



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.

2Q18 EARNINGS RESULTS



HIGHLIGHTS

- ← EMBRAER AND BOEING TO FORM POTENTIAL JOINT VENTURE IN COMMERCIAL AVIATION AND EXPLORE NEW DEFENSE MARKETS (ESPECIALLY FOR THE KC-390)
- ← FARNBOROUGH AIRSHOW PARTICIPATION WITH STATIC DISPLAY AND DEMO FLIGHT OF THE E190 E-2, KC-390 AND LEGACY 500
- ← **EMBRAER X** UNVEILED ITS VTOL CONCEPT (VERTICAL TAKEOFF AND LANDING VEHICLE)
- ← EMBRAER WAS SELECTED AS THE MOST INNOVATIVE COMPANY AND ONE OF THE BEST PLACES TO WORK IN BRAZIL



HIGHLIGHTS

- ← DELIVERY OF 28 E-JETS IN 2Q18
- ← DELIVERY OF THE FIRST THREE E190-E2 TO WIDERØE FROM NORWAY WITH ENTRY INTO SERVICE AT 100% COMPLETION RATE IN THE FIRST 3 MONTHS
- ← AMERICAN AIRLINES SIGNED A FIRM ORDER FOR 15 E175 JETS, TOTALING 89 AIRCRAFT ALREADY ORDERED
- ← FARNBOROUGH AIRSHOW PARTICIPATION WITH UP TO 300 AIRCRAFT COMMITMENTS



TOTAL AIRCRAFT
COMMITMENTS

UP TO **300**

COMMERCIAL AVIATION

FARNBOROUGH AIRSHOW 2018 | NEW ORDERS

FIRM
ORDERS

UNITED 

25 E175

 الخطوط الوطنية
wataniya airways

10 E195-E2
+10 OPTIONS


الموريتانية للطيران
MAURITANIA AIRLINES

2 E175

LOIs


REPUBLIC AIRWAYS

UP TO **200** E175

Azul 

21 E195-E2

NAC

3 E190

helvetic 
airways

UP TO **24** E190-E2

UNDISCLOSED CUSTOMER

UP TO **5** E195-E2



HIGHLIGHTS

- ← DELIVERY OF 20 EXECUTIVE JETS (15 LIGHT AND 5 LARGE) IN 2Q18
- ← DELIVERY OF THE FIRST PHENOM 300E IN ASIA PACIFIC TO NORTHERN ESCAPE COLLECTION
- ← AIR HAMBURG SIGNED PURCHASE AGREEMENT FOR FOUR MORE LEGACY 650E
- ← LEGACY 450 SET NEW TRANSATLANTIC SPEED RECORD ON A FLIGHT BETWEEN THE UNITED STATES AND EUROPE
- ← PHENOM 100EV, LEGACY 450 AND LEGACY 500 DEBUTED NEW ENHANCEMENTS (INTERIOR DESIGN, AVIONICS AND ENTERTAINMENT SYSTEMS)



HIGHLIGHTS

- ← KC-390 FLIGHT TEST CAMPAIGN CONTINUES WITH 1,700 FLIGHT HOURS AND BRAZILIAN CIVIL AVIATION CERTIFICATION (ANAC) EXPECTED FOR 2H2018
- ← KC-390 AIRCRAFT #003 TO REPLACE PROTOTYPE #001 IN THE FLIGHT TEST CAMPAIGN FOLLOWING THE PROTOTYPE #001 INCIDENT IN MAY
- ← KC-390 DEVELOPMENT PROGRAM COST BASE ADJUSTMENT OF US\$127MN DUE TO THE INCIDENT
- ← KC-390 FIRST DELIVERY OF AIRCRAFT #004 TO THE BRAZILIAN AIR FORCE IN 2019
- ← DELIVERY OF TWO ADDITIONAL A-29 SUPER TUCANO TO THE US AIR FORCE UNDER THE LIGHT AIR SUPPORT “LAS” PROGRAM

