

*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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# 1Q19 EARNINGS RESULTS





# COMMERCIAL AVIATION

## HIGHLIGHTS

- ← DELIVERY OF 11 E-JETS IN 1Q19
- ← DELIVERY OF THE FIRST E175 IN AFRICA TO MAURITANIA AIRLINES
- ← SKYWEST SIGNED A FIRM ORDER FOR NINE E175 JETS (TOTAL OF 158 ORDERS SINCE 2013)
- ← EMBRAER E195-E2 GRANTED TRIPLE CERTIFICATION BY ANAC, FAA AND EASA WITH FIRST DELIVERY TO AZUL AIRLINES IN 3Q19
- ← NIGERIAN CARRIER AIR PEACE PLACED AN ORDER FOR UP TO 30 E195-E2 (FIRST E2 ORDER IN AFRICA)





# EXECUTIVE JETS

## HIGHLIGHTS

- ✦ DELIVERY OF 11 EXECUTIVE JETS AND NEW SALES ABOVE US\$ 300 MN IN 1Q19
- ✦ DELIVERY OF THE 500<sup>TH</sup> PHENOM 300 AIRCRAFT, THE ONLY BUSINESS JET TO ACHIEVE THIS MILESTONE IN THE LAST 10 YEARS
- ✦ PRAETOR 600 GRANTED ITS TYPE CERTIFICATE BY ANAC AND BECAME THE ONLY SUPER-MIDSIZE BUSINESS JET TO BE CERTIFIED SINCE 2014
  - ✦ BEST PERFORMING SUPER-MIDSIZE JET, SURPASSING ALL MAIN DESIGN GOALS AND FLYING BEYOND 4,000 NAUTICAL MILES
  - ✦ THE FARTHEST-FLYING SUPER-MIDSIZE JET, ABLE TO MAKE NONSTOP FLIGHTS BETWEEN LONDON AND NEW YORK, SÃO PAULO AND MIAMI, DUBAI AND LONDON
  - ✦ PRAETOR 600 SOLD-OUT UNTIL MAY 2020, WITH FIRST DELIVERY IN 2Q19



## HIGHLIGHTS

- ✦ KC-390 PROGRAM CONTINUED PREPARATION FOR ENTRY INTO SERVICE IN 2019
  - ✦ FLIGHT TEST CAMPAIGN EXCEEDED 2,000-HOURS, WITH FOCUS ON THE MILITARY MISSIONS
  - ✦ THE AIRCRAFT SUCCESSFULLY ACCOMPLISHED GRAVITY AND EXTRACTION AIRDROP TESTS
- ✦ ÁGUAS AZUIS CONSORTIUM, FORMED BY THYSSENKRUPP, EMBRAER AND ATECH, WAS CHOSEN AS PREFERRED SUPPLIER TO BUILD FOUR NEW SHIPS TO THE BRAZILIAN NAVY
- ✦ TWO A-29 SUPER TUCANO AIRCRAFT DELIVERED TO THE LIGHT AIR SUPPORT PROGRAM (LAS) OF U.S. AIR FORCE IN 1Q19







## SERVICES & SUPPORT

# HIGHLIGHTS

- ← CONTINUOUS EXPANSION OF SERVICES & SUPPORT BUSINESS WITH REVENUE AND PROFITABILITY GROWTH
- ← NEW POOL PROGRAMS WERE SIGNED WITH E1 OPERATORS INCLUDING WDL AVIATION GMBH, MAURITANIA AIRLINES AND AIR BOTSWANA
- ← ADDITION OF NEW E2 OPERATORS TO EMBRAER'S SERVICES & SUPPORT BASE SUCH AS AIR ASTANA (KAZAKHSTAN) AND BINTER (SPAIN)



