



EMBRAER NAMES AIR ALLIANCE AS ITS EXECUTIVE JETS SALES REPRESENTATIVE IN GERMANY

German company will offer the Phenom family

Dubai, United Arab Emirates, November 13, 2011 – Embraer has appointed Air Alliance GmbH (www.air-alliance.de) as an Authorized Sales Representative (ASR) in Germany for the entry level Phenom 100 and the light Phenom 300 executive jets. Air Alliance becomes the fourth Embraer ASR in Europe, following ABS Jets, in the Czech Republic; Avcon Jets, in Austria; and the Vnukovo-3 Group, in Russia.

“With its outstanding reputation and strong established position in the German business aviation market, Air Alliance is the perfect partner for Embraer to further expand its best-in-class Phenom family presence,” said Colin Steven, Vice President, Marketing and Sales, Europe, Middle East and Africa – Embraer Executive Jets. *“Our joint expectations for the German market are encouraging, and we are confident that Air Alliance will assist us in further increasing our market penetration in this dynamic part of Europe.”*

Air Alliance GmbH is based at Siegerland Airport (SGE), which is located between Frankfurt and Cologne. Wolfgang Krombach, CEO & owner of Air Alliance, said: *“I am delighted that Embraer has appointed us as an exclusive Embraer Authorized Sales Representative for the Phenom jets in Germany. I am also confident that our infrastructure and dedication to customer services will help us to further increase the market share of the Phenom family in this region and, accordingly, develop ourselves as an invaluable Embraer partner in Germany.”*

About Air Alliance

Air Alliance GmbH was founded in 1993. Since then, the company has matured from a small hangar maintenance facility to become a state-of-the-art full-service provider for general and business aviation. In achieving such status and firmly maintaining its position, Air Alliance has created a holding structure, with various departments, to realize synergy potential. These include divisions in aircraft sales and maintenance, charter and ambulance flights, and a flight training center.

Note to Editors

Embraer S.A. (NYSE: ERJ; BM&FBOVESPA: EMBR3) is the world’s largest manufacturer of commercial jets up to 120 seats, and one of Brazil’s leading exporters. Embraer’s headquarters are located in São José dos Campos, São Paulo, and it has offices, industrial

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operations and customer service facilities in Brazil, China, France, Portugal, Singapore, and the U.S. Founded in 1969, the Company designs, develops, manufactures and sells aircraft and systems for the commercial aviation, executive aviation, and defense and security segments. It also provides after sales support and services to customers worldwide. On September 30, 2011, Embraer had a workforce of 17,204 employees – not counting the employees of its partially owned subsidiaries – and its firm order backlog totaled USD 16 billion.

This document may contain projections, statements and estimates regarding circumstances or events yet to take place. Those projections and estimates are based largely on current expectations, forecasts on future events and financial tendencies that affect Embraer's businesses. Those estimates are subject to risks, uncertainties and suppositions that include, among others: general economic, political and trade conditions in Brazil and in those markets where Embraer does business; expectations on industry trends; the Company's investment plans; its capacity to develop and deliver products on the dates previously agreed upon, and existing and future governmental regulations. The words "believe", "may", "is able", "will be able", "intend", "continue", "anticipate", "expect" and other similar terms are supposed to identify potentialities. Embraer does not feel compelled to publish updates nor to revise any estimates due to new information, future events or any other facts. In view of the inherent risks and uncertainties, such estimates, events and circumstances may not take place. The actual results can therefore differ substantially from those previously published as Embraer expectations.

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