



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.

3Q18 EARNINGS RESULTS



HIGHLIGHTS

- ✦ DELIVERY OF 15 E-JETS IN 3Q18 AND 57 YTD
(REITERATE OUTLOOK: 85 - 95)
- ✦ E190-E2 STEADY ENTRY INTO SERVICE SINCE APRIL WITH 98.5% SCHEDULE RELIABILITY AND 99.5% COMPLETION RATE
- ✦ HELVETIC AIRWAYS FROM SWITZERLAND SIGNED A FIRM ORDER FOR 12 E190-E2
- ✦ BINTER CANARIAS FROM SPAIN SIGNED A FIRM ORDER FOR 3 E195-E2
- ✦ E195-E2 PROGRAM IS ON TRACK FOR CERTIFICATION IN 1H19



HIGHLIGHTS

- ✦ DELIVERY OF 24 EXECUTIVE JETS IN 3Q18 AND 55 YTD (REITERATE GUIDANCE: 105 - 125)
- ✦ LEGACY 450/500 FAMILY REACHED 100TH MILESTONE DELIVERY, INCLUDING DELIVERY OF FIFTH LEGACY 450 TO CANADIAN OPERATOR AIRSPRINT
- ✦ LAUNCH OF THE NEW PRAETOR 500 AND PRAETOR 600 AT NBAA:
 - ✦ THE MOST DISRUPTIVE AND TECHNOLOGICALLY ADVANCED JETS IN THE MIDSIZE AND SUPER-MIDSIZE SEGMENTS
 - ✦ 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
 - ✦ FULL FLY-BY-WIRE WITH ACTIVE TURBULENCE REDUCTION AND BEST IN-FLIGHT KA-BAND CONNECTIVITY



HIGHLIGHTS

- ✦ **KC-390 RECEIVED CERTIFICATION FROM THE BRAZILIAN CIVIL AVIATION (ANAC) AND FIRST DELIVERY TO THE BRAZILIAN AIR FORCE IS SCHEDULED FOR 1H19**
- ✦ **KC-390 AIRCRAFT #003 SUCCESSFULLY PERFORMED ITS FIRST FLIGHT AND AIRCRAFT #004 TO #008 ARE ALREADY UNDER ASSEMBLY**
- ✦ **BRAZILIAN AIR FORCE'S SPECIAL FLIGHT INSPECTION GROUP RECEIVED ITS THIRD LEGACY 500 TO THE I-X PROGRAM**
- ✦ **EMBRAER SHORT LISTED IN THE BRAZILIAN NAVY CORVETTE CLASS PROGRAM TO PROVIDE THE COMBAT MANAGEMENT AND SYSTEM INTEGRATION**
- ✦ **EMBRAER RECEIVED THE INITIAL REQUEST FOR PROPOSAL FOR THE LIGHT ATTACK AIRCRAFT PROGRAM OF THE U.S. AIR FORCE**

