



EMBRAER NAMES DISAGRO AUTHORIZED SALES REPRESENTATIVE

Guatemalan group diversifies into business aviation sales

São José dos Campos, October 7, 2008 – Embraer has named Guatemala's Disagro as its authorized sales representative in Guatemala, Costa Rica, Honduras, Nicaragua, Belize, and El Salvador. The company, which is a regional leader in the fertilizer, crop protection, machinery and plastics businesses, is now diversifying into the business aviation sales segment.

“We welcome Disagro as Embraer’s sales representative in Central America,” says Breno Corrêa, Embraer Vice-President, Marketing and Sales – Latin America, Executive Jets. *“We will work together to continue presenting the Company’s executive portfolio to customers in this region, offering jets with premium comfort, outstanding performance, and a low operating cost.”*

Disagro is also an Embraer customer and has recently put in firm orders for one Phenom 100, one Phenom 300, and one Legacy 500. Their experience in the region's market will contribute to providing Central American customers with Embraer's world-class aircraft.

Photo (L-R): Fernando Lacerda, Embraer Sales Manager for Latin America – Executive Jets; Breno Corrêa, Embraer Vice President, Marketing and Sales – Latin América, Executive Jets; Alvaro Delgado, Vice President, Disagro Board of Directors; Luís Carlos Affonso, Embraer Executive Vice President, Executive Jets; Roberto Dalton, President of Disagro.



About Disagro

Disagro (Distribuidora Agrícola Guatemalteca, S.A.) is a private corporation that was formed in 1976. Throughout more than 30 years, it has built a history of leadership in the agricultural area. At the present time, Disagro has over 2,700 employees and is present in Mexico, Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica. It also exports to the Caribbean, Panama, and South America.

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Since its founding, Disagro has been characterized by its broad-ranging and sustainable business model, which contributes to the region's economic development. From producing and selling fertilizers, it expanded to preparing and distributing crop protection products, then to producing plastic bags, as well as distributing farm machinery and equipment, followed, years later, by adding construction and industrial machinery to its portfolio. With its indication by Embraer, the company is now diversifying into business aviation sales. For more information, see www.Disagro.com.

Embraer Image Gallery

Visit the Embraer Image Gallery at www.embraer.com.



Note to Editors

Embraer (Empresa Brasileira de Aeronáutica S.A. - NYSE: ERJ; Bovespa: 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 operations and customer service facilities in Brazil, the United States, France, Portugal, China and Singapore. Founded in 1969, the Company designs, develops, manufactures and sells aircraft for the Commercial Aviation, Executive Aviation, and Defense and Government segments. The Company also provides after sales support and services to customers worldwide. On June 30, 2008, Embraer had a workforce of 23,855 employees and a firm order backlog of US\$ 20.7 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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