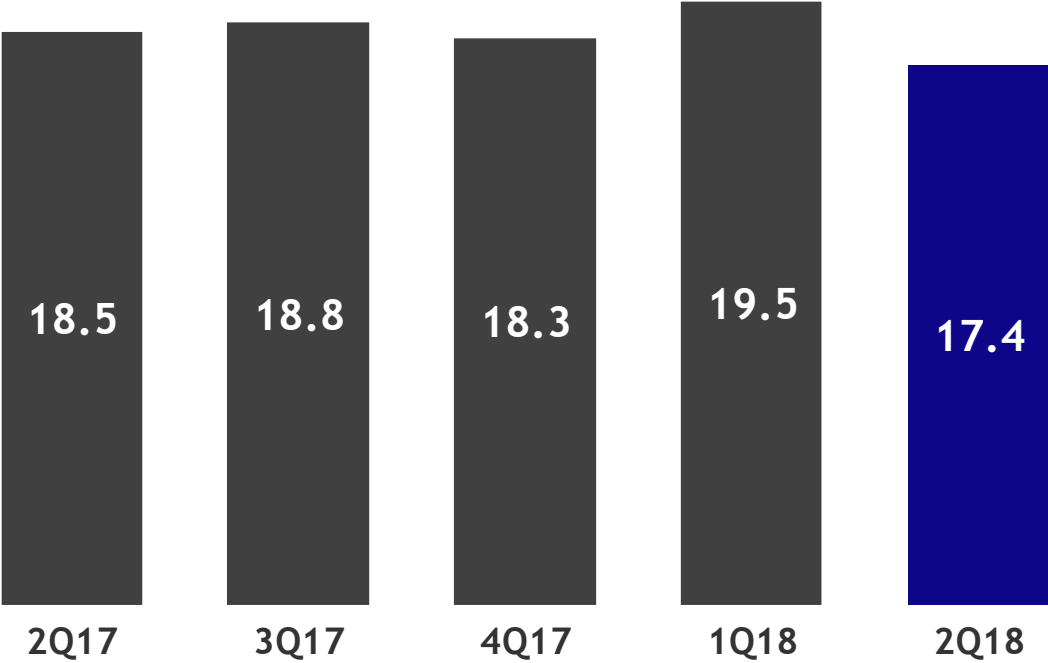


FINANCIAL RESULTS



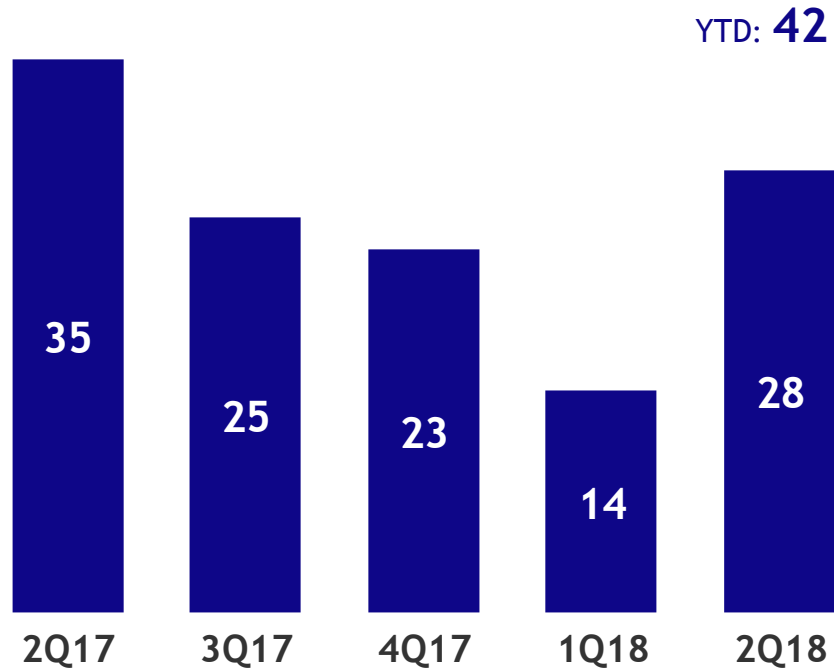
FIRM ORDER BACKLOG

US\$ Billion



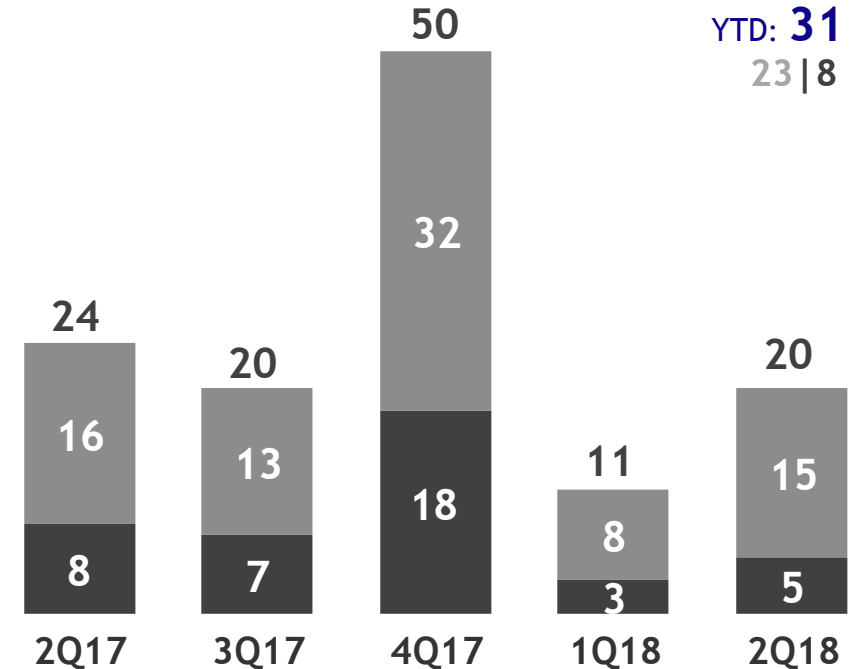
AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