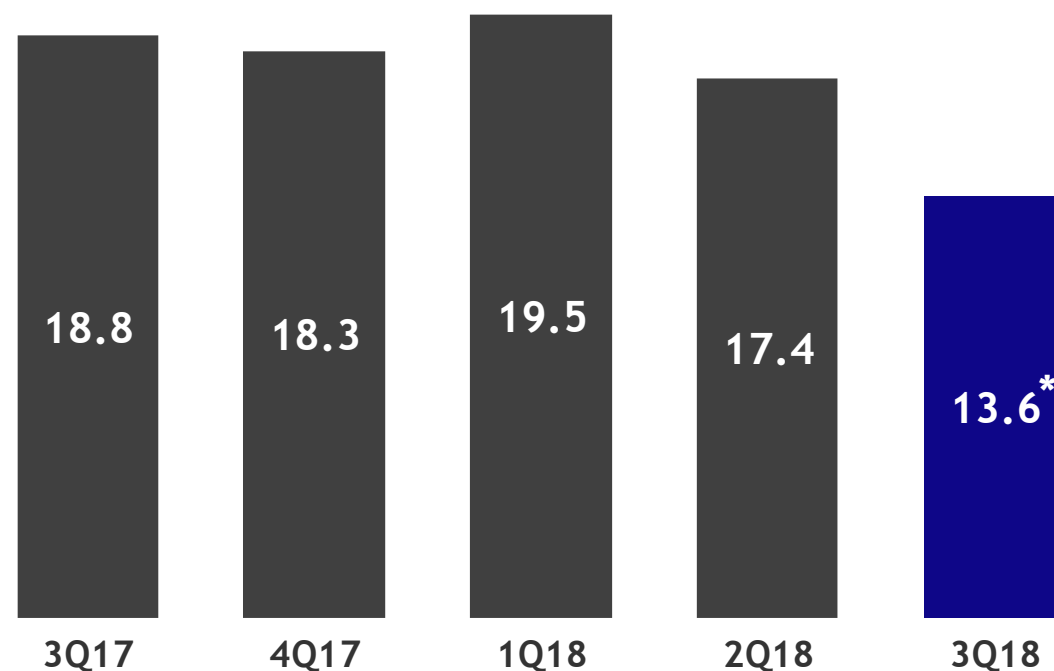


FINANCIAL RESULTS



FIRM ORDER BACKLOG

US\$ Billion

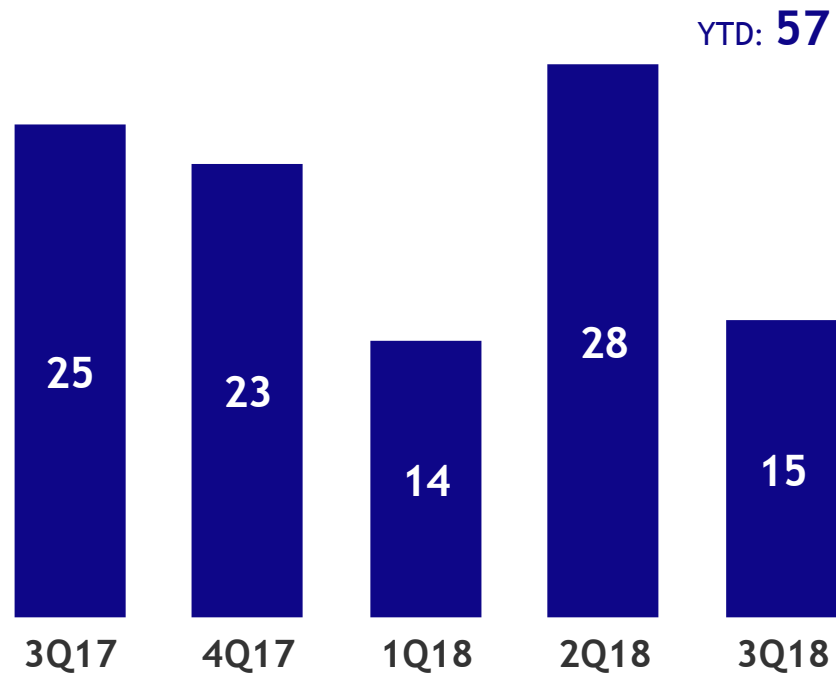


* SKYWEST ORDER FOR 100 E175-E2 WAS REMOVED FROM 3Q18 BACKLOG DUE TO ITS CONDITIONALITY (SKYWEST IS COMMITTED WITH THE ORDER AND THE CONTRACT TERMS REMAIN UNCHANGED)