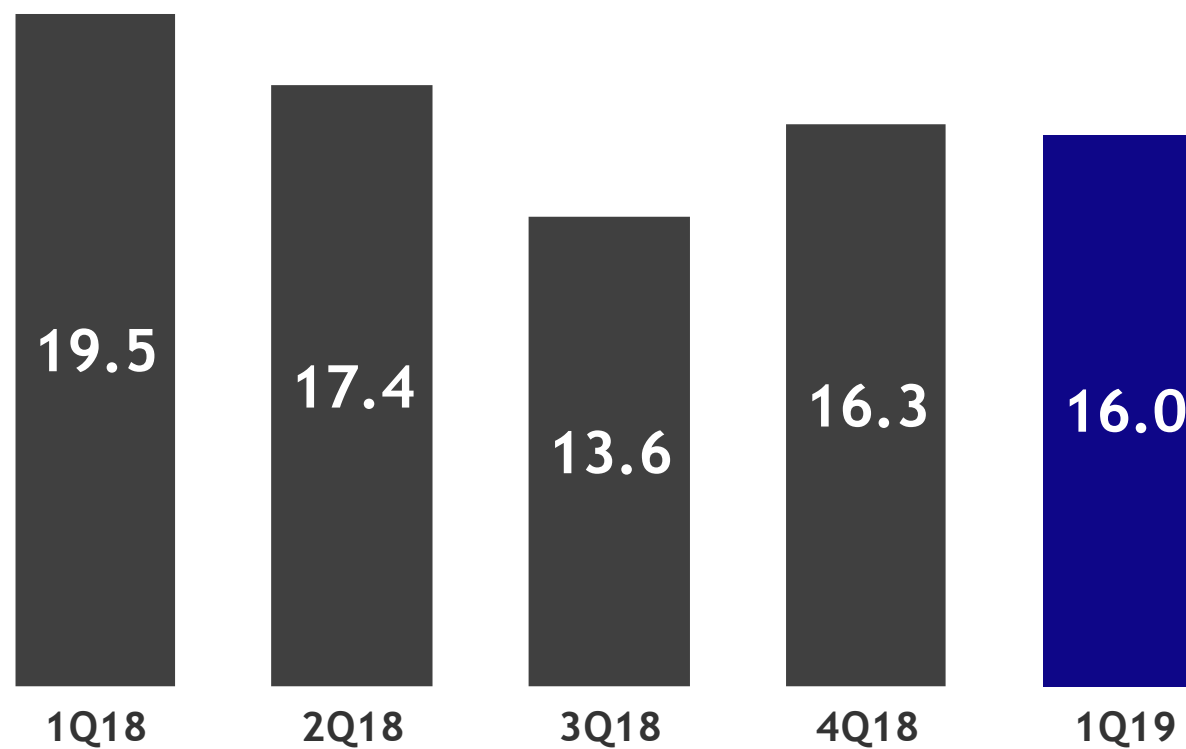
# FINANCIAL RESULTS





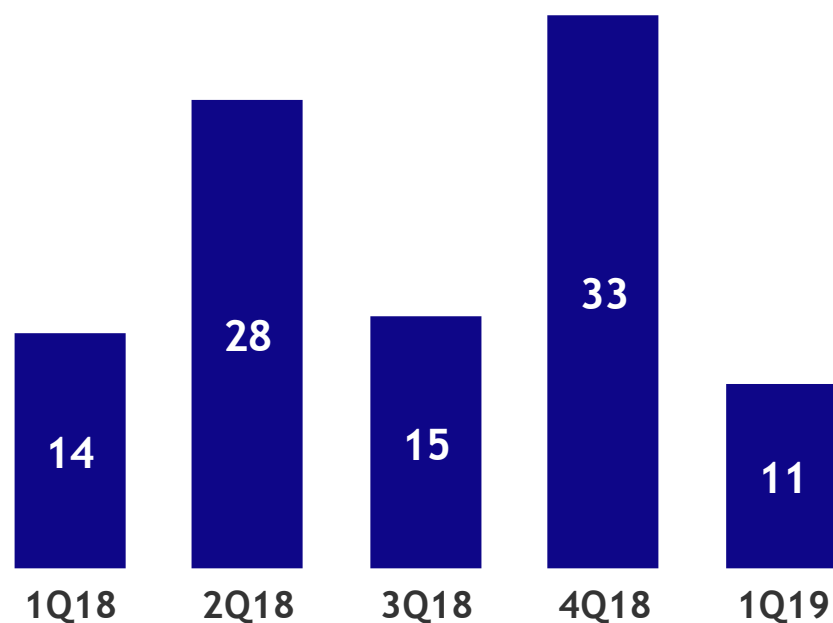
# FIRM ORDER BACKLOG

US\$ Billion



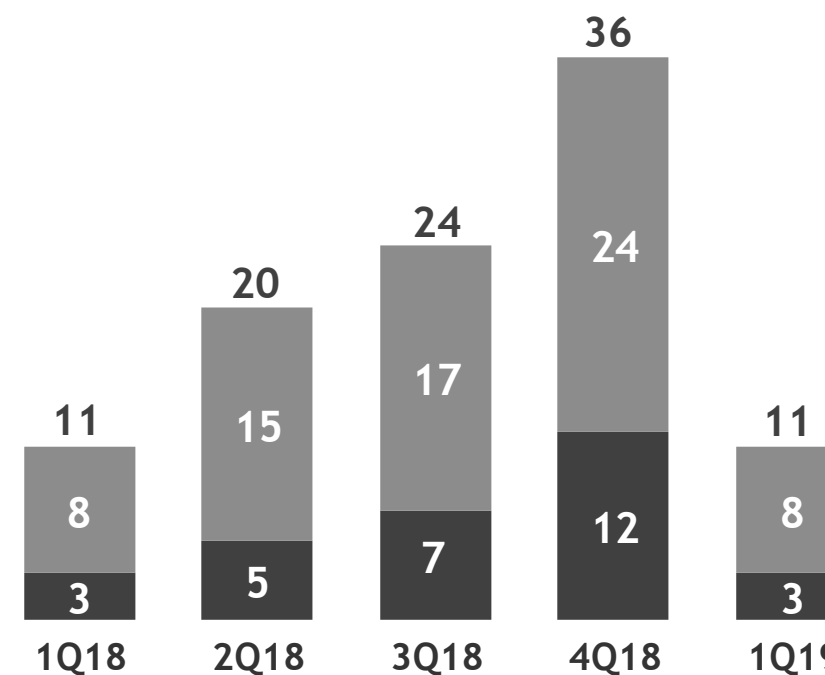
# AIRCRAFT DELIVERIES

## COMMERCIAL AVIATION



← 2019 OUTLOOK: **85 - 95**