← 2018 OUTLOOK: **85 - 95**

EXECUTIVE JETS



← 2018 OUTLOOK: **105 - 125**

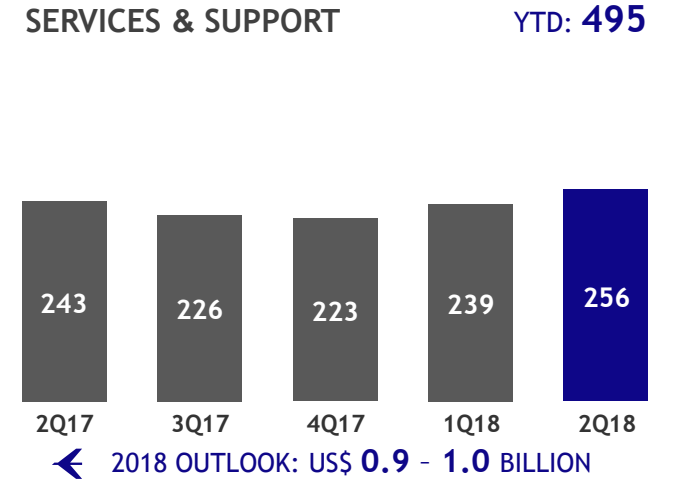
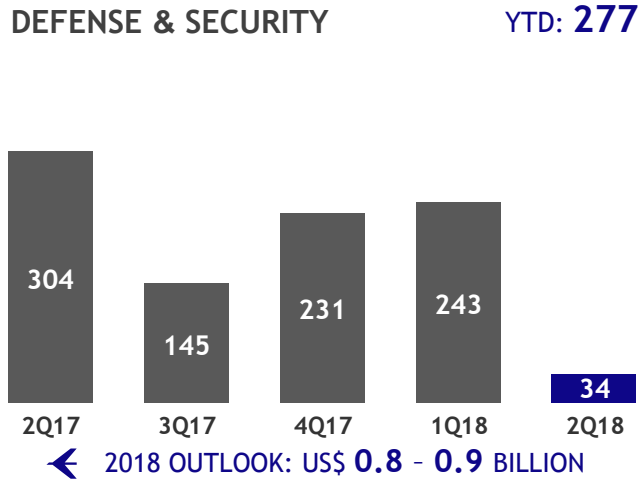
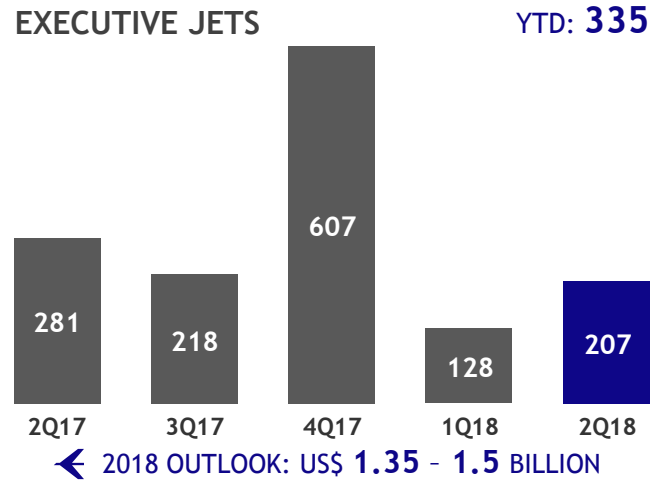
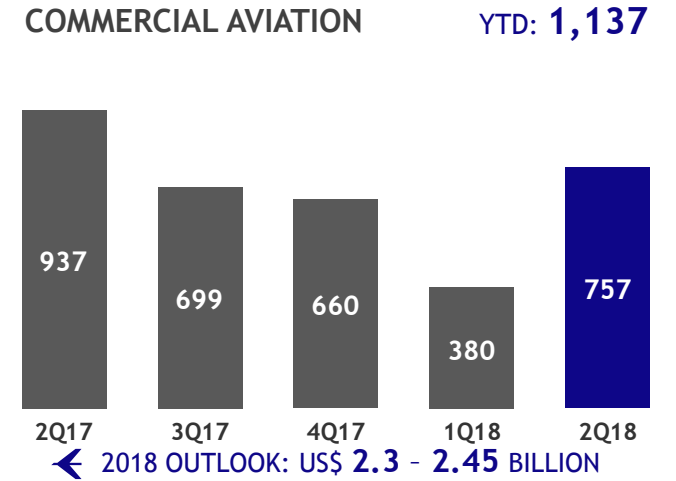
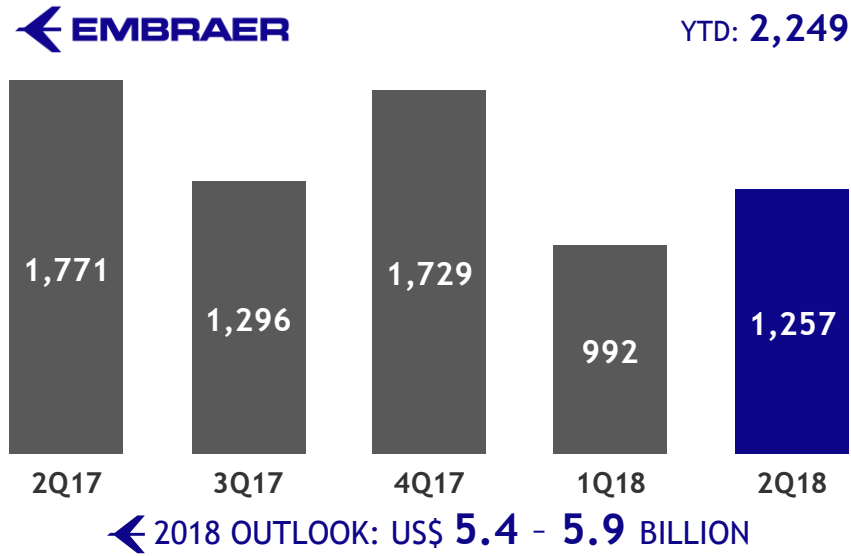
70 - 80
35 - 45