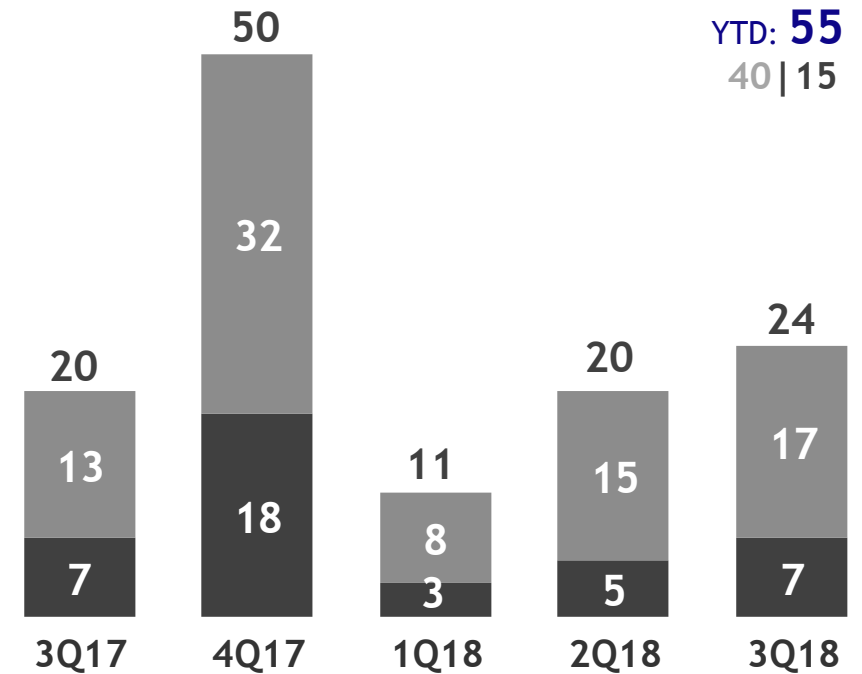
AIRCRAFT DELIVERIES

COMMERCIAL AVIATION



← 2018 OUTLOOK: 85 - 95

EXECUTIVE JETS



← 2018 OUTLOOK: 105 - 125

70 - 80
35 - 45

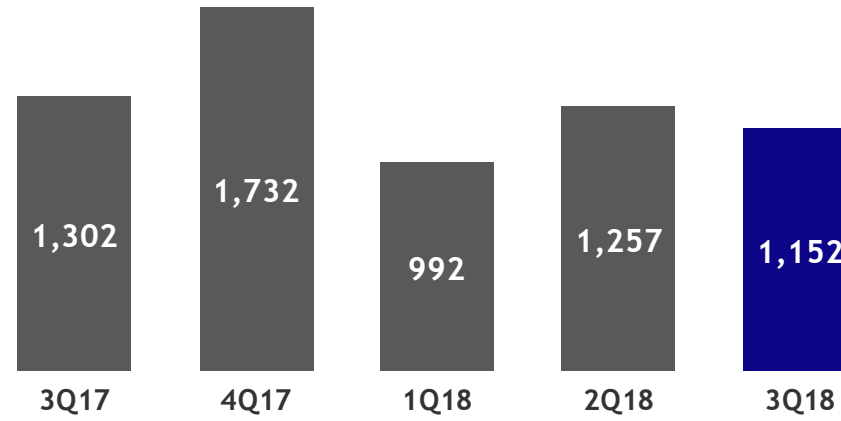


NET REVENUES

US\$ Million



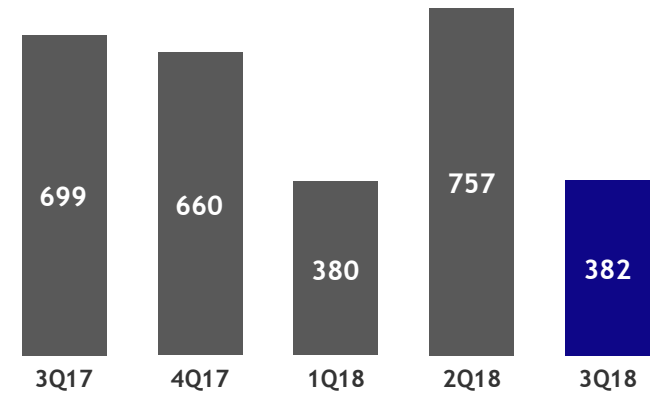
YTD: 3,400



2018 OUTLOOK: US\$ 5.4 - 5.9 BILLION