## EXECUTIVE JETS

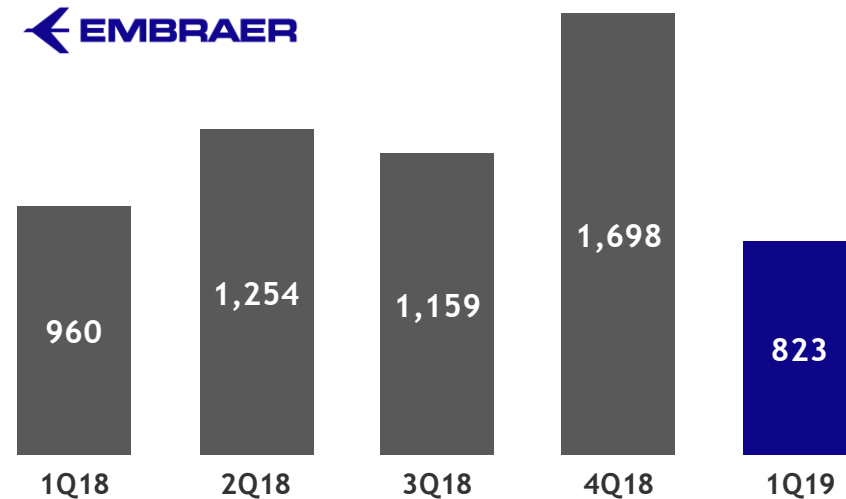


← 2019 OUTLOOK: **90 - 110**



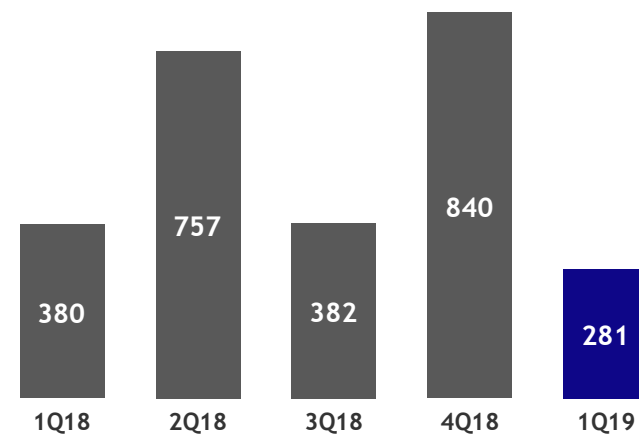
# NET REVENUES

US\$ Million

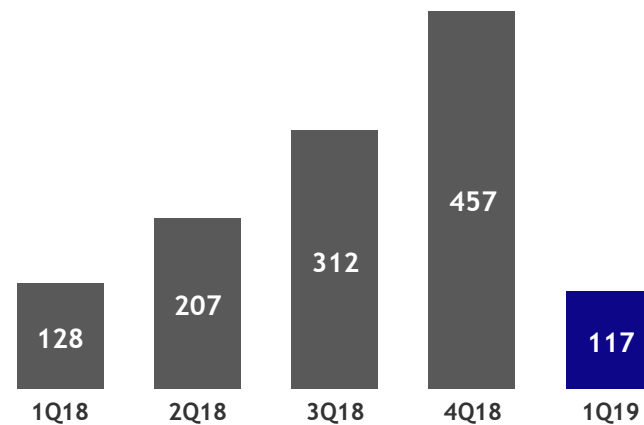


← 2019 OUTLOOK: US\$ 5.3 - 5.7 BILLION

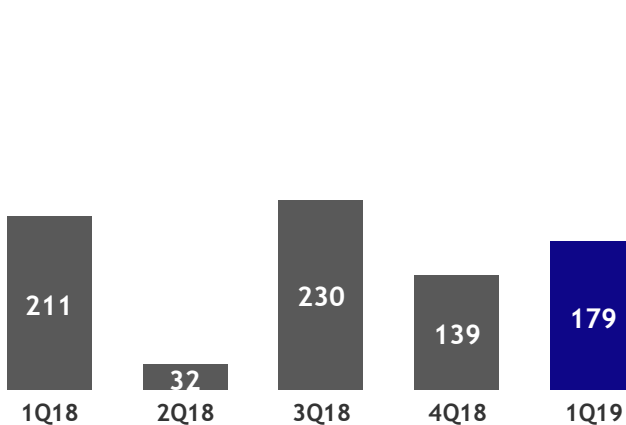