NET REVENUES

US\$ Million

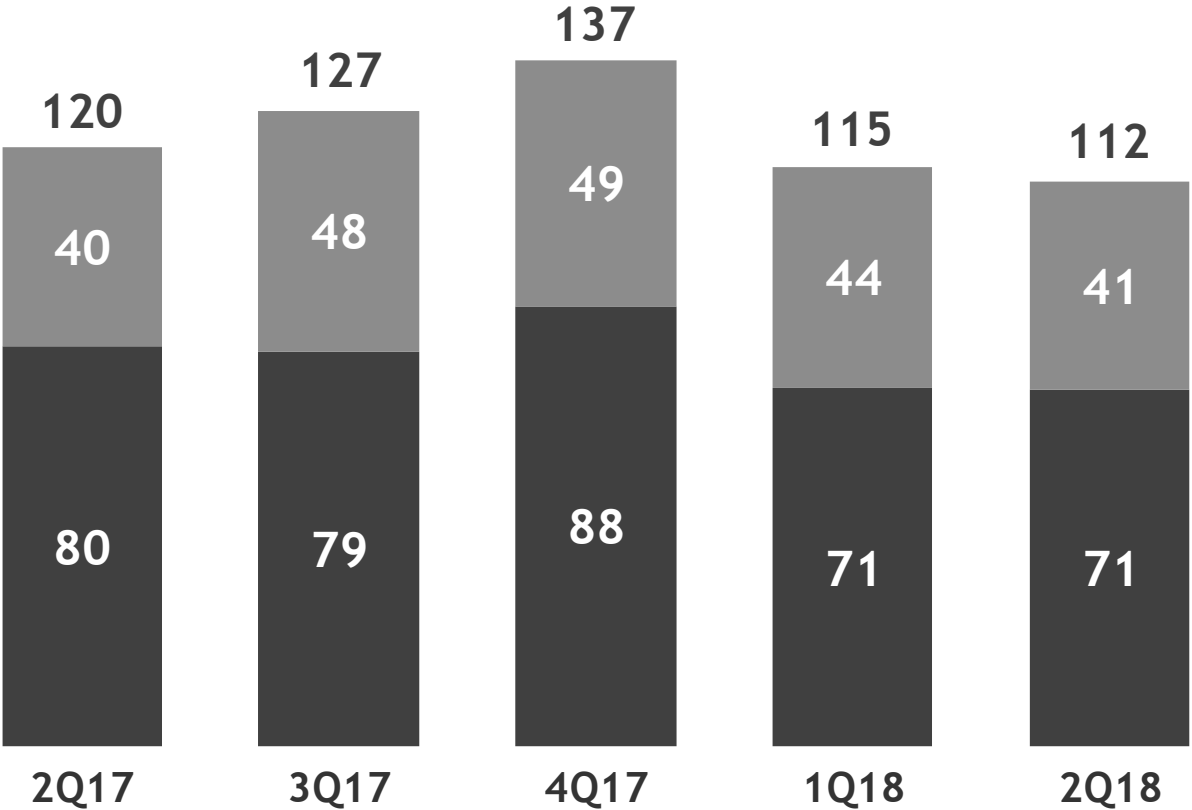


SG&A EXPENSES

US\$ Million

- G&A EXPENSES
- SELLING EXPENSES

YTD: **227**



ADJUSTED EBIT

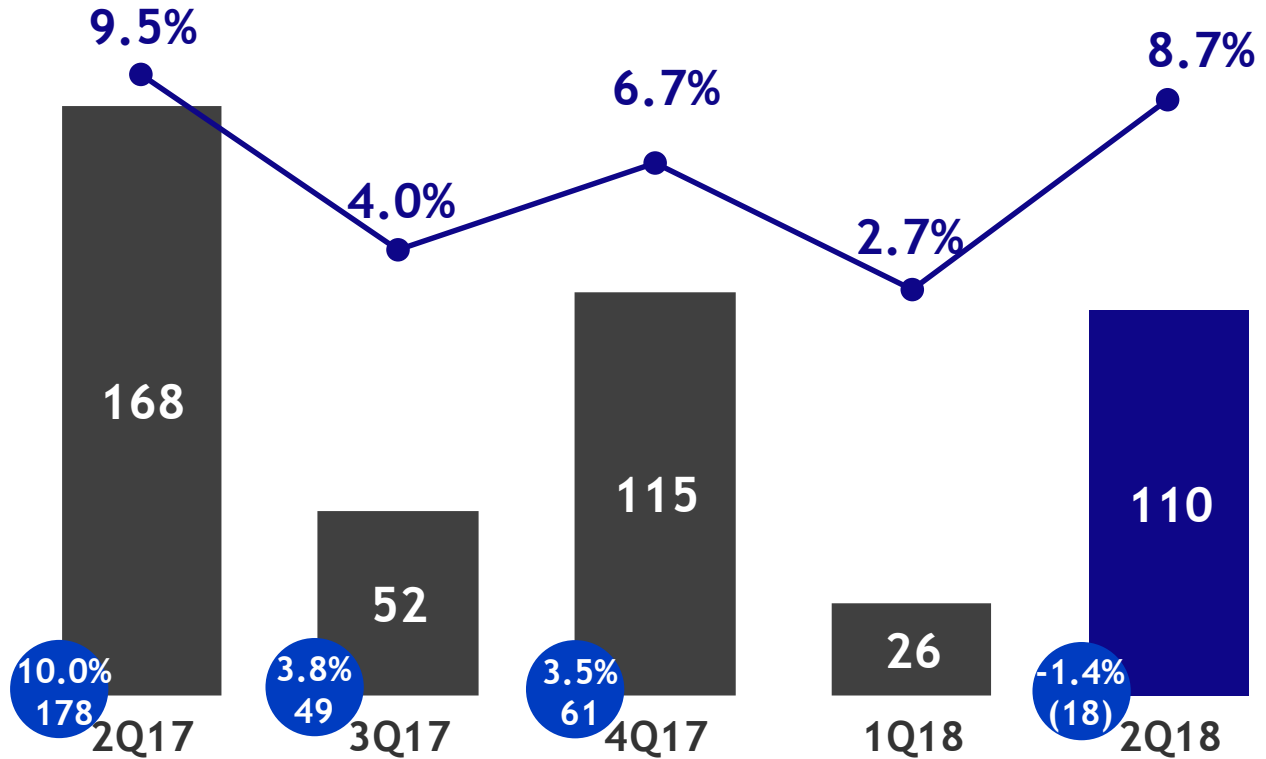
US\$ Million

YTD: 136 | 6.0%

- 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