COMMERCIAL AVIATION

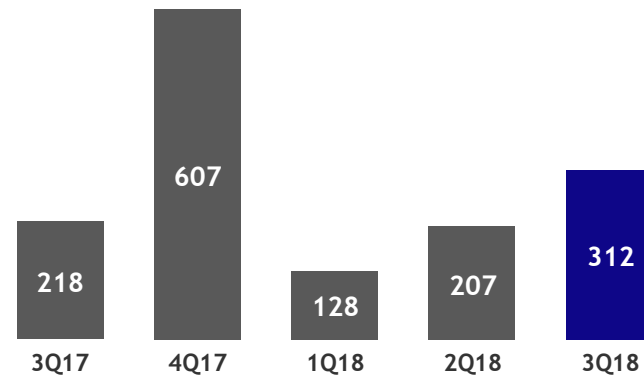
YTD: 1,519



2018 OUTLOOK: US\$ 2.3 - 2.45 BILLION

EXECUTIVE JETS

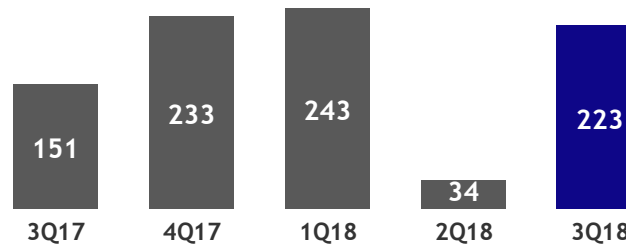
YTD: 647



2018 OUTLOOK: US\$ 1.35 - 1.5 BILLION

DEFENSE & SECURITY

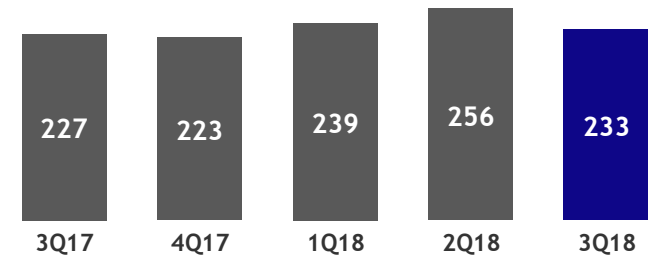
YTD: 499



2018 OUTLOOK: US\$ 0.8 - 0.9 BILLION