## COMMERCIAL AVIATION



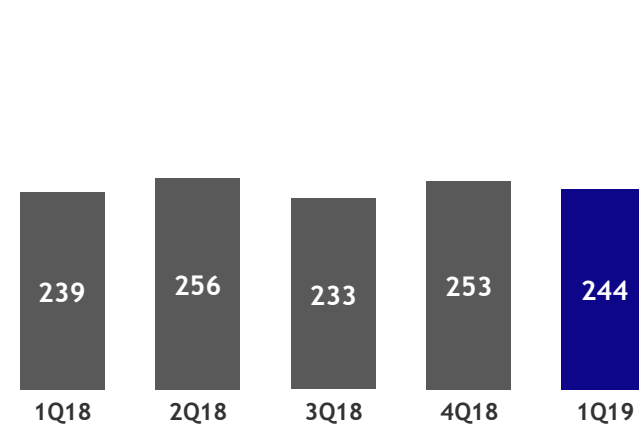
## EXECUTIVE JETS



## DEFENSE & SECURITY



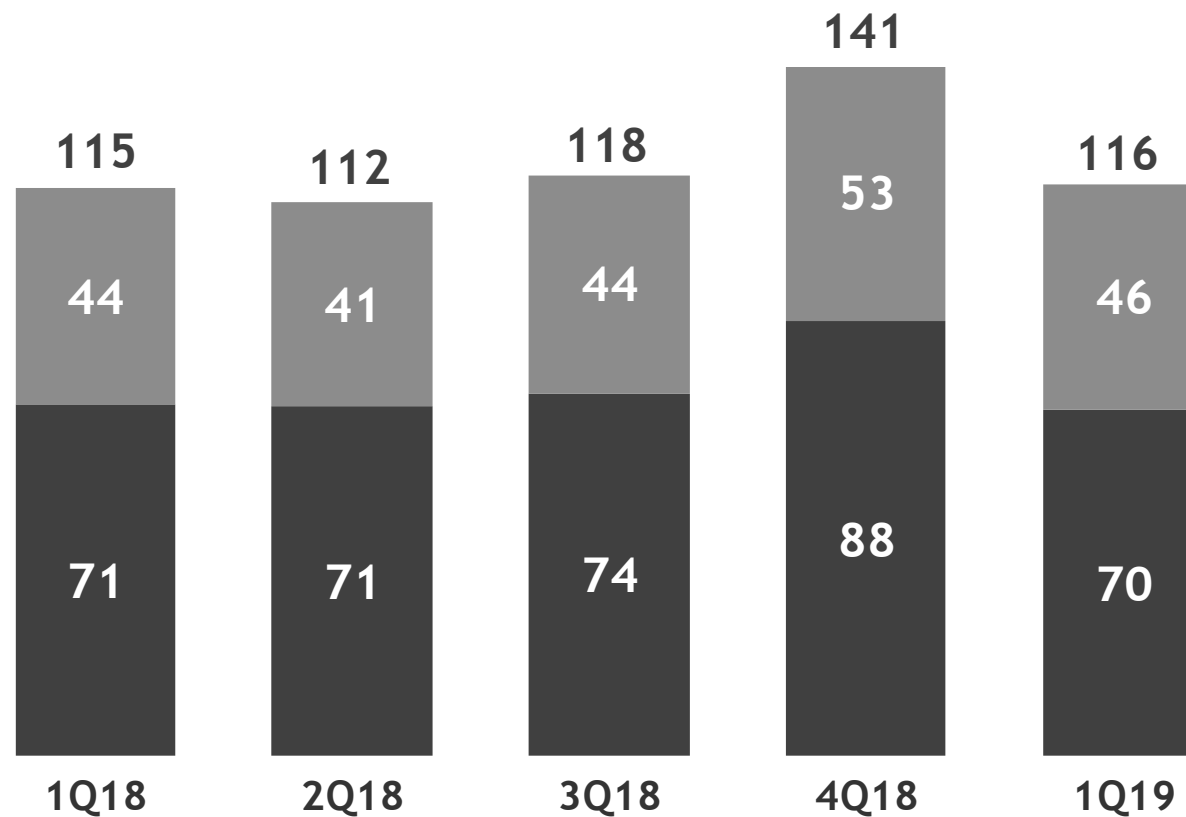
## SERVICES & SUPPORT



# SG&A EXPENSES

US\$ Million

■ G&A EXPENSES  
■ SELLING EXPENSES



# ADJUSTED EBIT

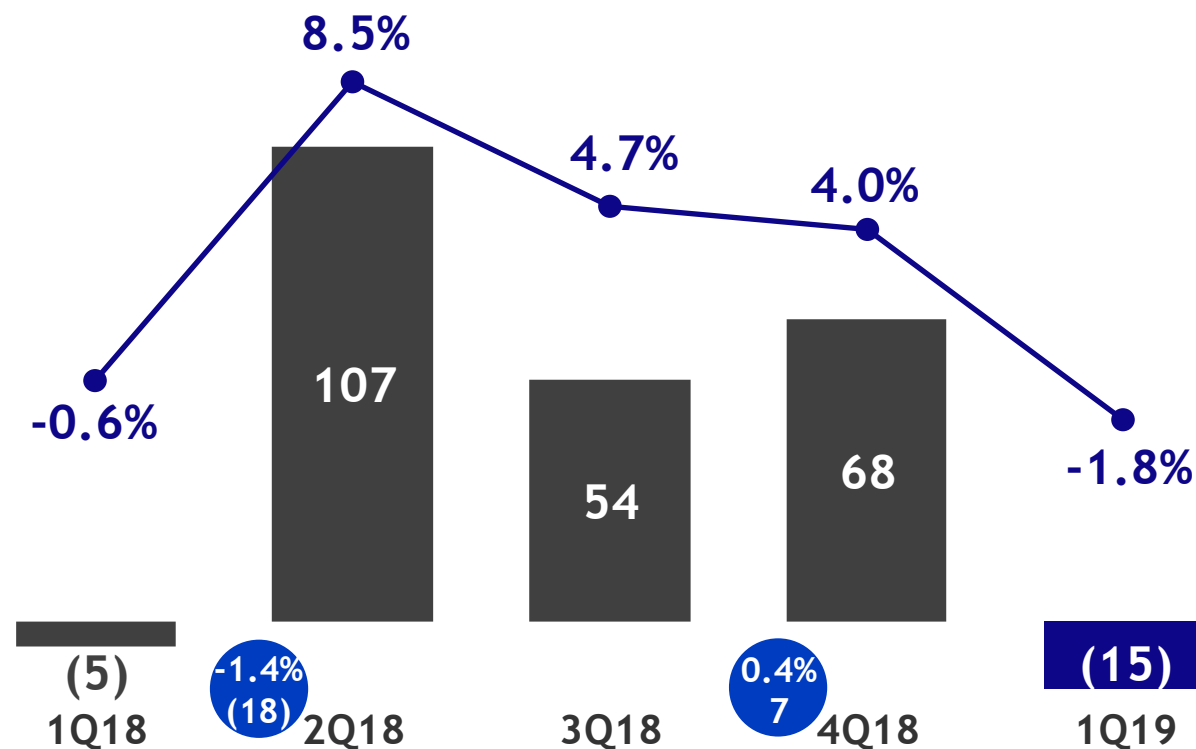
