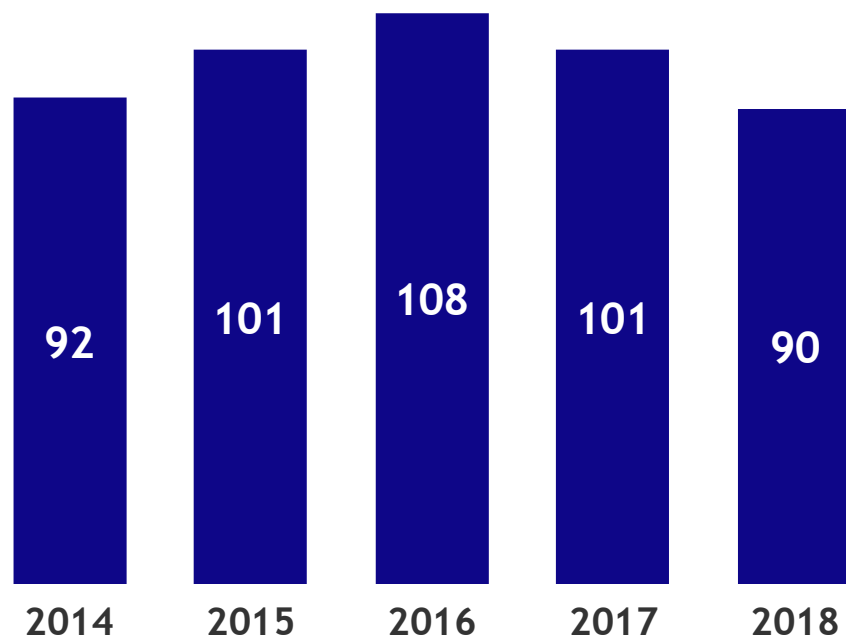
FIRM ORDER BACKLOG

US\$ Billion



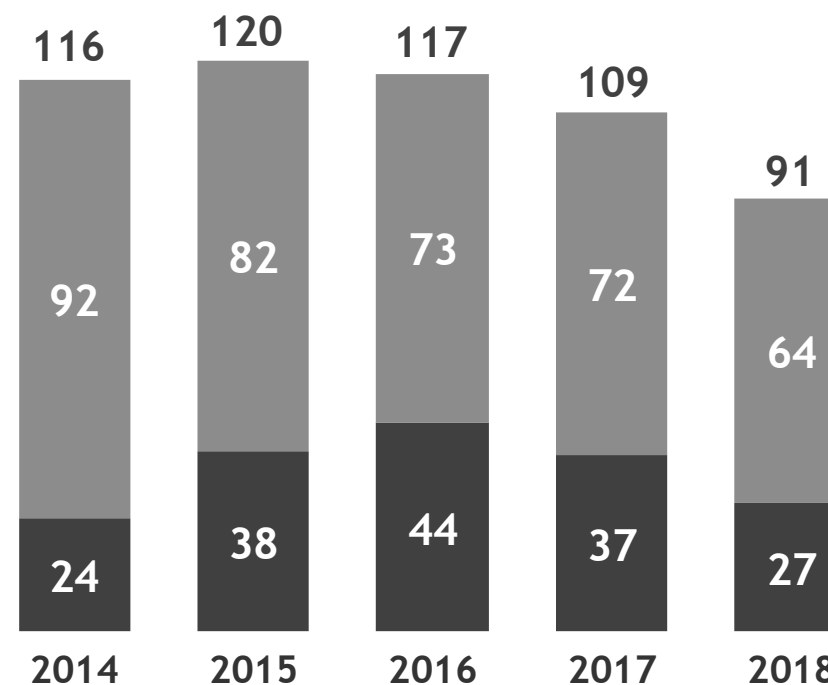
AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