SERVICES & SUPPORT

YTD: 728



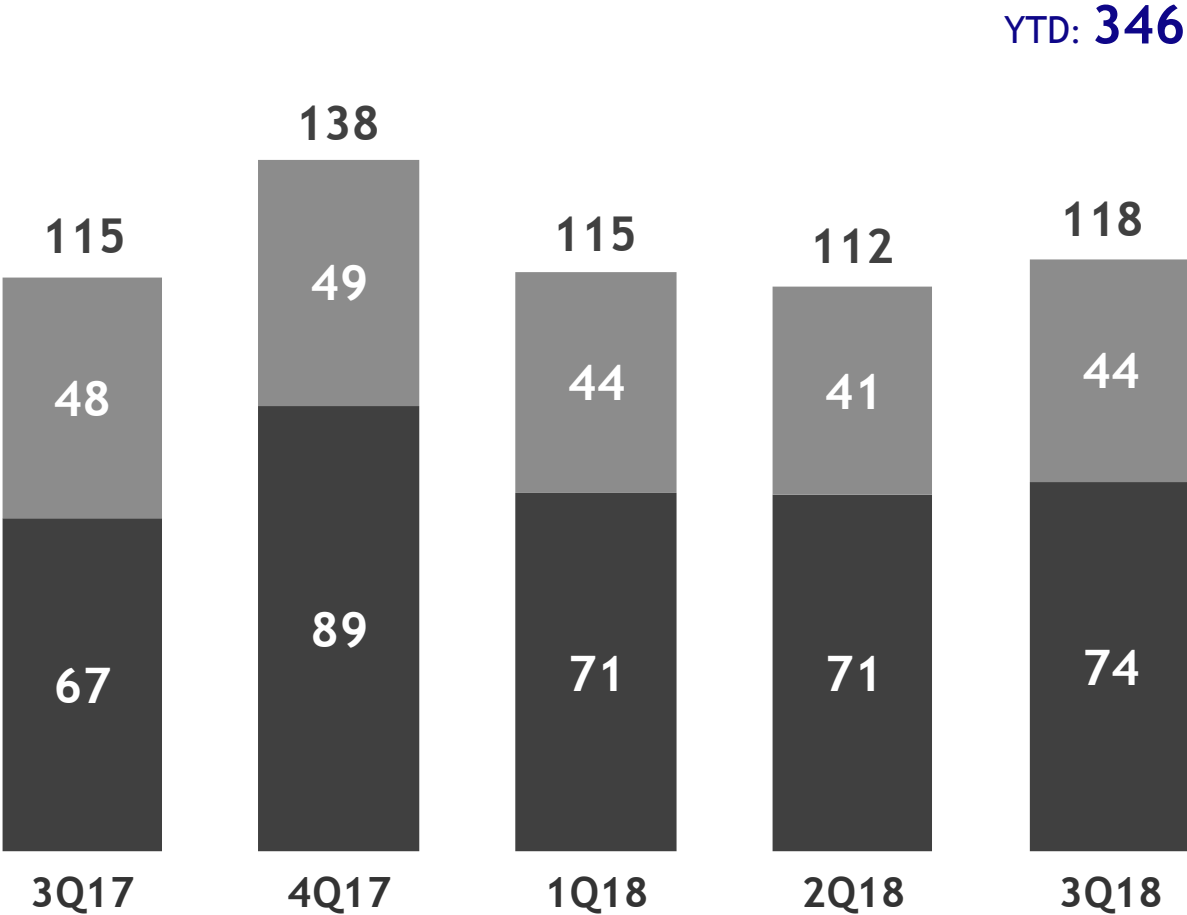
2018 OUTLOOK: US\$ 0.9 - 1.0 BILLION



SG&A EXPENSES

US\$ Million

- G&A EXPENSES
- SELLING EXPENSES



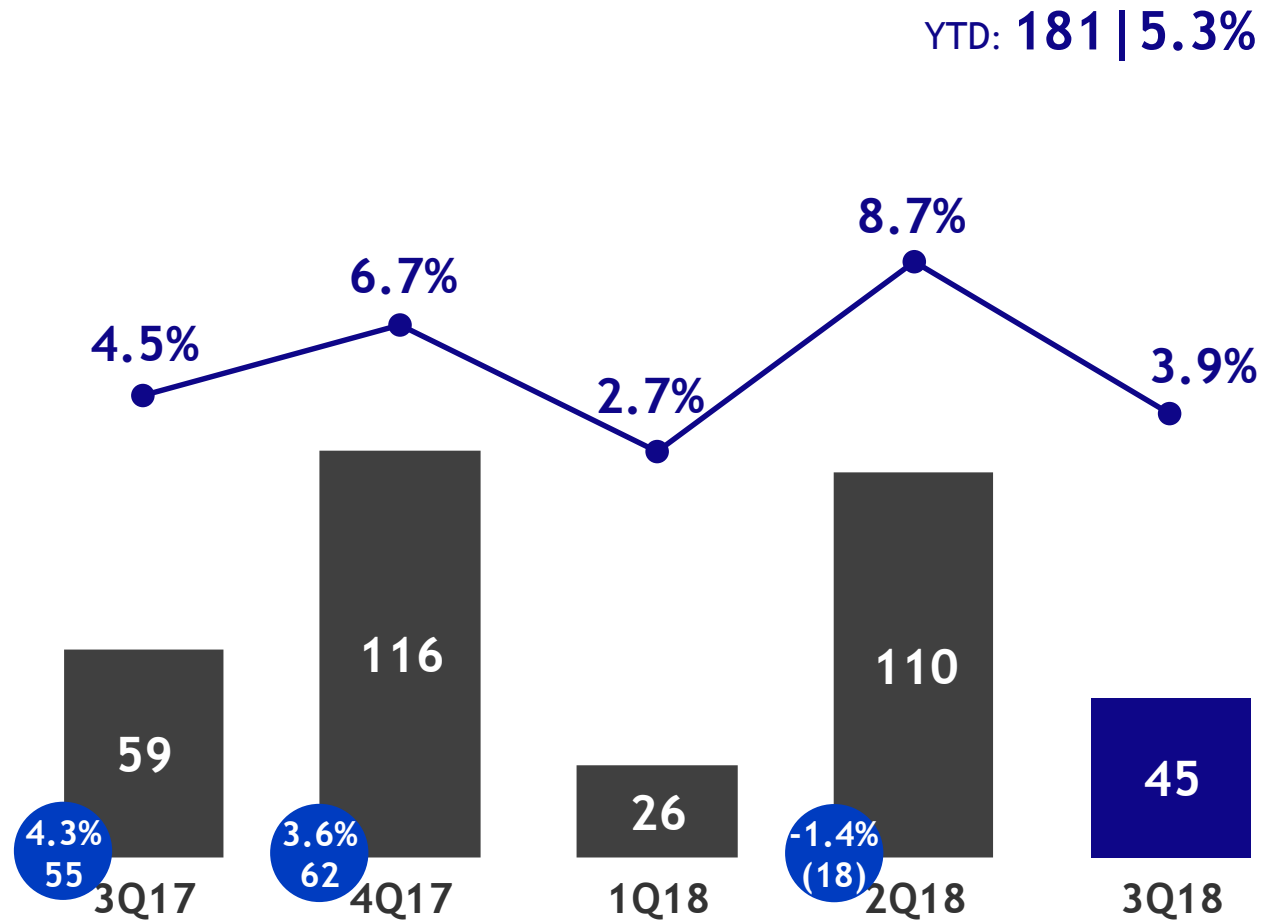
ADJUSTED EBIT

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

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



