



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.

1Q18 EARNINGS RESULTS





HIGHLIGHTS

COMMERCIAL AVIATION

- ← DELIVERY OF 14 E-JETS IN 1Q18
- ← E190-E2: FIRST AIRCRAFT TO RECEIVE TRIPLE CERTIFICATION FROM ANAC, FAA AND EASA, SIMULTANEOUSLY
- ← E190-E2: EXCEEDED BY 1.3% ORIGINAL SPECIFICATION OF 16% BETTER FUEL BURN, CONFIRMING THE E190-E2 AS THE MOST EFFICIENT AIRCRAFT IN ITS SEGMENT
- ← E190-E2 WORLD'S FIRST DELIVERY TO WIDERØE ON APRIL 4TH (FIRST REVENUE FLIGHT COMPLETED ON APRIL 24TH)
- ← E195-E2 IS ON TRACK FOR ENTRY INTO SERVICE IN THE FIRST HALF OF 2019

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HIGHLIGHTS

EXECUTIVE JETS

- ← DELIVERY OF 11 EXECUTIVE JETS (8 LIGHT AND 3 LARGE) IN 1Q18
- ← SIGNS OF IMPROVING BUSINESS JET MARKET CONDITIONS DURING 1Q18
- ← PHENOM 300E FIRST DELIVERY AFTER RECEIVING CERTIFICATION FROM FAA, EASA AND ANAC
- ← PHENOM 300 WAS AGAIN THE BEST-SELLING AND MOST DELIVERED LIGHT BUSINESS JET FOR THE SIXTH CONSECUTIVE YEAR
- ← FLEET LOGIC TOOL LAUNCHED TO SUPPORT CORPORATE FLIGHT DEPARTMENT PLANNING
- ← UPGRADE OF PHENOM 300 INTERIOR TO SEAT 11 OCCUPANTS (HIGHEST IN CLASS)

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A close-up photograph of an aircraft engine intake, showing the complex internal fan blades and the outer casing. The image is partially obscured by a blue diagonal line that runs from the top left towards the bottom right.