US\$ Million

- 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

4Q18: (61)

2Q18: (127)



← 2019 OUTLOOK: **BREAKEVEN**



# ADJUSTED EBITDA

US\$ Million

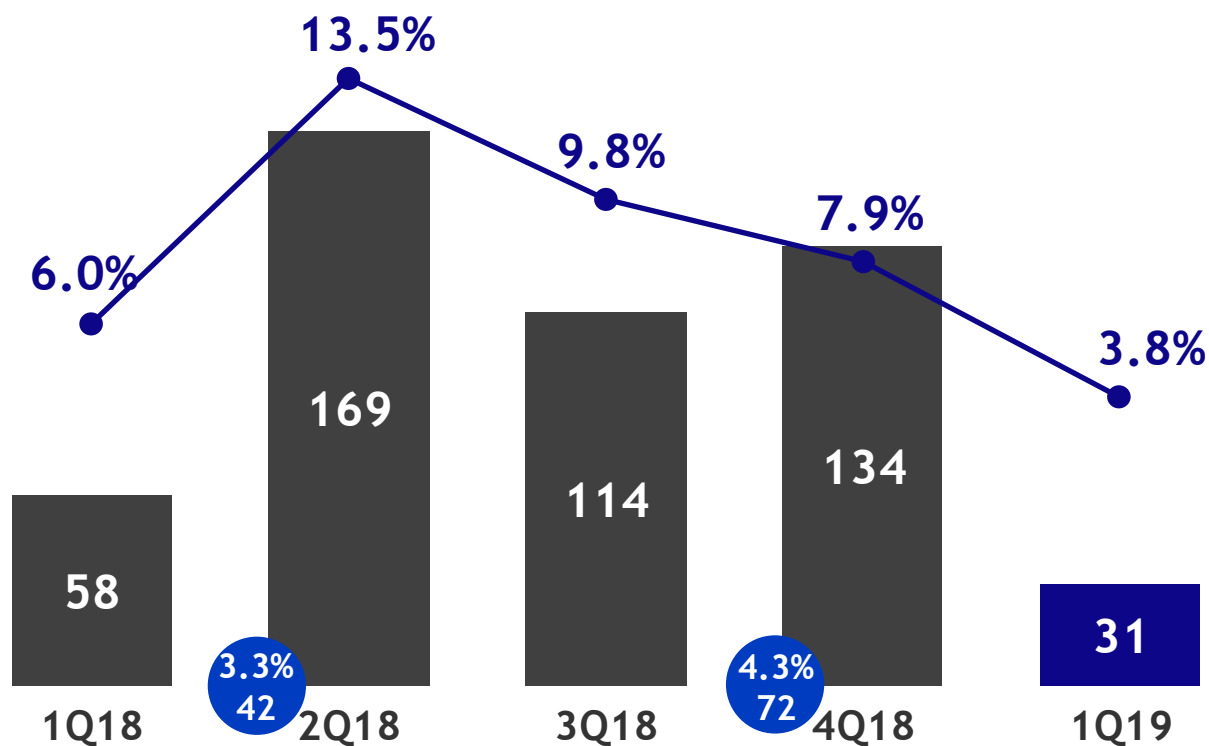
■ ADJUSTED EBITDA  
—● ADJUSTED EBITDA MARGIN

● INCLUDES SPECIAL ITEMS  
(US\$ MILLION)