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



ADJUSTED EBITDA

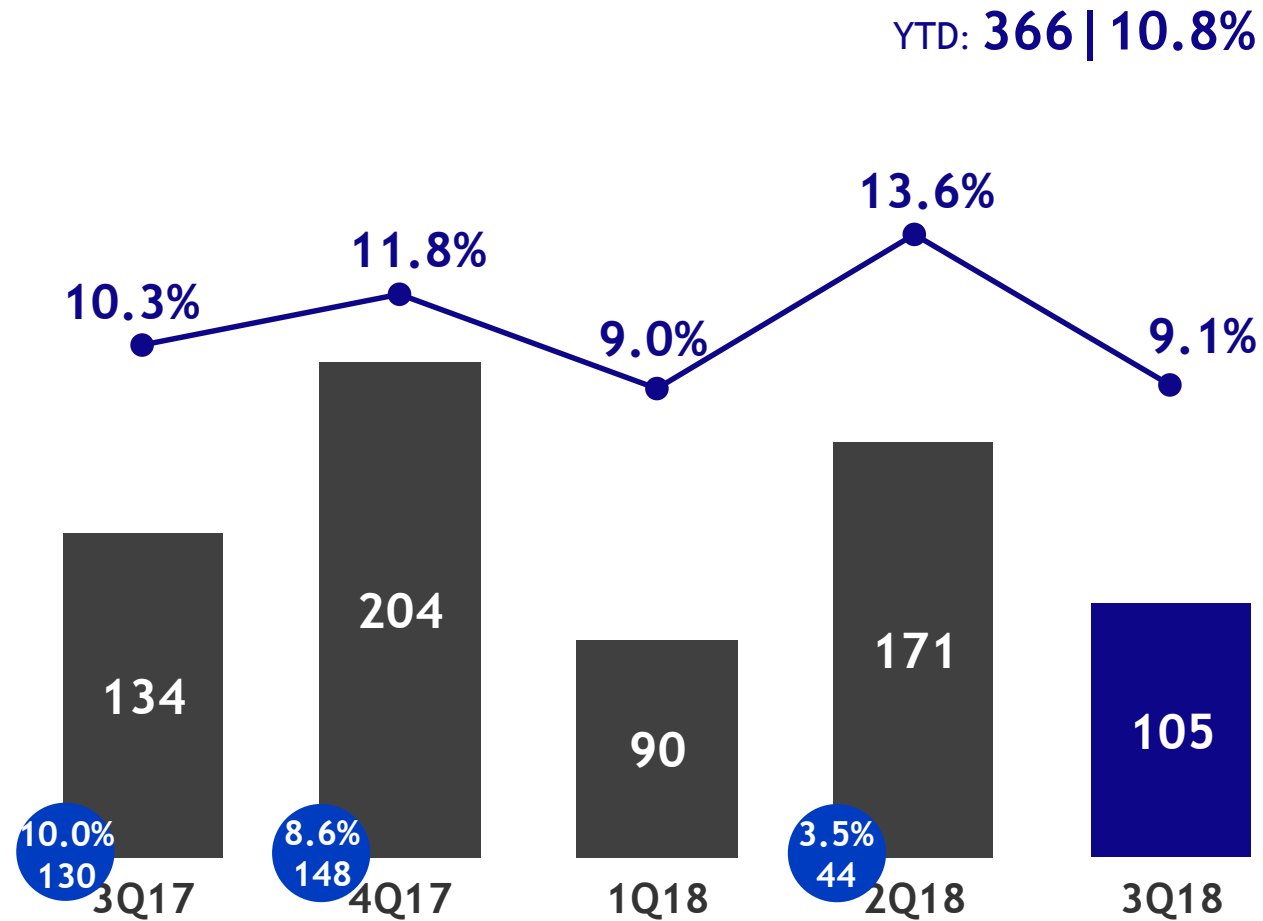
US\$ Million

■ 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

3Q18: -
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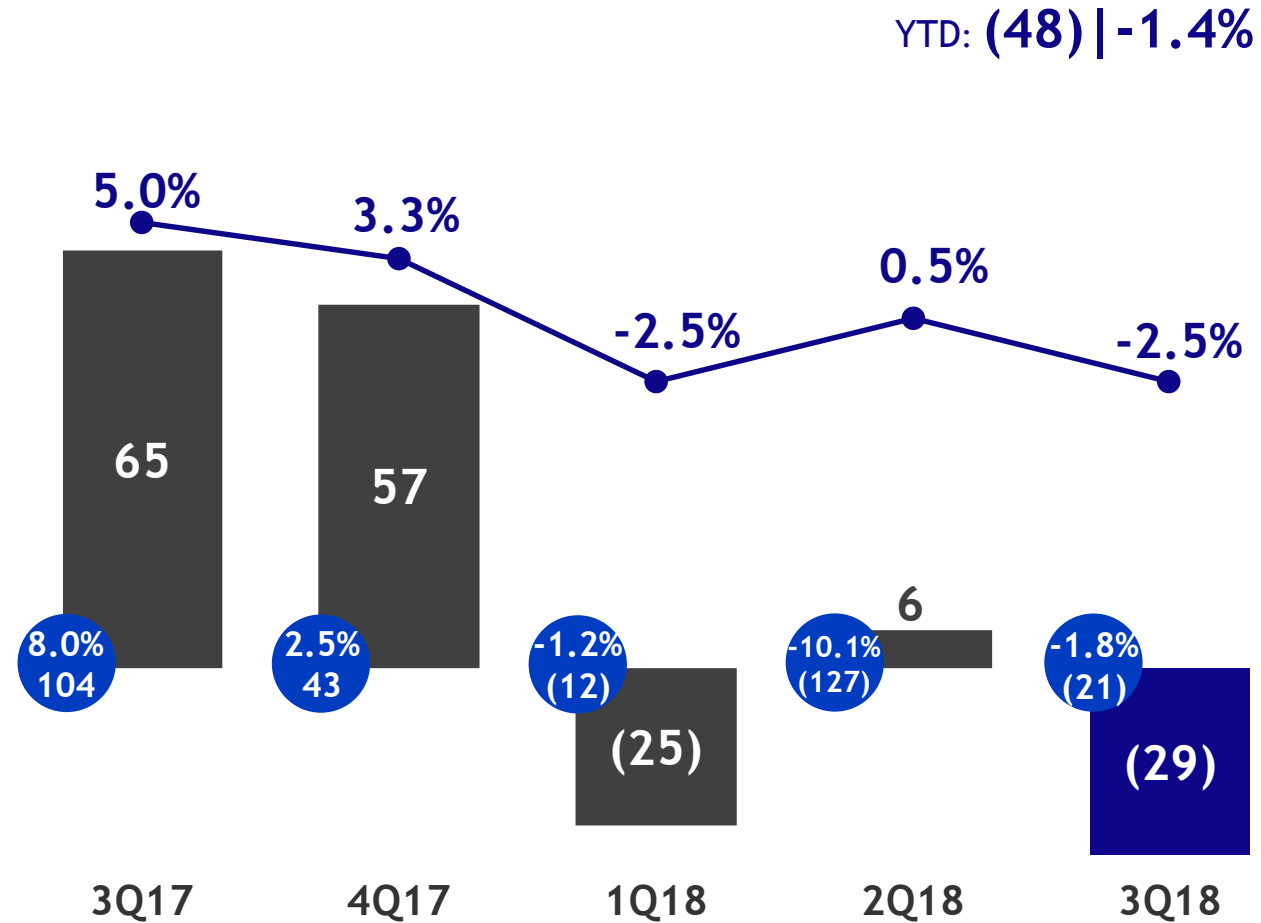
← 2018 OUTLOOK: US\$ 540 - 650 MILLION | 10% - 11%