HIGHLIGHTS

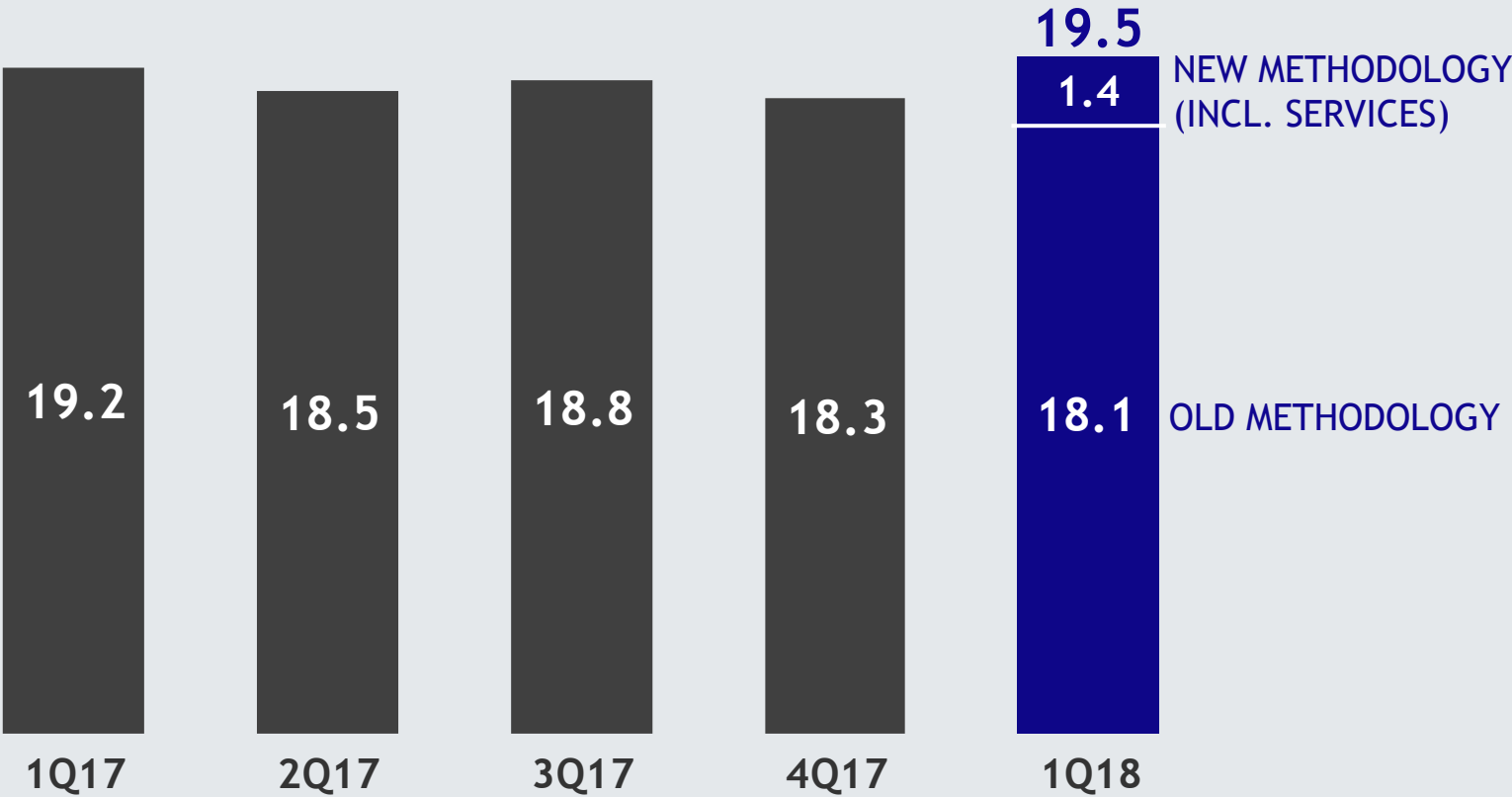
DEFENSE & SECURITY

- ✦ KC-390 FLIGHT TEST CAMPAIGN MOVED TOWARDS FINAL CERTIFICATION WITH TWO PROTOTYPES EXCEEDING 1,600 FLIGHT HOURS. FIRST DELIVERY EXPECTED FOR SECOND HALF OF 2018
- ✦ KC-390 SERIAL PRODUCTION PROGRESSED WITH ASSEMBLY OF AIRCRAFT NUMBERS 003, 004 AND 005
- ✦ DELIVERY OF TWO A-29 SUPER TUCANO TO A LATIN AMERICAN CUSTOMER
- ✦ DELIVERY OF THE 5TH PHENOM 100 TO FLIGHT TRAINING SERVICES FOR THE UNITED KINGDOM'S MINISTRY OF DEFENSE
- ✦ ATECH IMPLEMENTED THE FIRST FIXED COMMAND, CONTROL AND AIR TRAFFIC MANAGEMENT CENTER FOR AN AFRICAN NATION

FINANCIAL RESULTS

FIRM ORDER BACKLOG

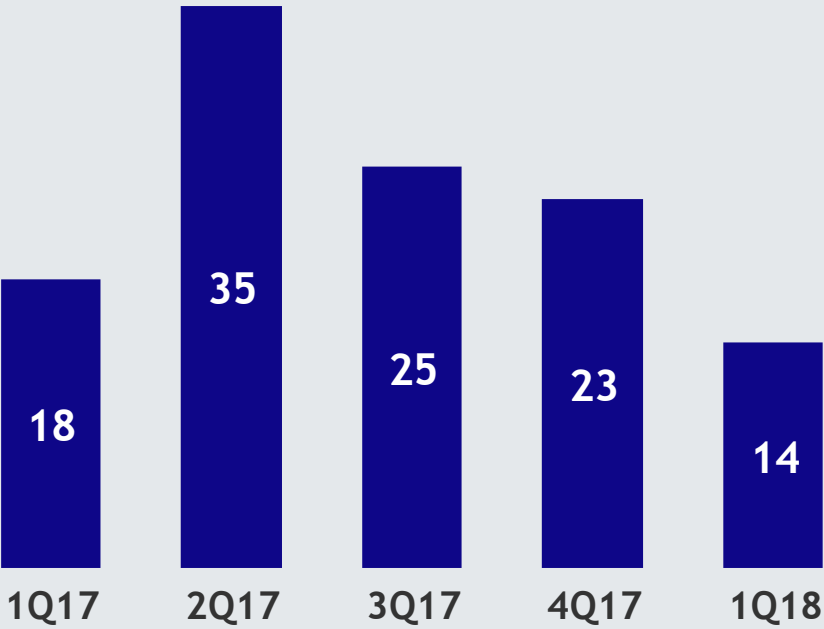
US\$ BILLION



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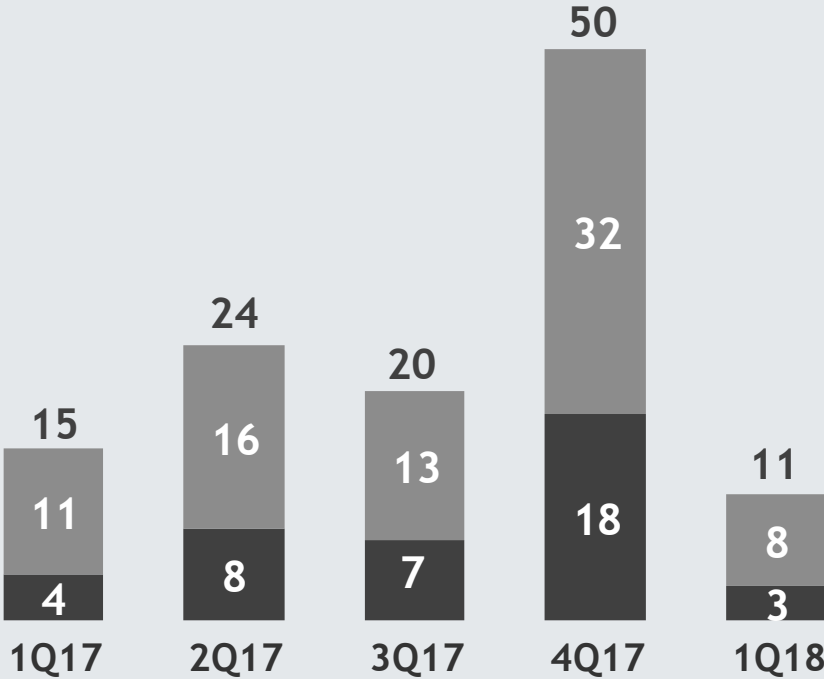
AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