← 2018 OUTLOOK: **85 - 95**

EXECUTIVE JETS

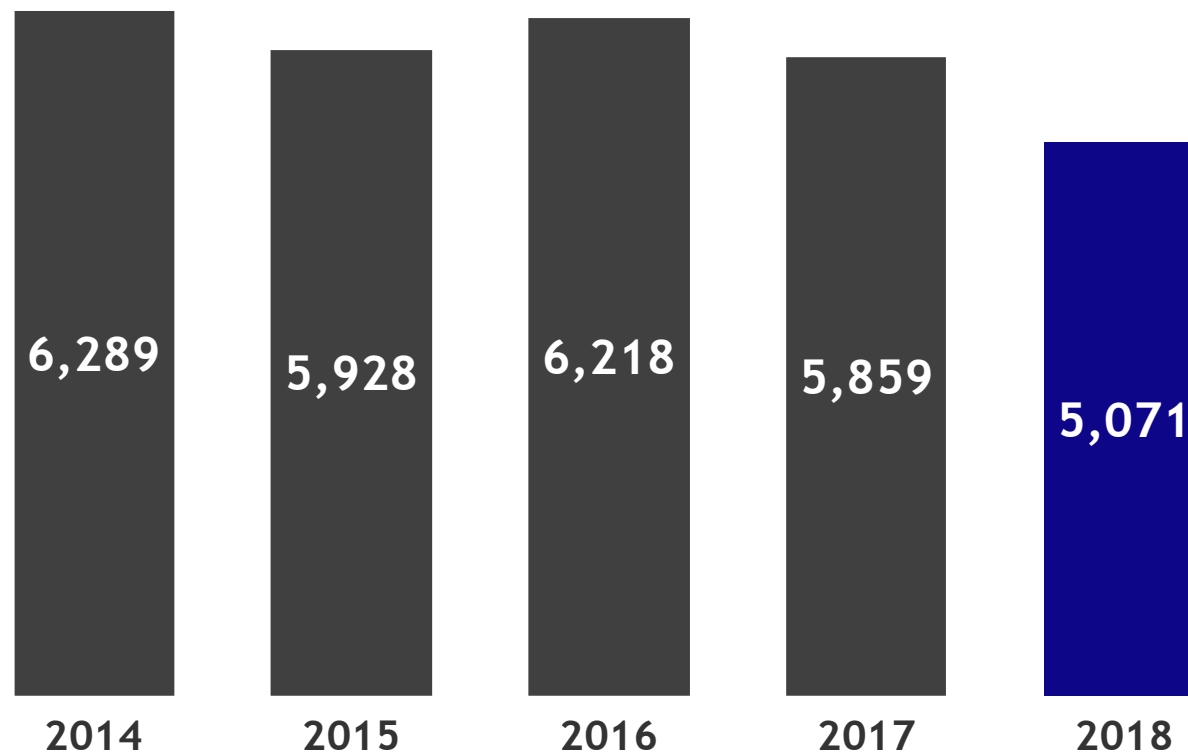


← 2018 REVISED OUTLOOK: **91**



NET REVENUES

US\$ Million



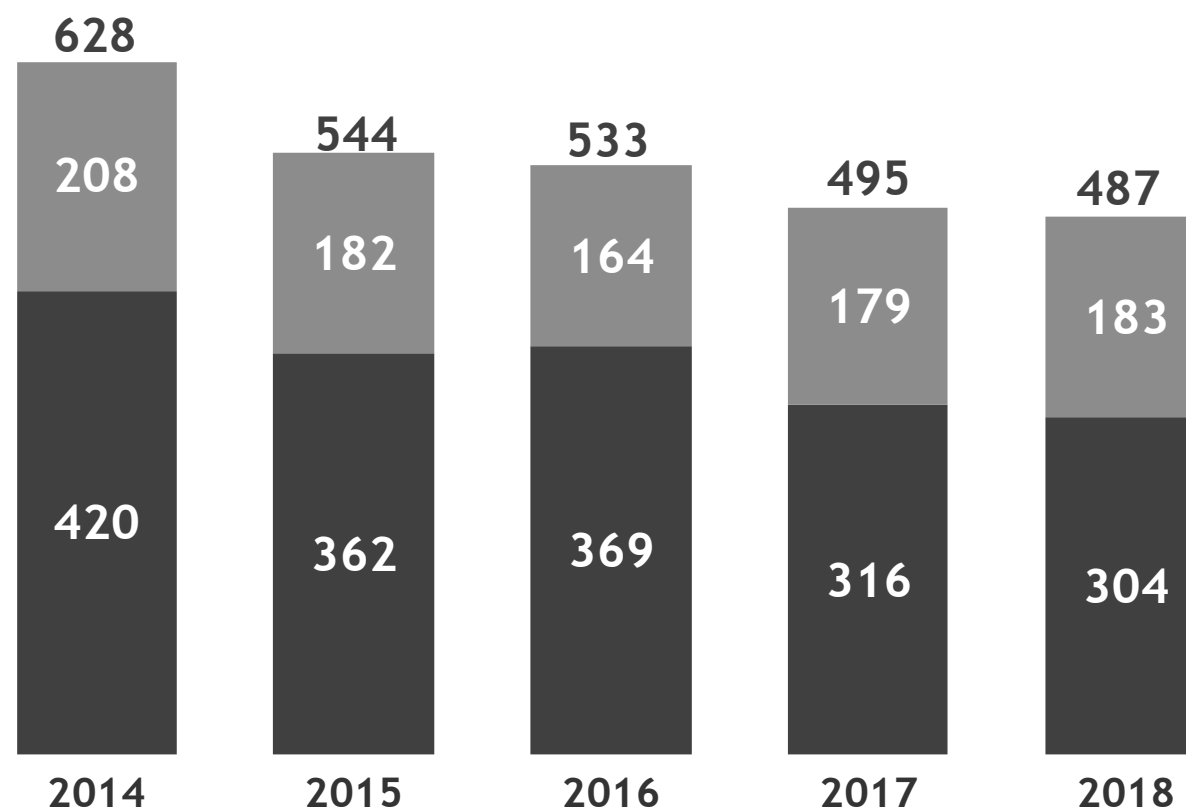
← 2018 REVISED OUTLOOK: US\$ **5.1** BILLION