2Q18: (127)
1Q18: -
4Q17: (55)
3Q17: (4)
2Q17: 9



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

ADJUSTED EBITDA

US\$ Million

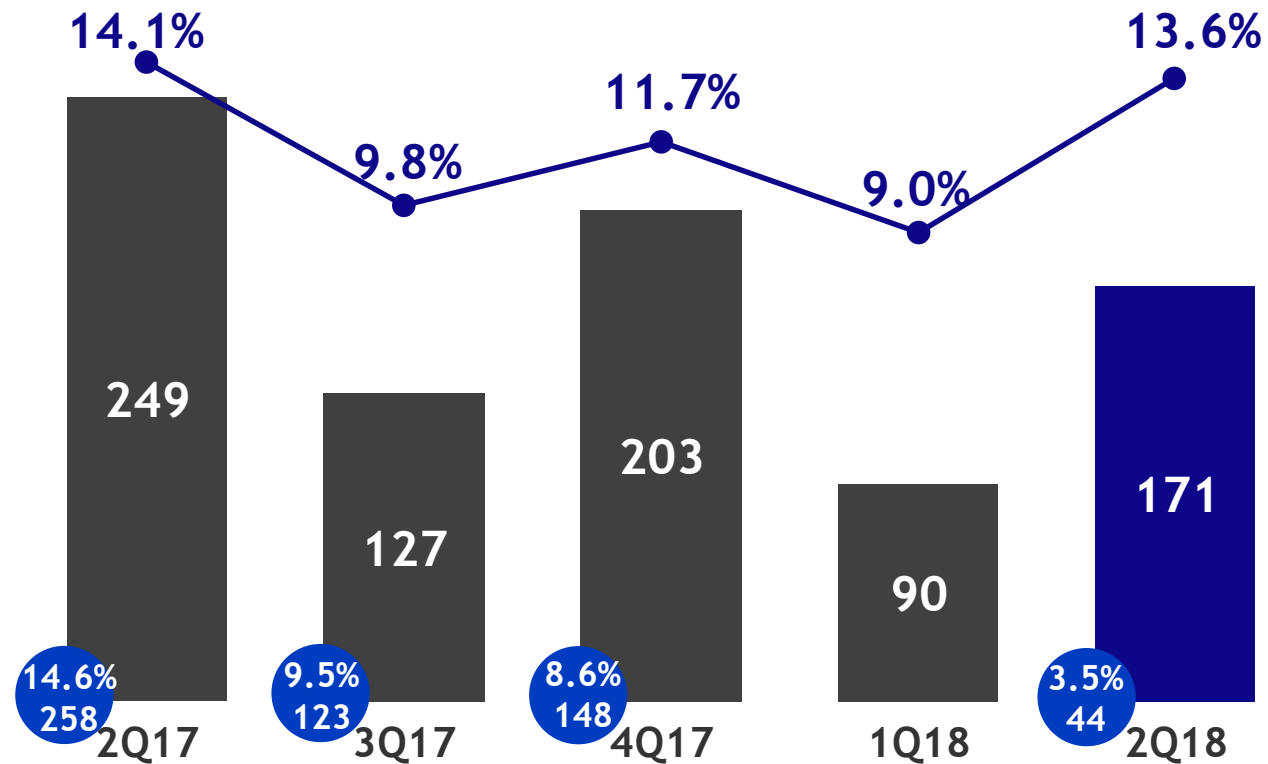
- ADJUSTED EBITDA
- ADJUSTED EBITDA MARGIN

● INCLUDES SPECIAL ITEMS (US\$ MILLION)