← 2018 OUTLOOK: 85 - 95 

EXECUTIVE JETS

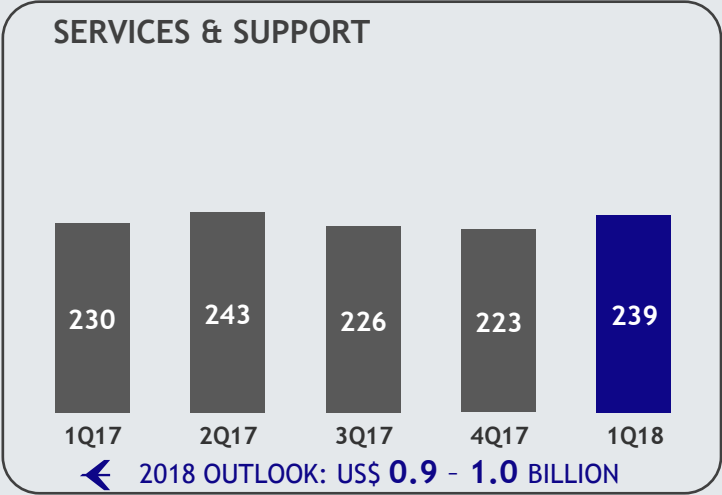
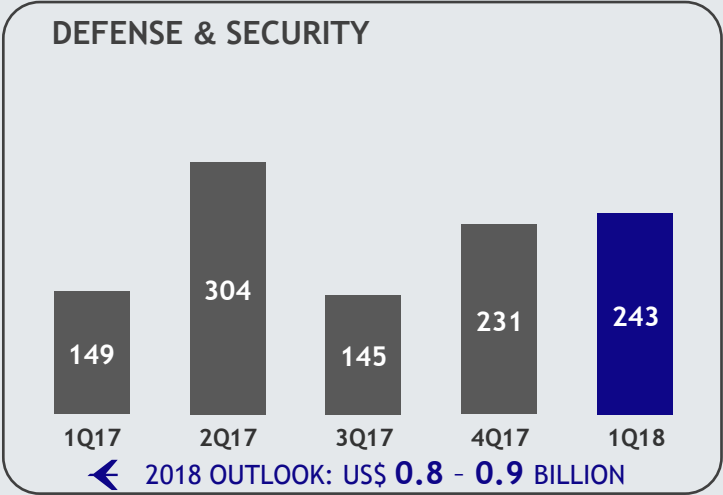
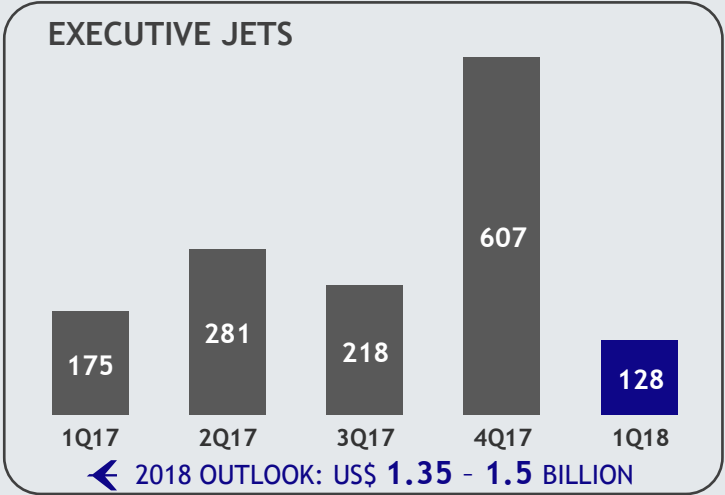
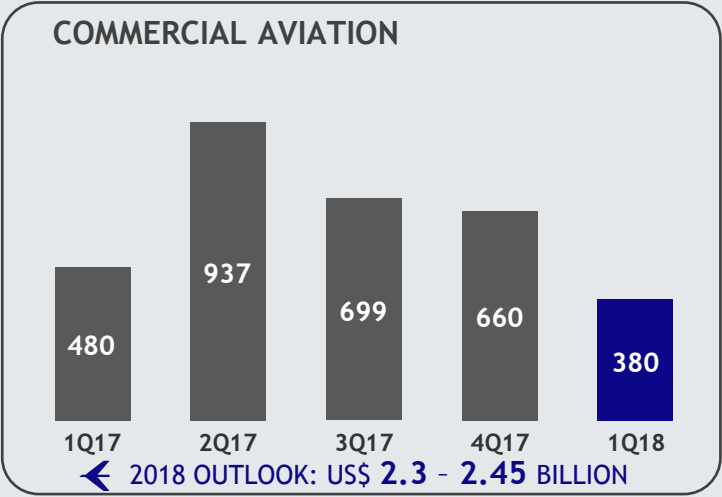
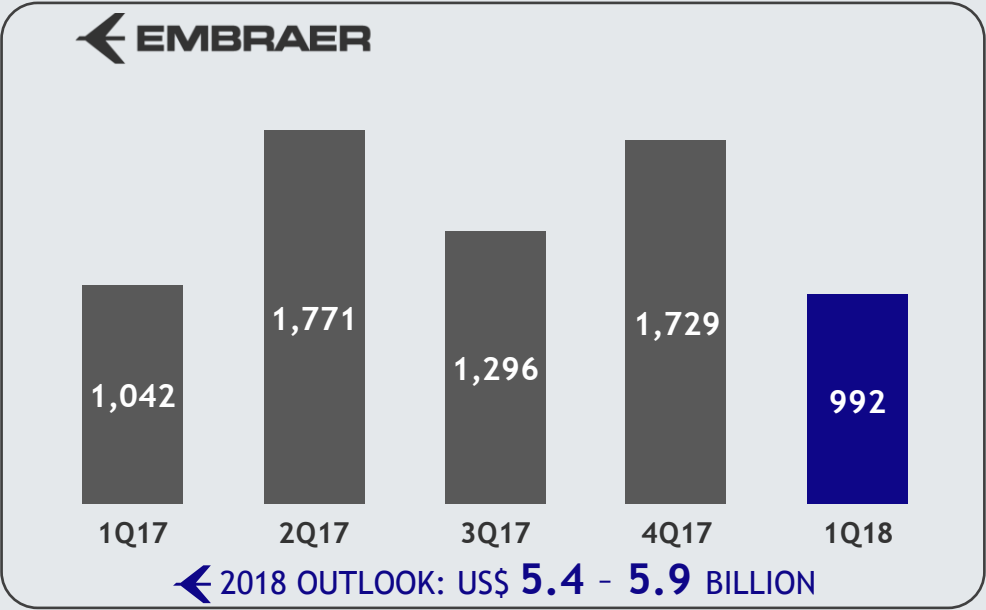