SG&A EXPENSES

US\$ Million

- G&A EXPENSES
- SELLING EXPENSES
- EXPENSES / NET REVENUES



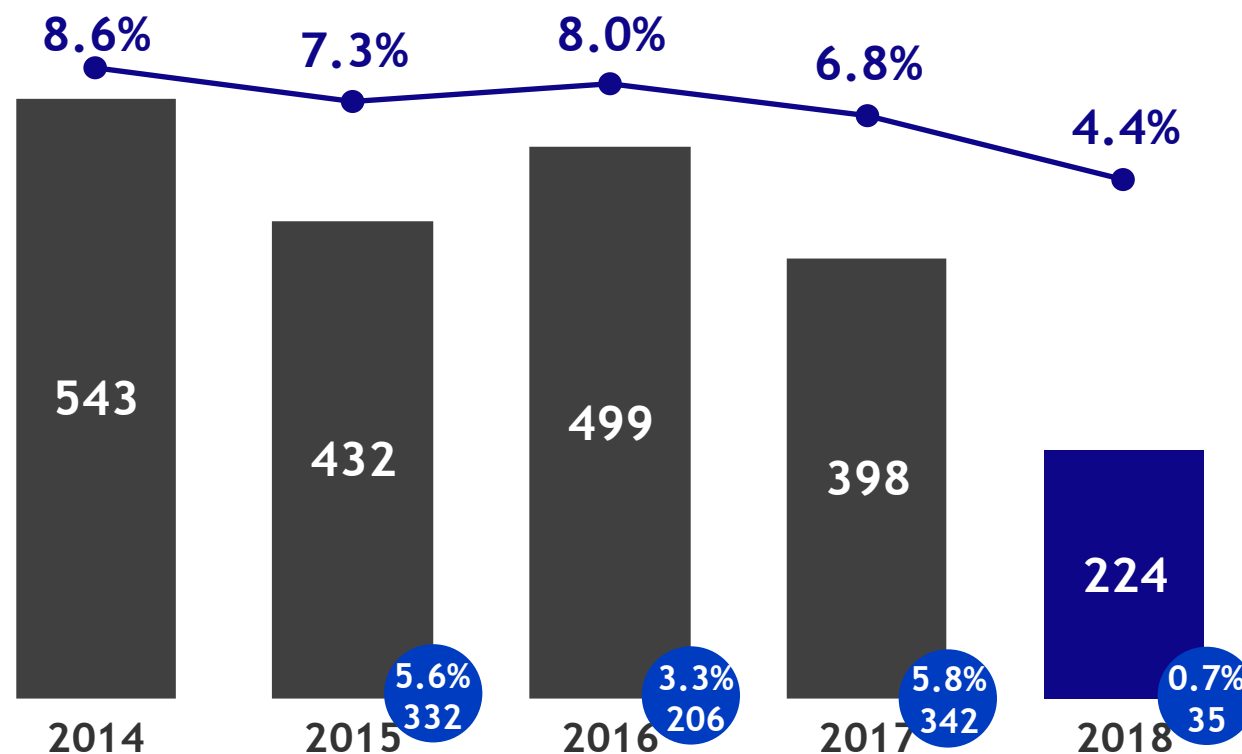
ADJUSTED EBIT

US\$ Million

- ADJUSTED EBIT
- ADJUSTED EBIT MARGIN
- INCLUDES SPECIAL ITEMS (US\$ MILLION)

REPUBLIC AIRWAYS
VOLUNTARY DISMISSAL
FCPA SETTLEMENT
IMPAIRMENTS EEJ/D&S
KC-390 COST BASE REVISION

2015: (101)
2016: (293)
2017: (68)
2018: (189)