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

2Q18: (127)
1Q18: -
4Q17: (55)
3Q17: (4)
2Q17: 9

YTD: 261 | 11.6%



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

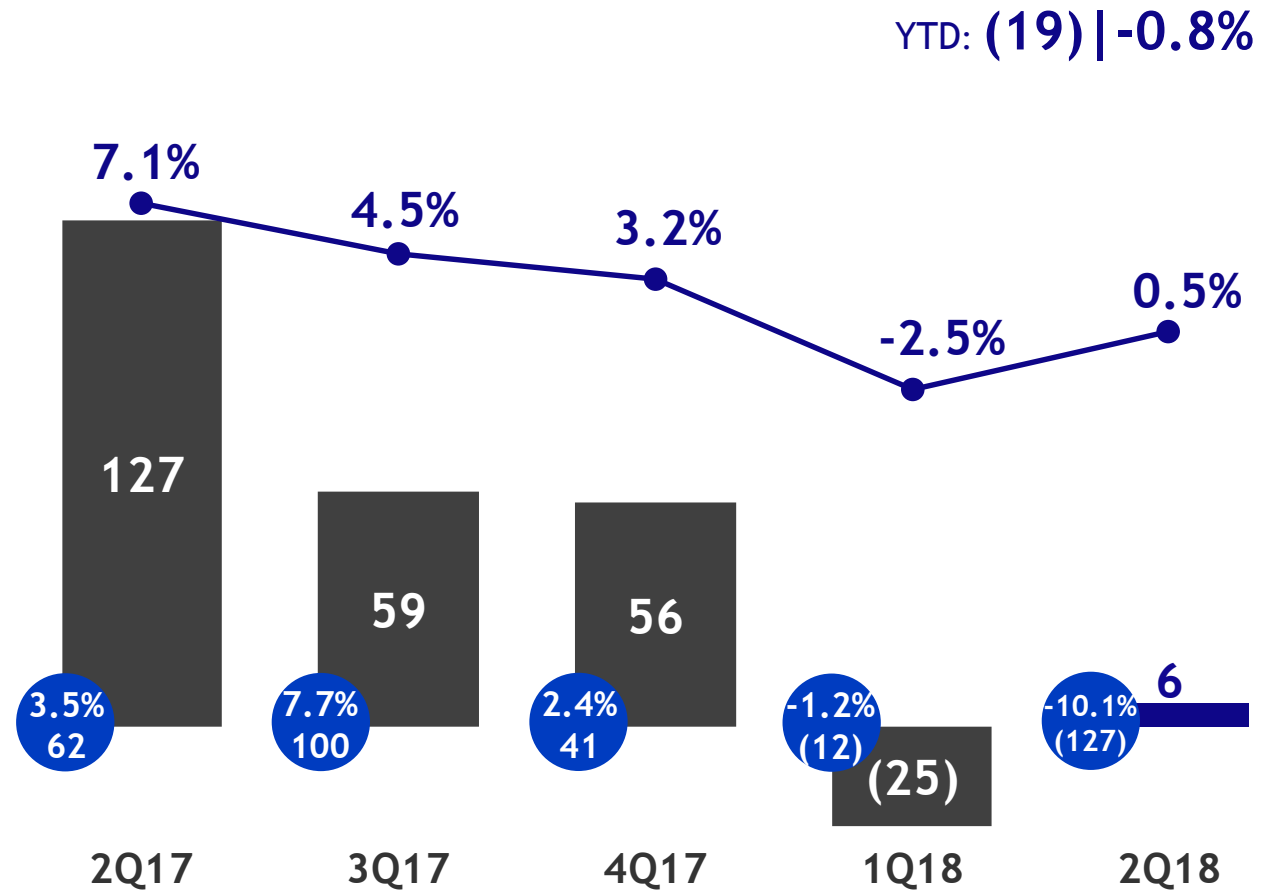


ADJUSTED NET INCOME*

US\$ Million

- ADJUSTED NET INCOME
- ADJUSTED NET MARGIN
- INCLUDES PROVISIONS

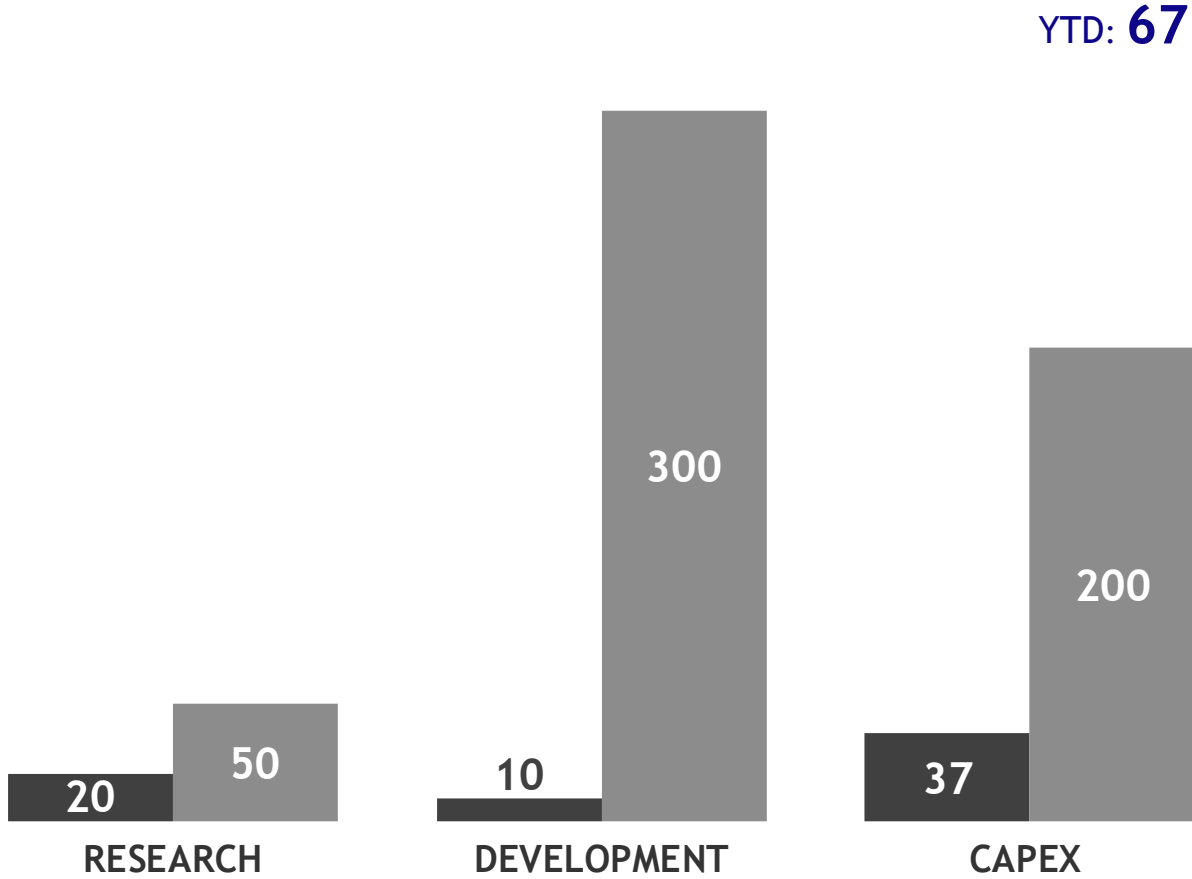
*Excludes extraordinary items



INVESTMENTS

US\$ Million