← 2018 OUTLOOK: 105 - 125 
70 - 80 
35 - 45 

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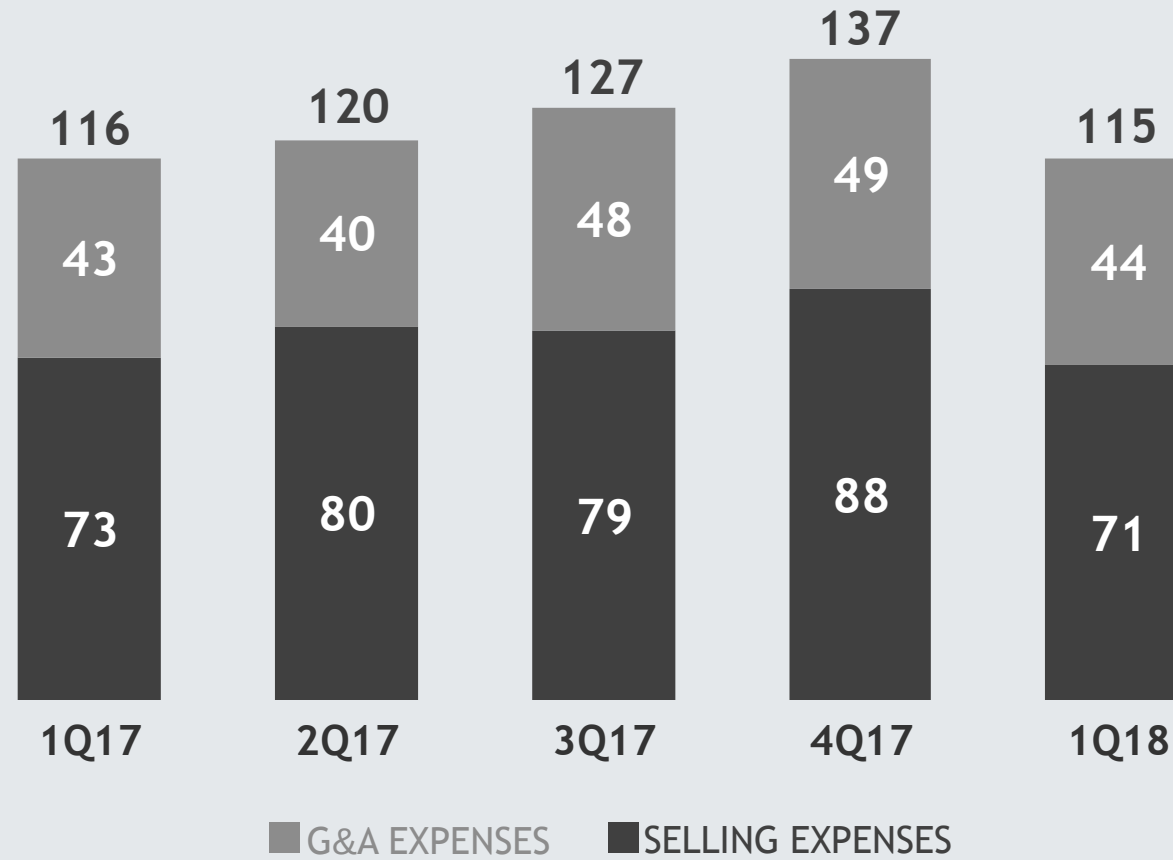
NET REVENUES