← 2018 REVISED OUTLOOK: US\$ **200** MILLION | **4%**

ADJUSTED EBITDA

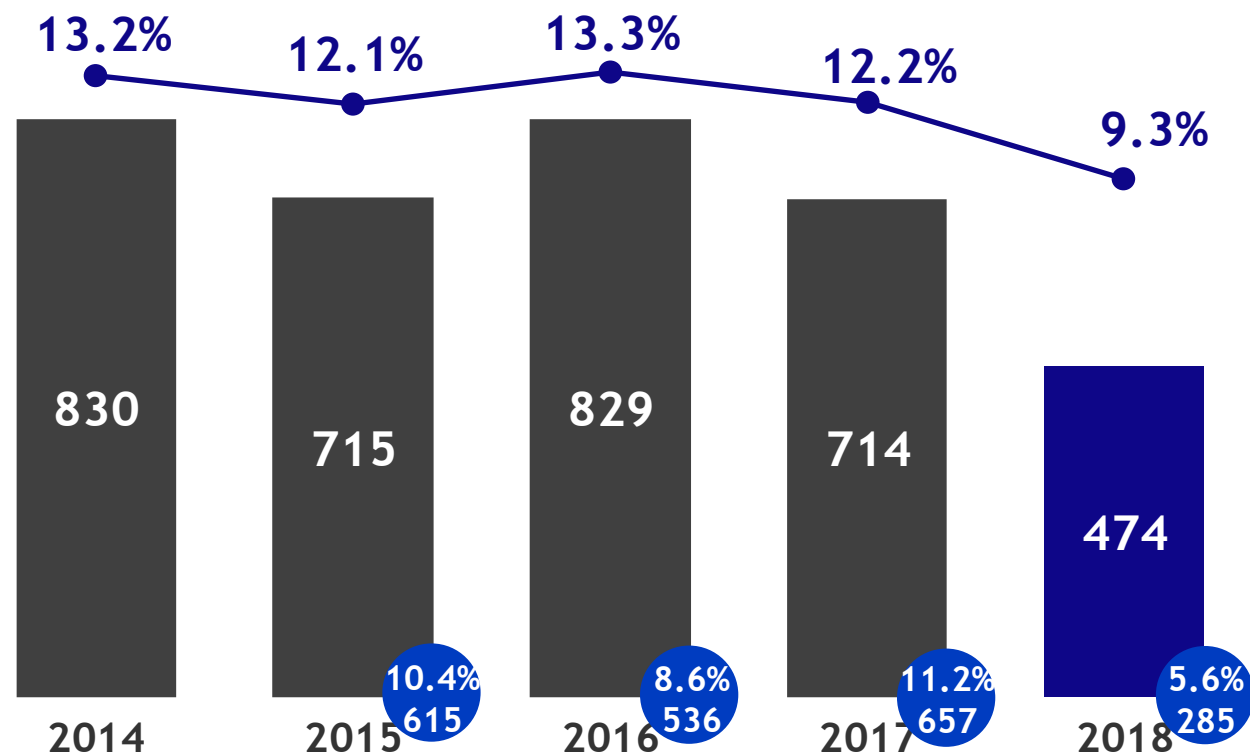
US\$ Million

■ ADJUSTED EBITDA
—● ADJUSTED EBITDA MARGIN

● INCLUDES SPECIAL ITEMS