REPUBLIC AIRWAYS  
VOLUNTARY DISMISSAL  
FCPA SETTLEMENT  
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KC-390 COST BASE REVISION

4Q18: (61)

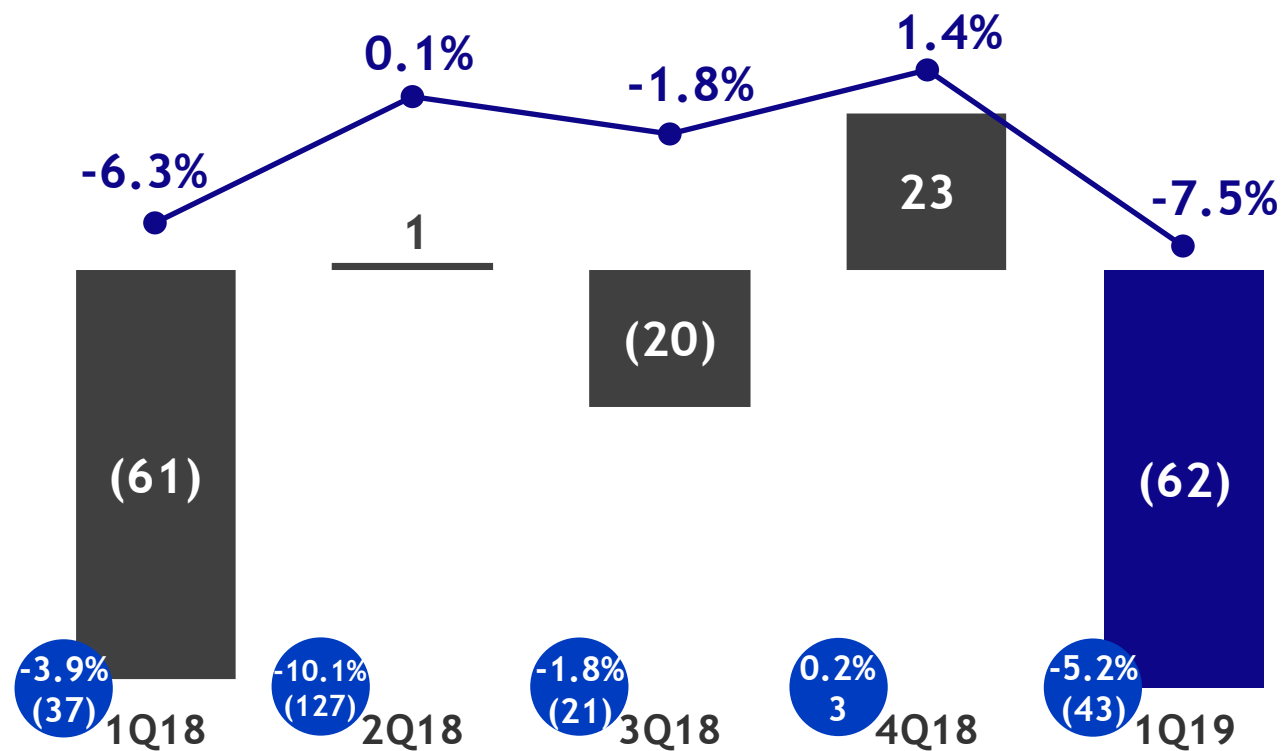
2Q18: (127)