US\$ MILLION



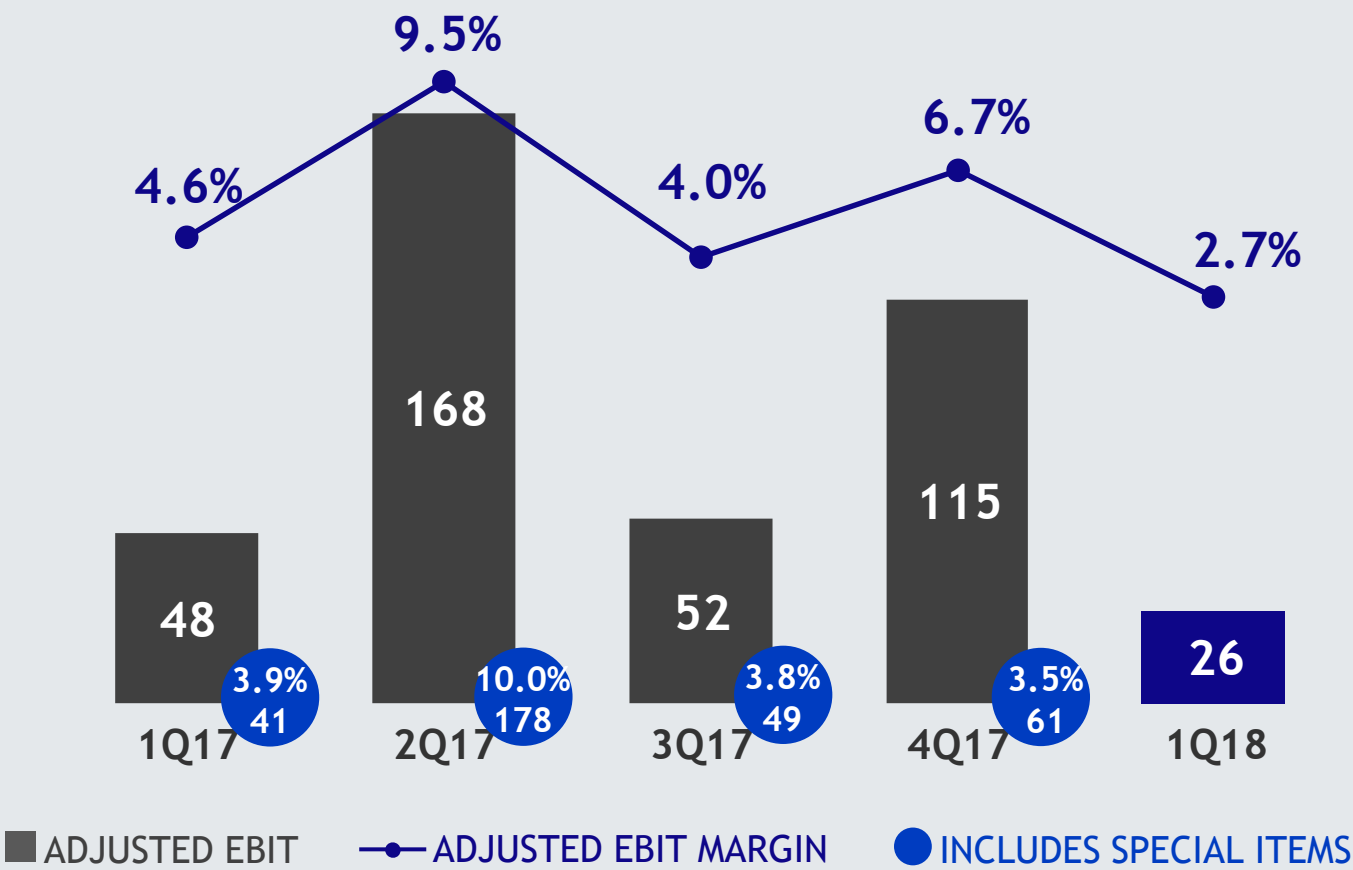
SG&A EXPENSES

US\$ MILLION



ADJUSTED EBIT

US\$ MILLION



SPECIAL ITEMS
US\$ MILLION

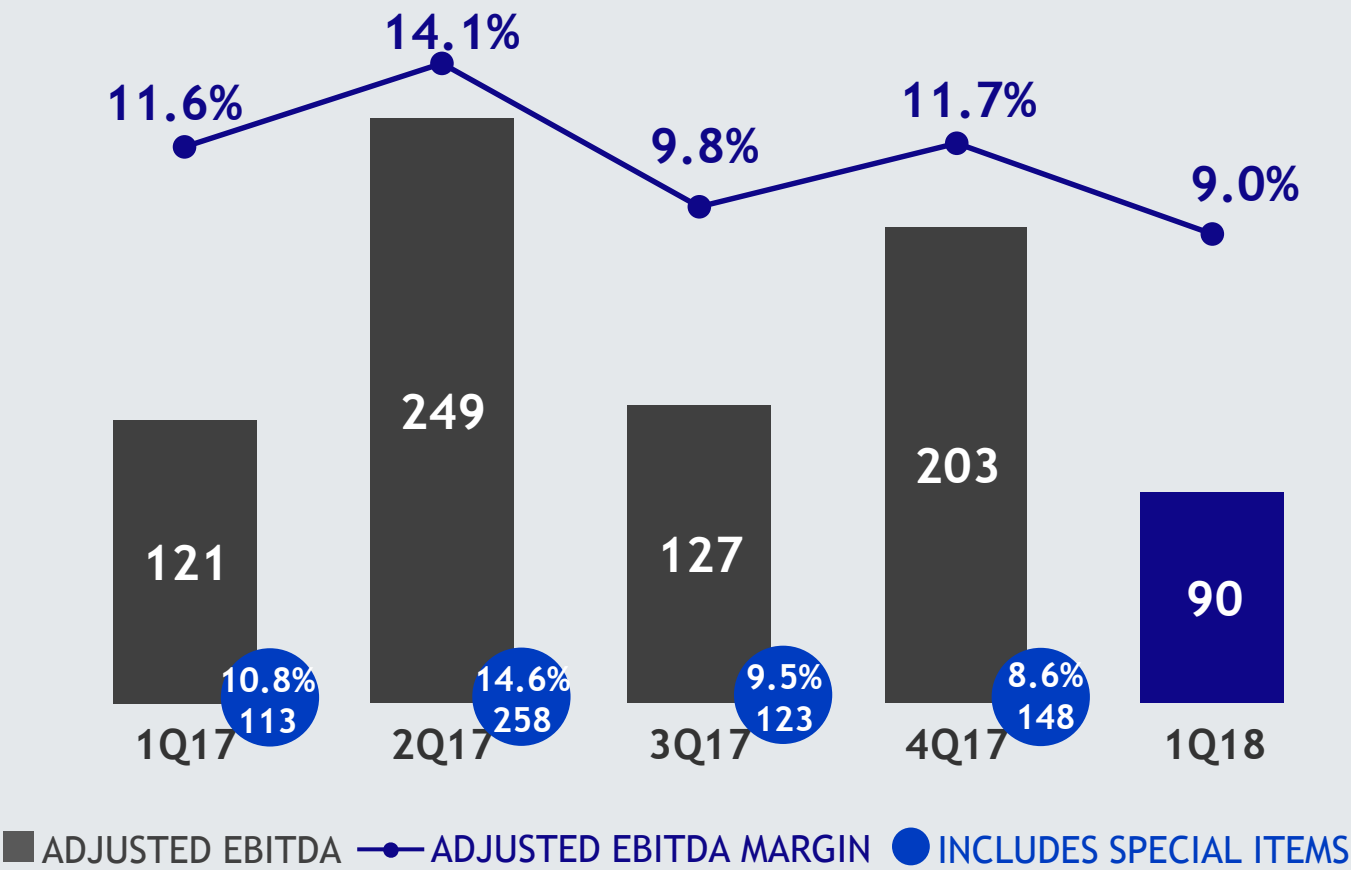
REPUBLIC AIRWAYS
VOLUNTARY DISMISSAL
FCPA SETTLEMENT
IMPAIRMENTS EEJ/D&S

1Q18: -
4Q17: (55)
3Q17: (4)
2Q17: 9
1Q17: (8)