(US\$ MILLION)

REPUBLIC AIRWAYS
VOLUNTARY DISMISSAL
FCPA SETTLEMENT
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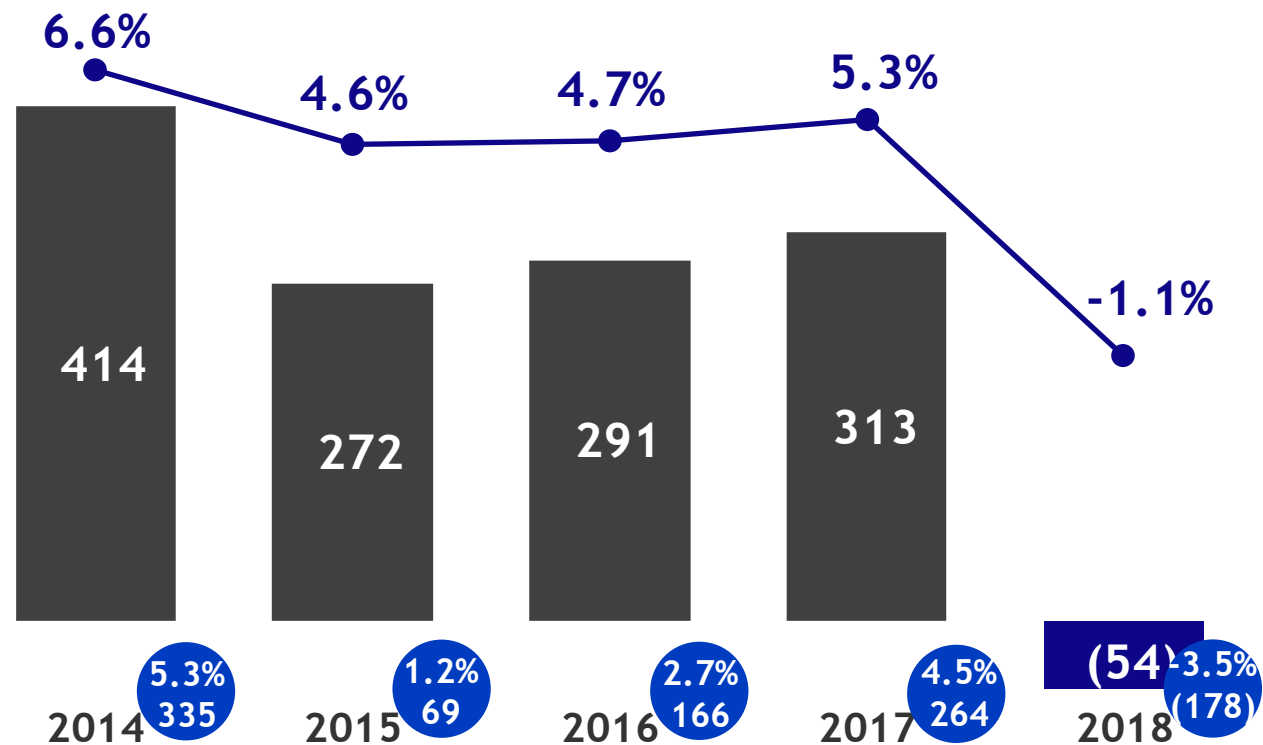
← 2018 REVISED OUTLOOK: US\$ 480 MILLION | 9%