ADJUSTED NET INCOME*

US\$ Million

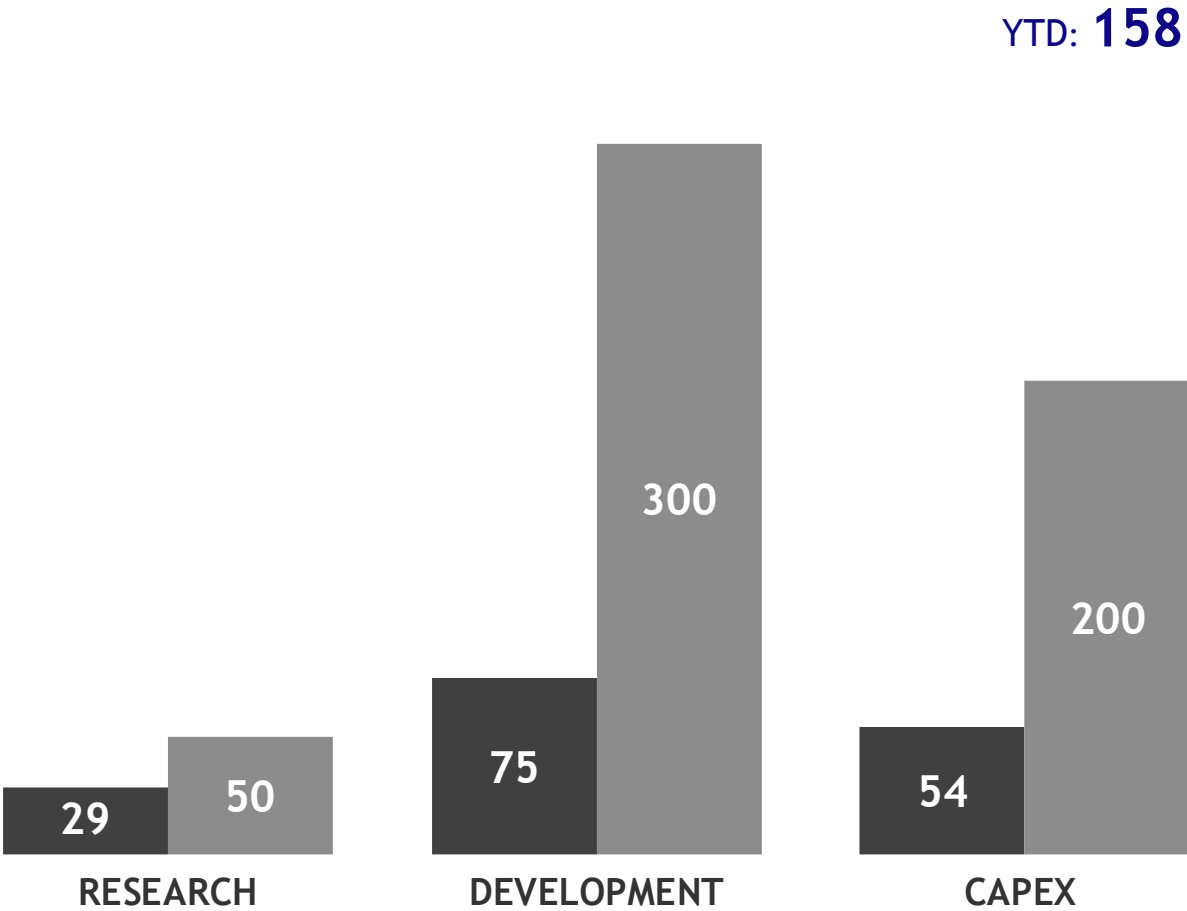
- ADJUSTED NET INCOME
 - ADJUSTED NET MARGIN
 - REPORTED NET INCOME
- *Excludes extraordinary items