← 2018 OUTLOOK: US\$ **270 - 355** MILLION | **5% - 6%**

ADJUSTED EBITDA

US\$ MILLION



SPECIAL ITEMS
US\$ MILLION

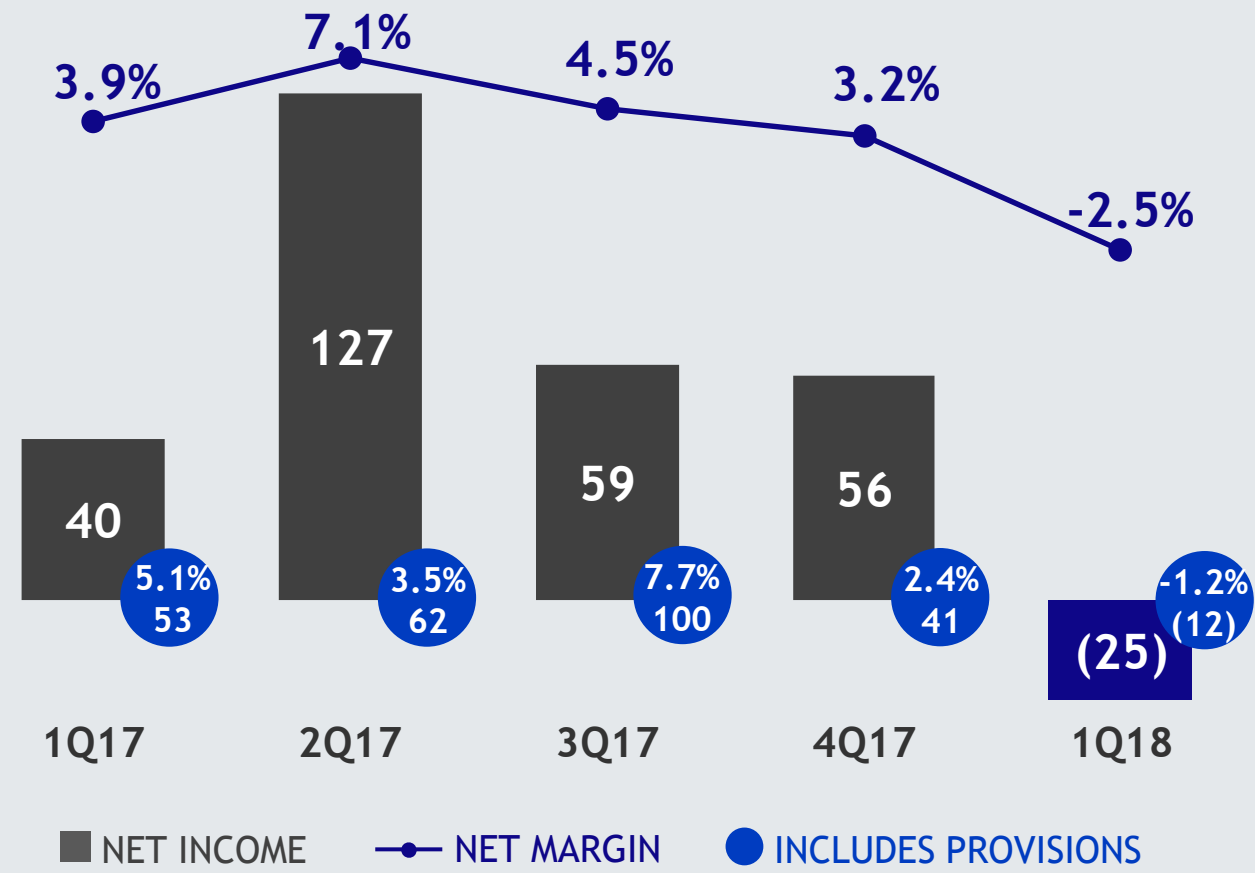
REPUBLIC AIRWAYS
VOLUNTARY DISMISSAL
FCPA SETTLEMENT
IMPAIRMENTS EEJ/D&S

1Q18: -
4Q17: (55)
3Q17: (4)
2Q17: 9
1Q17: (8)