ADJUSTED NET INCOME*

US\$ Million

- ADJUSTED NET INCOME
- ADJUSTED NET MARGIN
- REPORTED NET INCOME

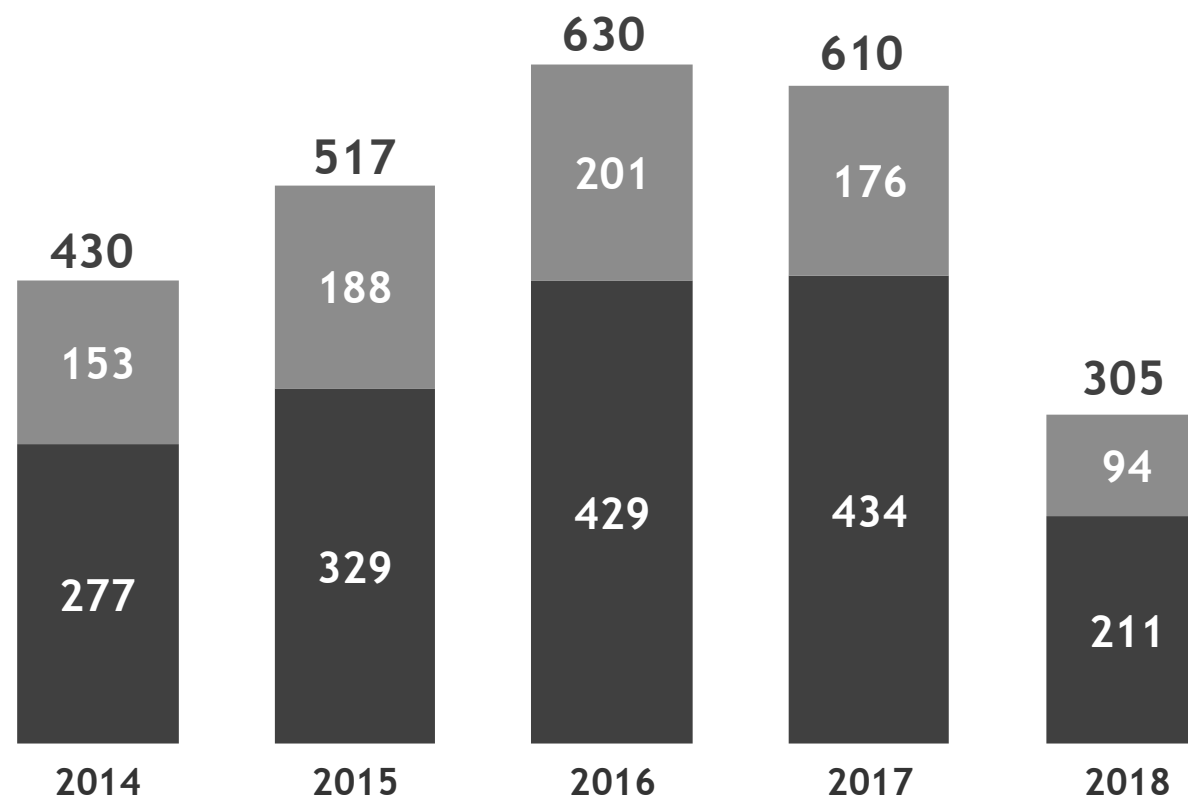
*Excludes extraordinary items



INVESTMENTS

US\$ Million

■ CAPEX
■ R&D

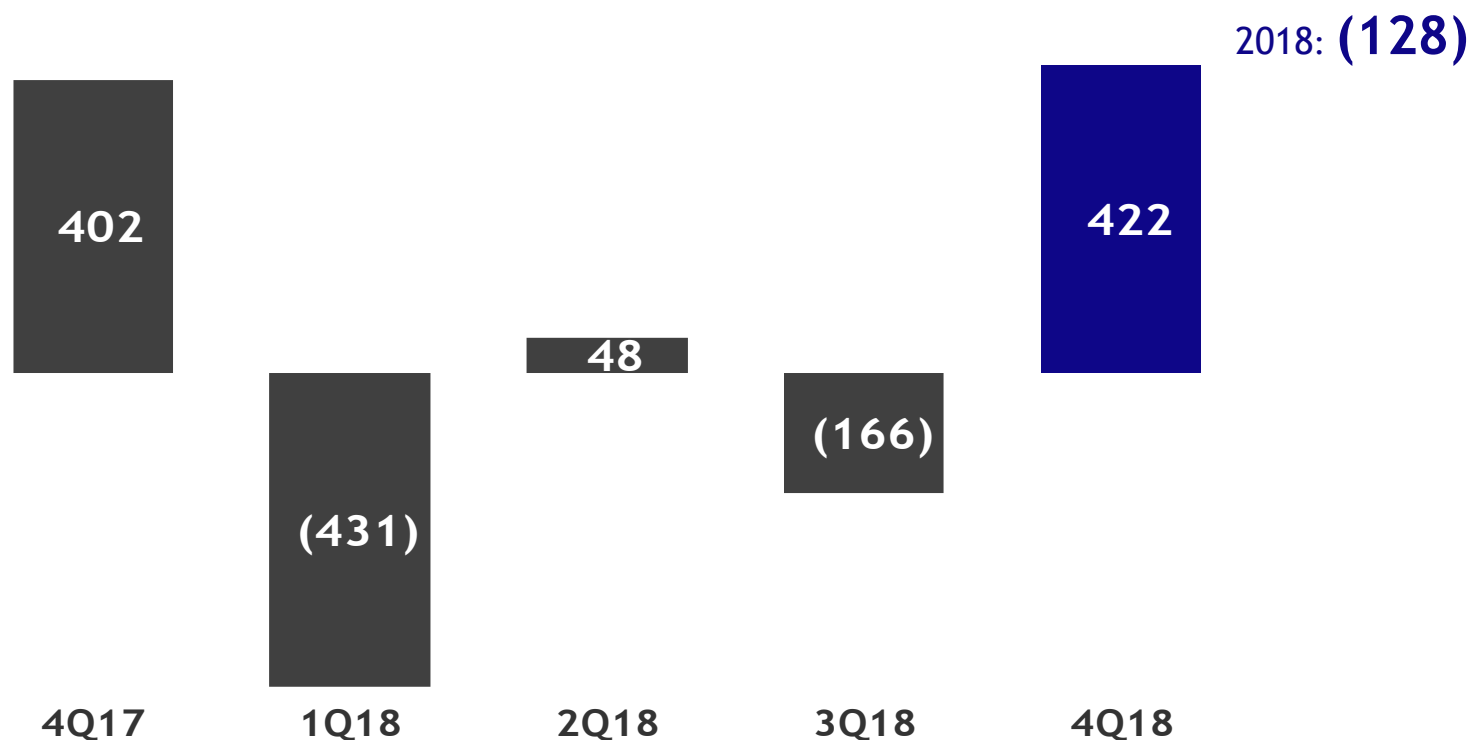


← 2018 REVISED OUTLOOK: US\$ **300** MILLION



ADJUSTED FREE CASH FLOW

US\$ Million



	4Q17	1Q18	2Q18	3Q18	4Q18	2018
NET CASH GENERATED (USED) BY OPERATING ACTIVITIES	604	(311)	134	(75)	569	317
NET ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT	(76)	(40)	(31)	(27)	(57)	(154)
ADDITIONS TO INTANGIBLE ASSETS	(125)	(80)	(55)	(65)	(90)	(290)
FREE CASH FLOW	402	(431)	48	(166)	422	(128)