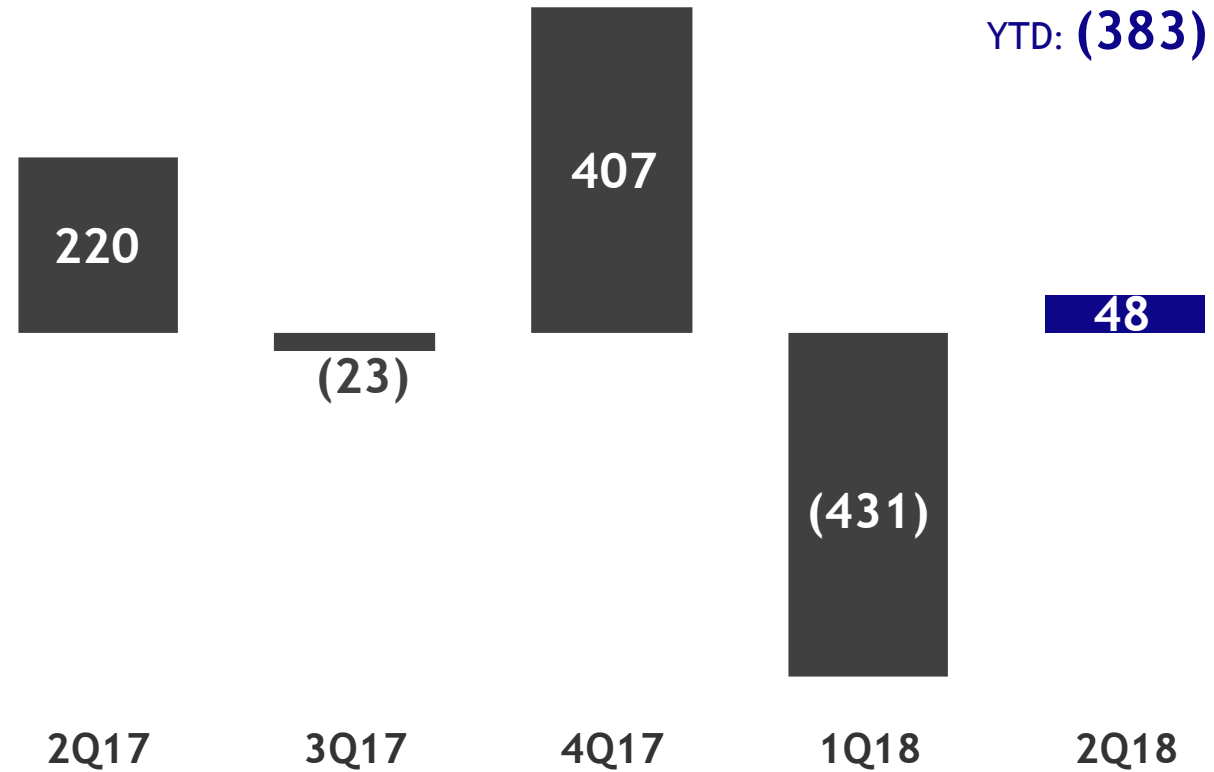
- 2018 OUTLOOK
- 2018 YTD



← 2018 OUTLOOK: US\$ **550** MILLION

ADJUSTED FREE CASH FLOW

US\$ Million



	2Q17	3Q17	4Q17	1Q18	2Q18	2018
NET CASH GENERATED (USED) BY OPERATING ACTIVITIES	398	136	608	(311)	134	(177)
NET ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT	(61)	(47)	(76)	(40)	(31)	(71)
ADDITIONS TO INTANGIBLE ASSETS	(117)	(111)	(125)	(80)	(55)	(135)
FREE CASH FLOW	220	(23)	407	(431)	48	(383)