← 2018 OUTLOOK: US\$ 540 - 650 MILLION | 10% - 11%

ADJUSTED NET INCOME*

US\$ MILLION

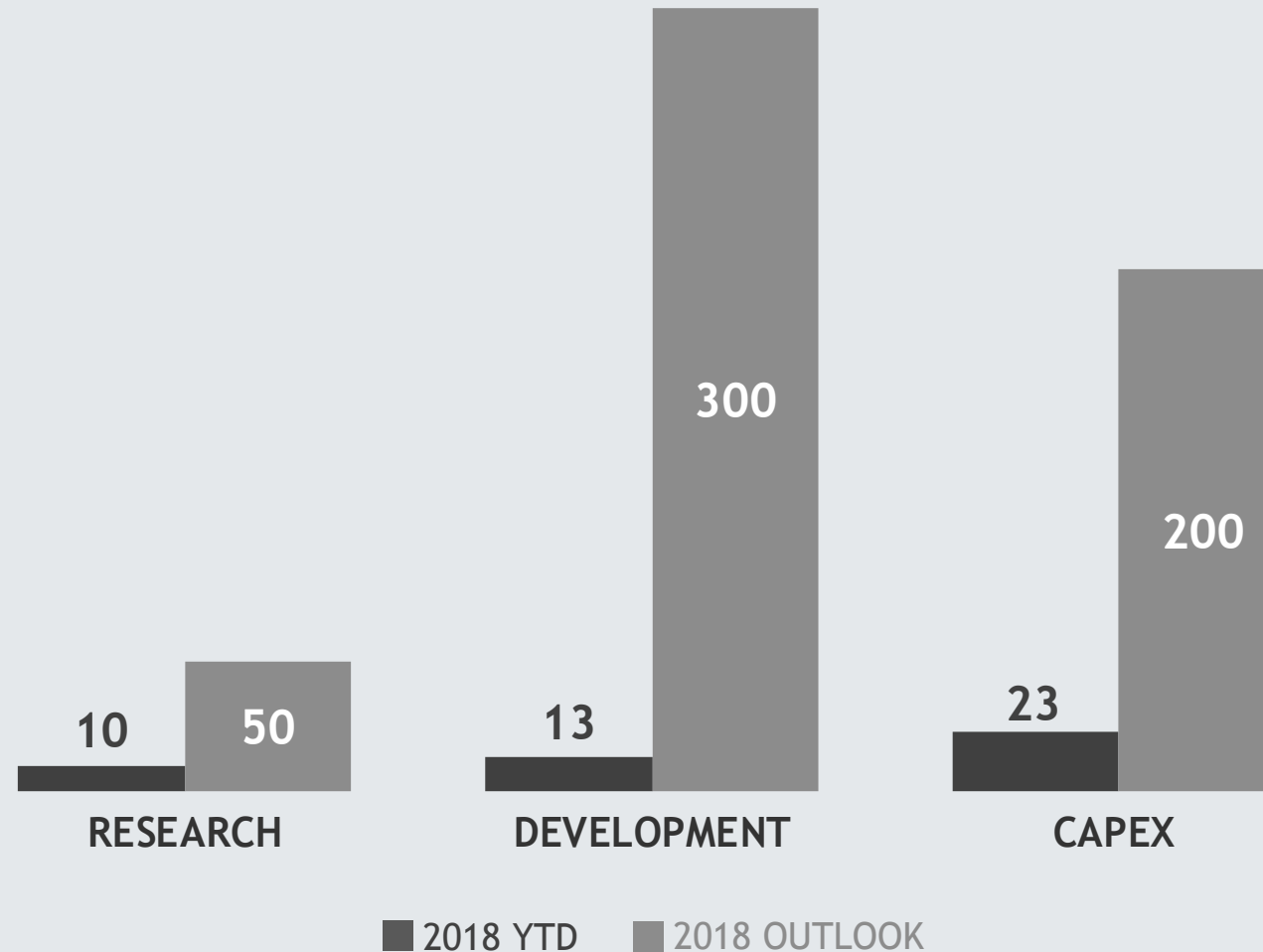


*EXCLUDES EXTRAORDINARY ITEMS

INVESTMENTS

US\$ MILLION

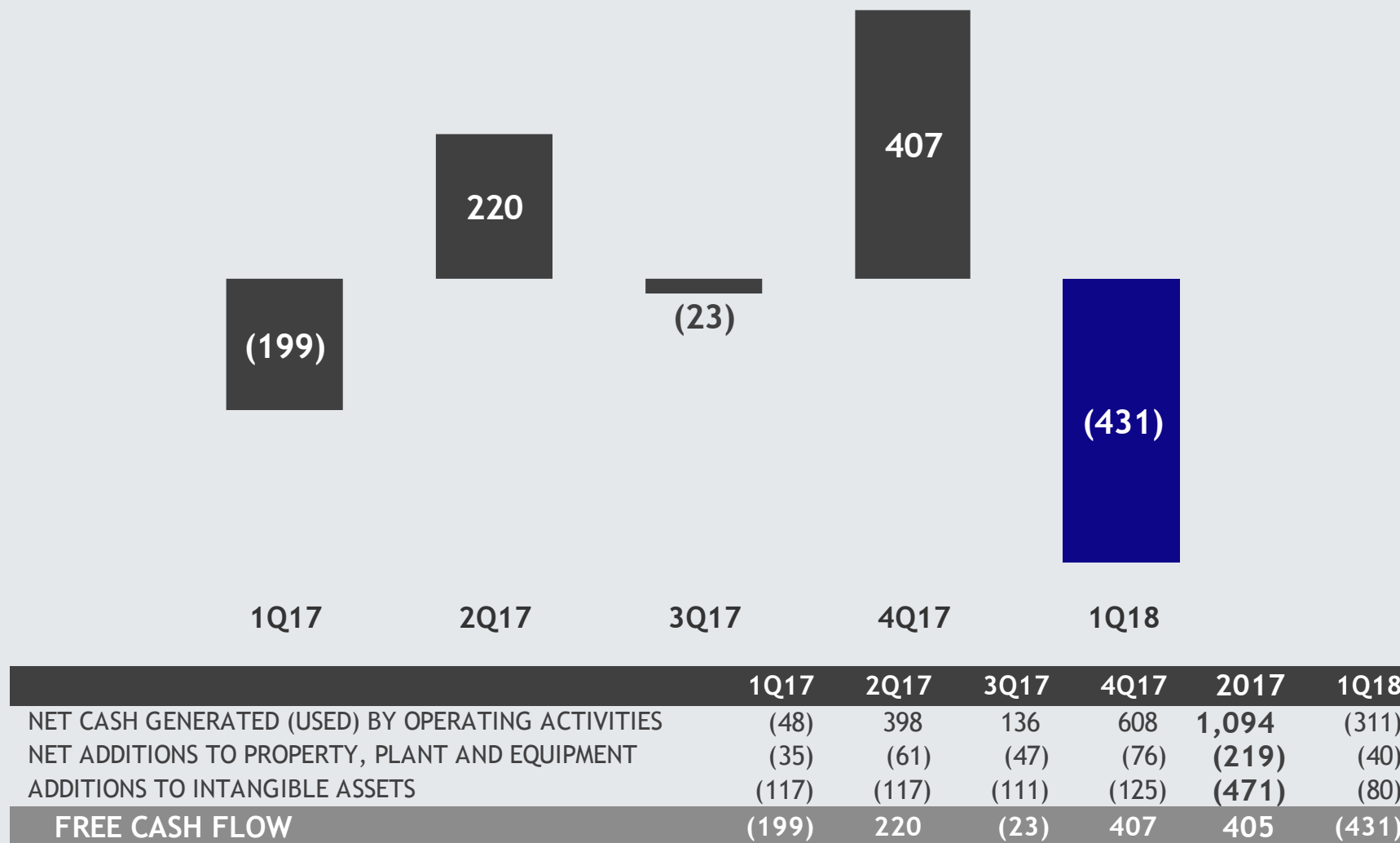
YTD: **46**



← 2018 OUTLOOK: US\$ **550** MILLION

ADJUSTED FREE CASH FLOW

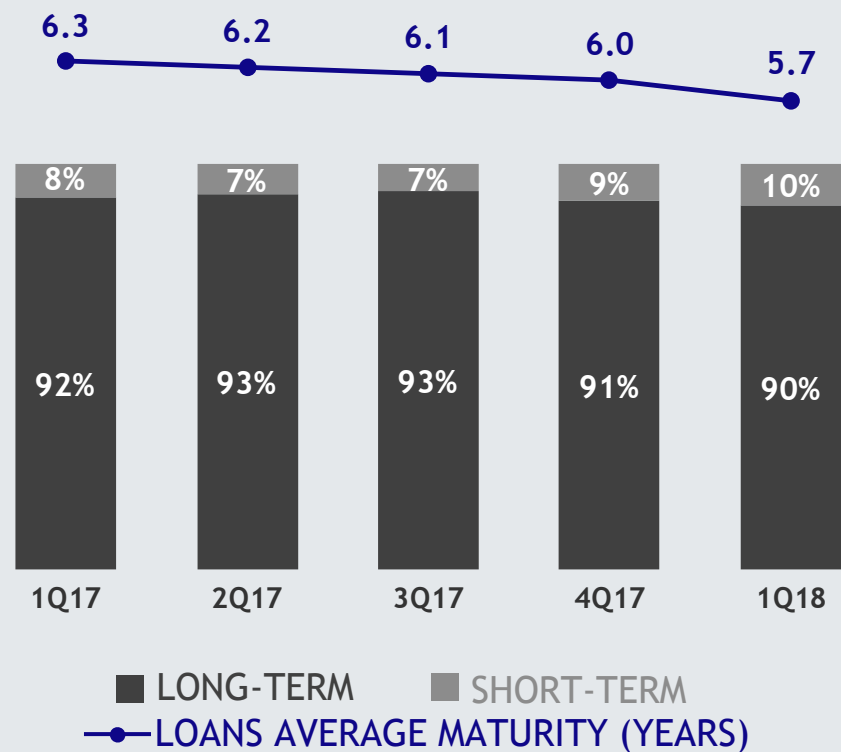