← 2018 REVISED OUTLOOK: US\$ (200) MILLION

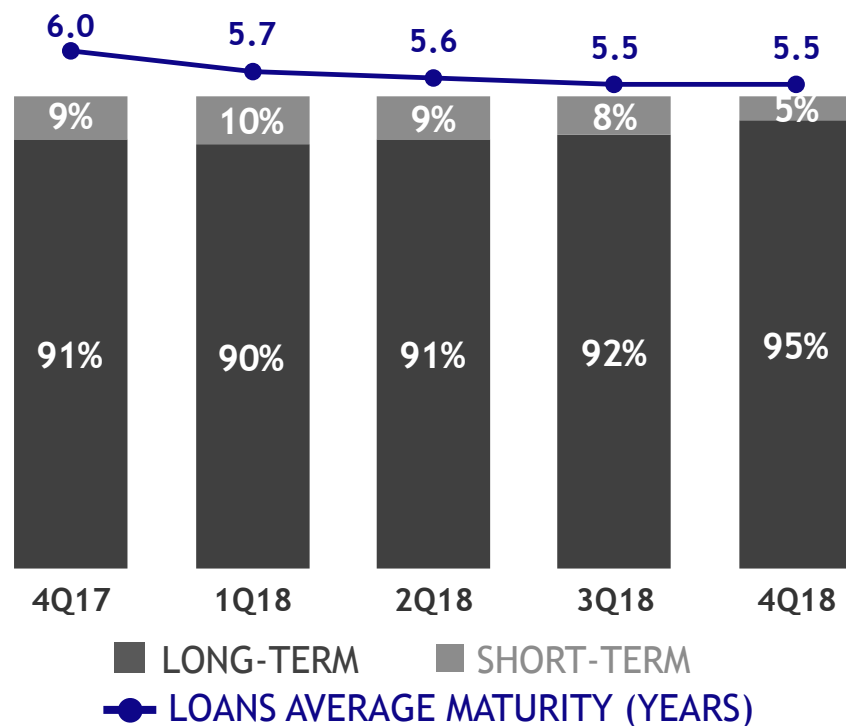
INDEBTEDNESS PROFILE

NET DEBT

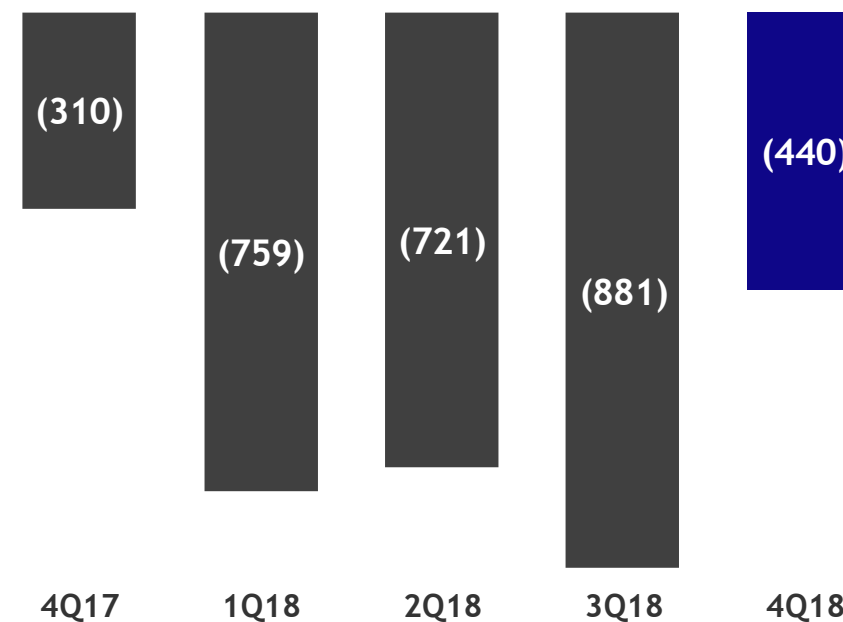
TOTAL CASH: US\$ **3.21** BILLION

TOTAL DEBT: US\$ **3.65** BILLION

INDEBTEDNESS MATURITY



NET DEBT (US\$ Million)



2019 OUTLOOK

(100% COMMERCIAL + EXECUTIVE + DEFENSE + SERVICES)

NET REVENUES
US\$ BILLION

5.3 - 5.7

DELIVERIES

85 - 95
E-JETS

90 - 110
BIZJETS

2
KC-390

10
SUPER TUCANO

EBIT MARGIN

BREAKEVEN (EXCLUDING GAIN ON SALE OF JV STAKE
INCLUDING SEPARATION COSTS)

DEAL CLOSE
US\$ BILLION

APPROX. **1.0** NET CASH AT EMBRAER AFTER CLOSE

APPROX. **1.6** EXTRAORDINARY DIVIDEND



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