# ADJUSTED NET INCOME\*

US\$ Million

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

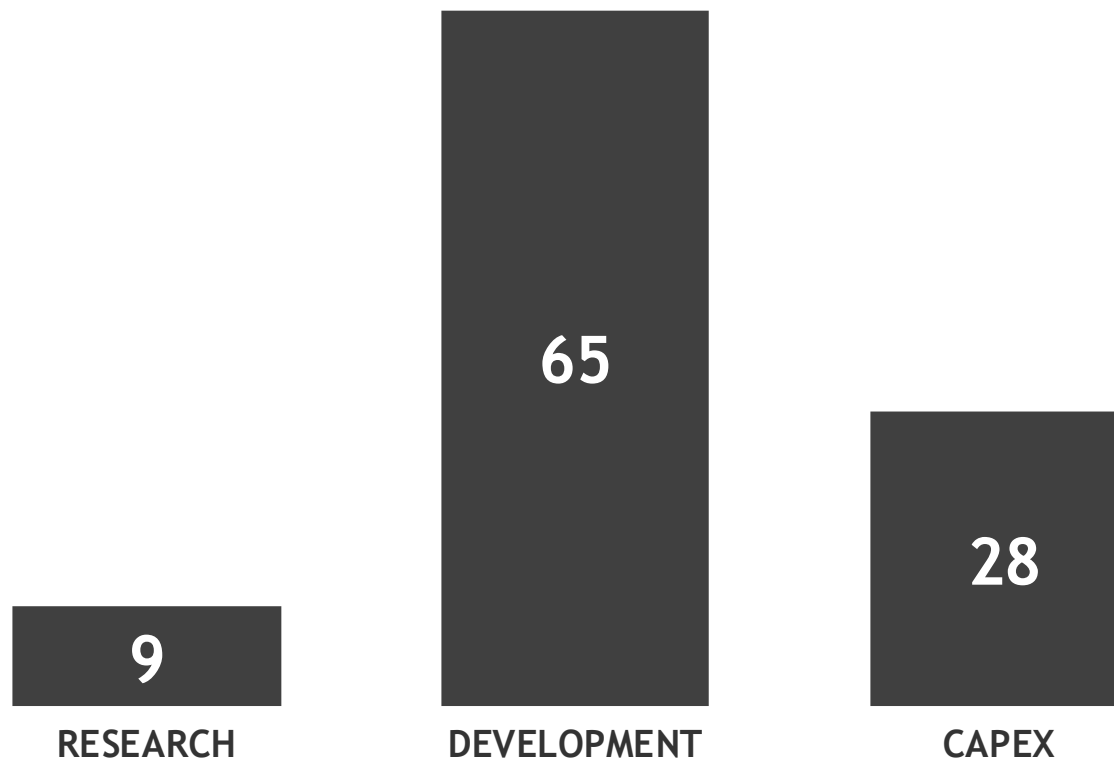




# INVESTMENTS

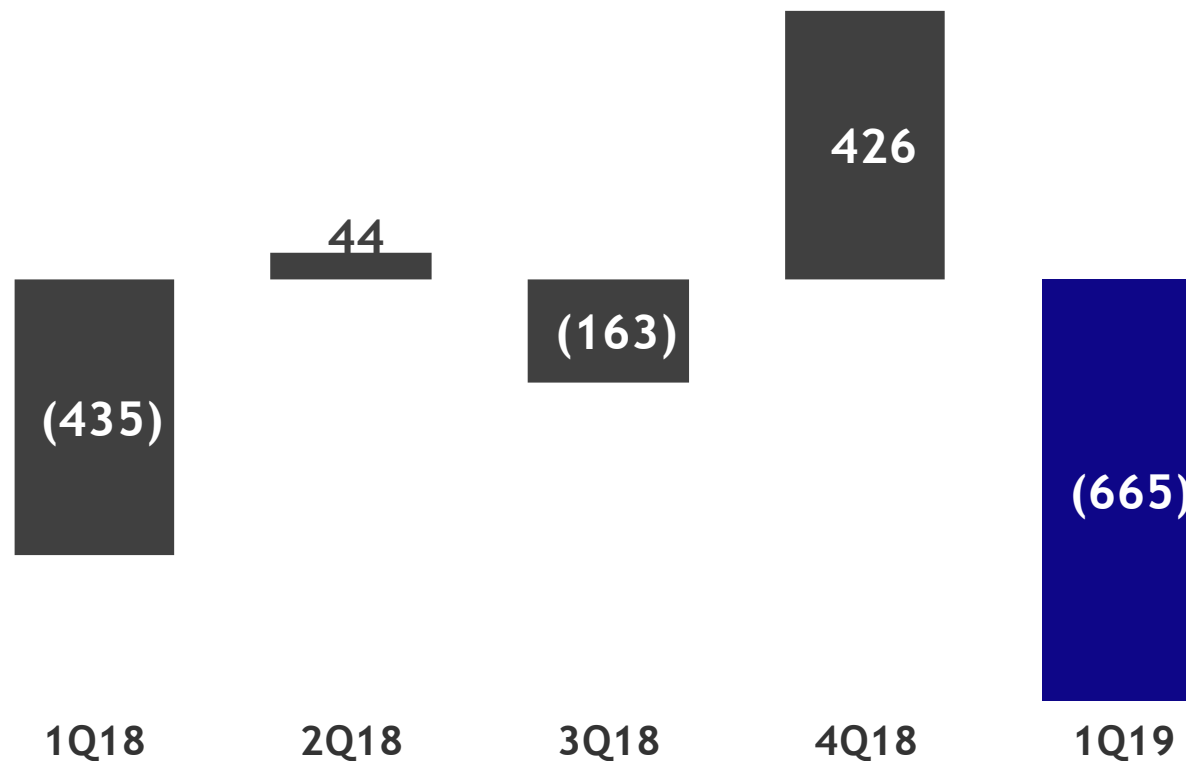
US\$ Million

YTD: **102**



# ADJUSTED FREE CASH FLOW

US\$ Million



	1Q18	2Q18	3Q18	4Q18	2018	1Q19
NET CASH GENERATED (USED) BY OPERAT. ACT.	(315)	130	(71)	573	317	(558)
NET ADDITIONS TO PP&E	(40)	(31)	(27)	(57)	(154)	(43)
ADDITIONS TO INTANGIBLE ASSETS	(80)	(55)	(65)	(90)	(290)	(65)
<b>FREE CASH FLOW</b>	<b>(435)</b>	<b>44</b>	<b>(163)</b>	<b>426</b>	<b>(128)</b>	<b>(665)</b>