US\$ MILLION



← 2018 OUTLOOK: US\$(100) MILLION

INDEBTEDNESS PROFILE | NET CASH

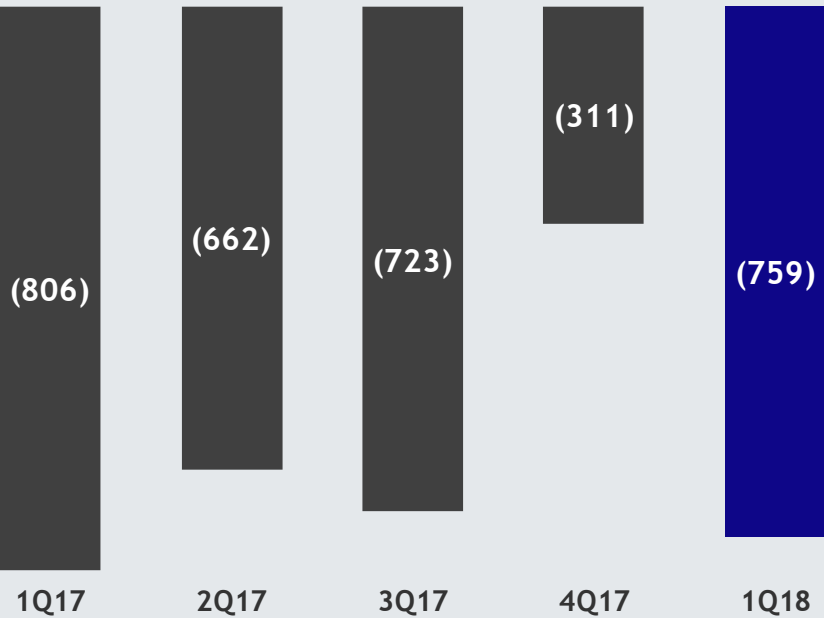
INDEBTEDNESS MATURITY



◀ TOTAL DEBT: US\$ **4.19** BILLION

NET CASH (DEBT)

US\$ MILLION



◀ TOTAL CASH: US\$ **3.43** BILLION

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