INVESTMENTS

US\$ Million

■ 2018 OUTLOOK
■ 2018 YTD

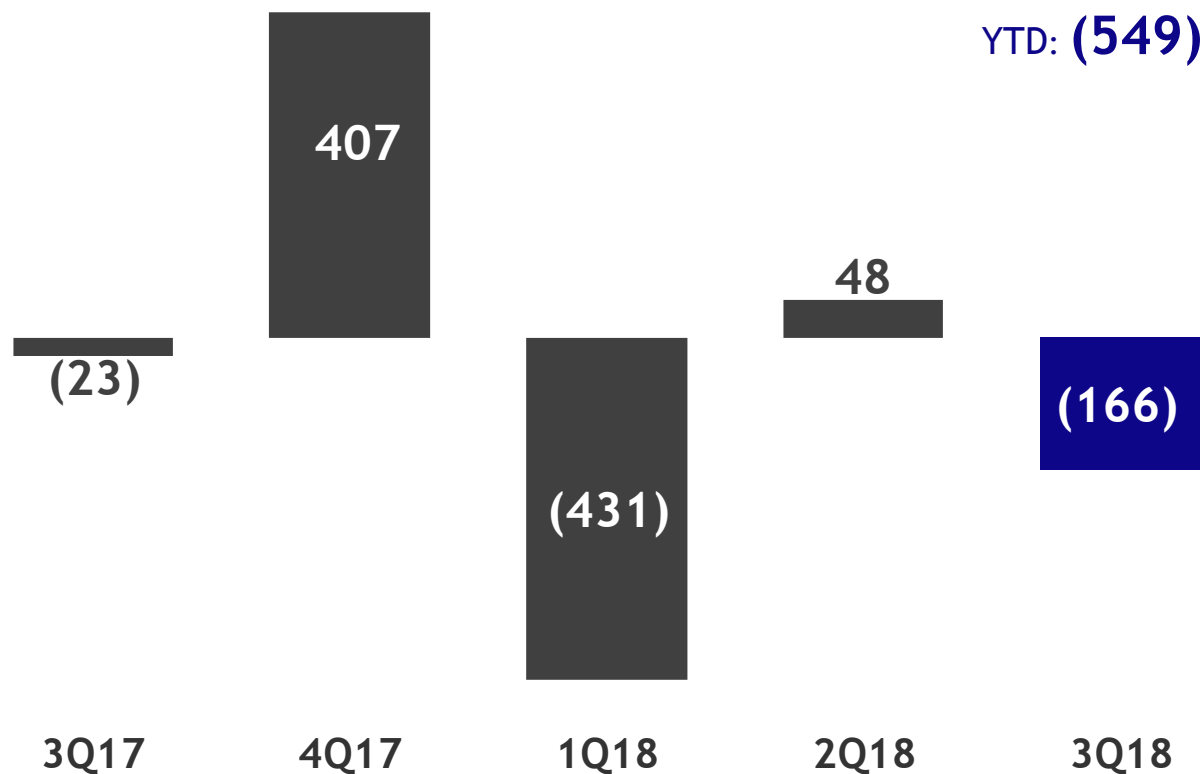


← 2018 OUTLOOK: US\$ 550 MILLION



ADJUSTED FREE CASH FLOW

US\$ Million



	3Q17	4Q17	1Q18	2Q18	3Q18	2018
NET CASH GENERATED (USED) BY OPERATING ACTIVITIES	136	608	(311)	134	(75)	(252)
NET ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT	(47)	(76)	(40)	(31)	(27)	(97)
ADDITIONS TO INTANGIBLE ASSETS	(111)	(125)	(80)	(55)	(65)	(200)
FREE CASH FLOW	(23)	407	(431)	48	(166)	(549)

← 2018 OUTLOOK: US\$(100) MILLION

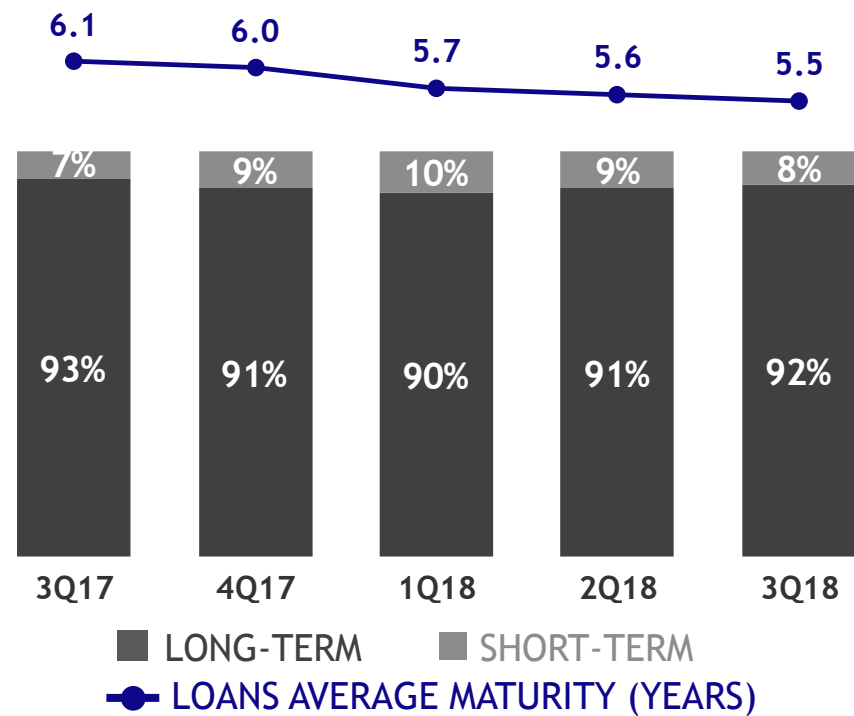


INDEBTEDNESS PROFILE

NET CASH

TOTAL CASH: US\$ **3.14** BILLION
TOTAL DEBT: US\$ **4.02** BILLION

INDEBTEDNESS MATURITY



NET CASH (DEBT) (US\$ Million)