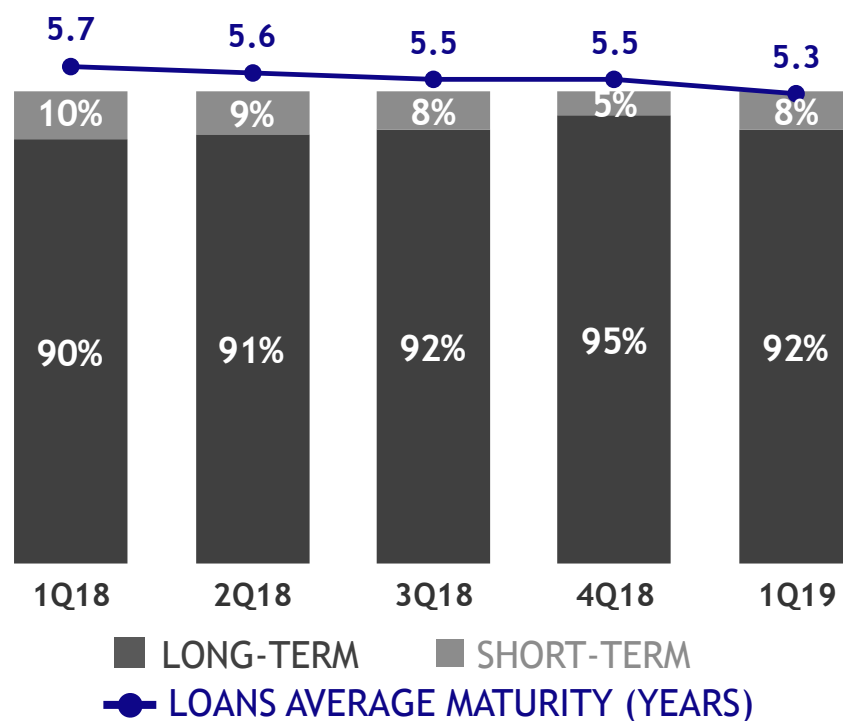
# INDEBTEDNESS PROFILE

## NET DEBT

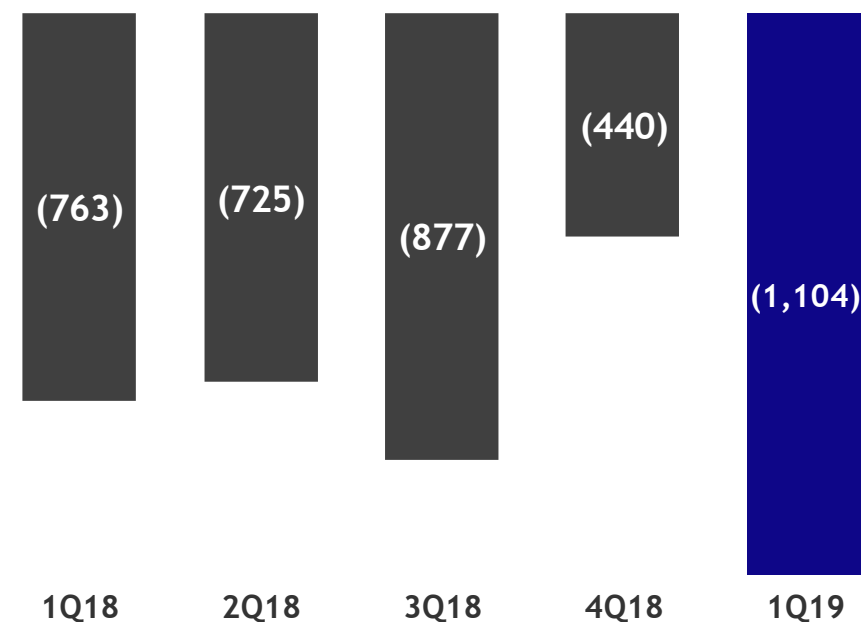
TOTAL CASH: US\$ **2.48** BILLION

TOTAL DEBT: US\$ **3.59** BILLION

### INDEBTEDNESS MATURITY



### NET DEBT (US\$ Million)



← 2019 OUTLOOK: ~US\$ **1.0** BILLION NET CASH AFTER CLOSE  
 ~US\$ **1.6** BILLION EXTRAORDINARY DIVIDEND



# CLOSING REMARKS

- ✦ FRANCISCO GOMES NETO, FORMER PRESIDENT OF MARCOPOLO, WAS ANNOUNCED AS NEW CEO AND PRESIDENT OF EMBRAER
  
- ✦ EMBRAER AND BOEING STRATEGIC PARTNERSHIP:
  - ✦ ON GOING INTERACTION WITH ANTITRUST AUTHORITIES
  - ✦ CARVE-OUT ACTIVITIES OF THE COMMERCIAL AVIATION BUSINESS STARTED
  - ✦ TRANSACTION COULD CLOSE BY THE END OF 2019 (IF ALL APPROVALS ARE OBTAINED ON TIME)



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