← 2018 OUTLOOK: US\$(100) MILLION

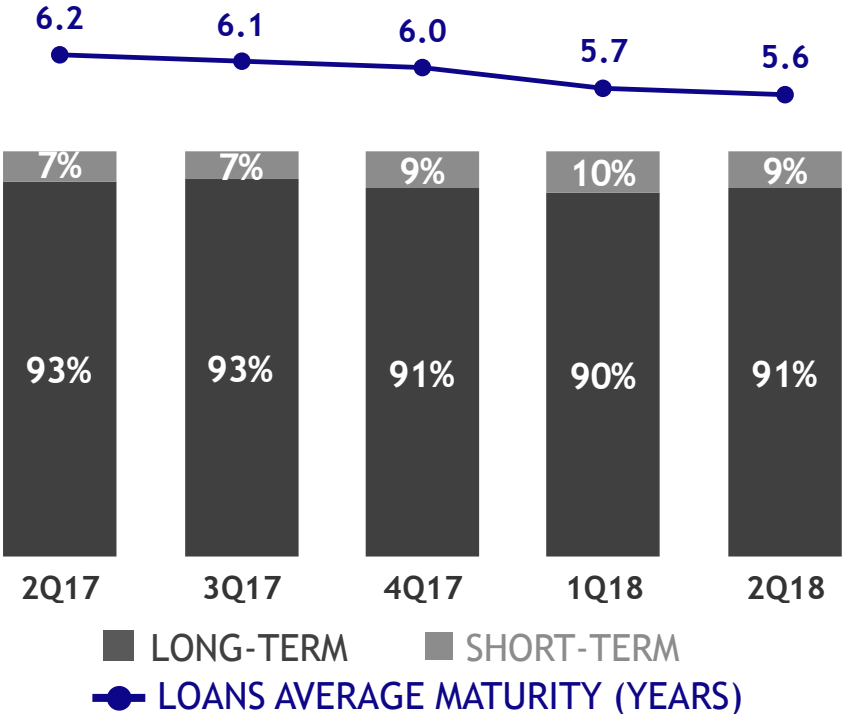


INDEBTEDNESS PROFILE

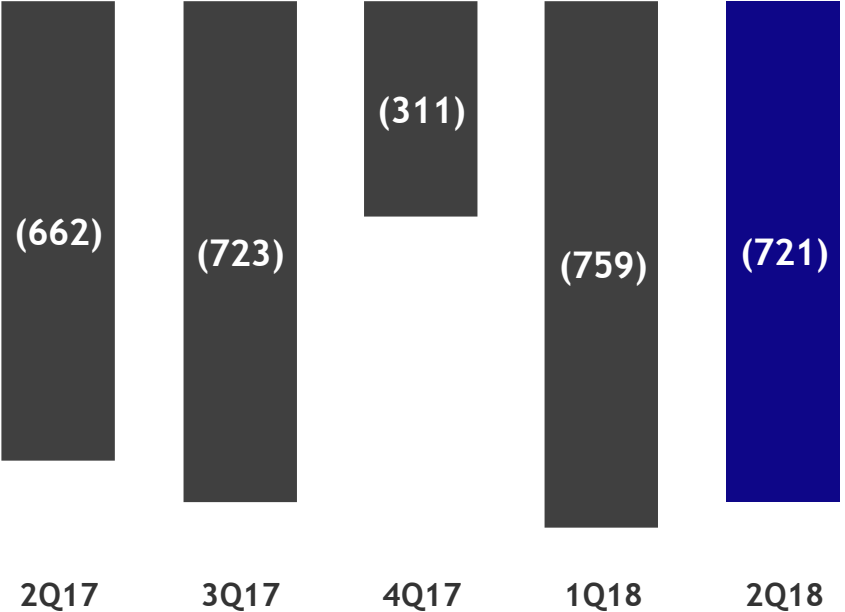
NET CASH

TOTAL CASH: US\$ **3.34** BILLION
 TOTAL DEBT: US\$ **4.06** BILLION

INDEBTEDNESS MATURITY



NET CASH (DEBT) (US\$ Million)



FINANCIAL OUTLOOK



2018 OUTLOOK REITERATED



**COMMERCIAL
AVIATION**



**EXECUTIVE
AVIATION**



**DEFENSE &
SECURITY**



**SERVICES &
SUPPORT**



Net Revenues
US\$ Billion

5.4 - 5.9

2.3 - 2.45

1.35 - 1.5

0.8 - 0.9

0.9 - 1.0

Deliveries

85 - 95

105 - 125
 70 - 80
 35 - 45

EBIT

EBITDA

FCF

INVESTMENTS

US\$ Million

270 - 355

540 - 650

(100)

550 / 50 Research
300 Development
200 Capex

Margin

5% - 6%

10% - 11%



