

Embraer (EMBJ3)

Operating Momentum Holds Firm; FY2026 Guidance in Sight

4Q25 Deliveries and Backlog Report

Embraer posted solid operating figures in 4Q25 amid favorable delivery seasonality. [Following previously disclosed data](#), Embraer closed 4Q25 with 91 aircraft deliveries, resulting in FY2025 deliveries within its guidance range of its Commercial Aviation guidance (78 vs. 77-85) and at the high-end of its Executive division (155 vs. 145-155). Embraer maintained a strong backlog of US\$31.6 million (+1% QoQ), with signings in Defense & Security as the positive highlight upon today's figures. In the Commercial Aviation, new orders from TrueNoord, Helvetic and Air Côte d'Ivoire ended up offsetting Azul's cancellations amid its Chapter 11 process, with Commercial Aviation closing 2025 with a book-to-bill of 2.8x, the highest among divisions. With recent news flow backing a solid stock performance for EMBJ3 YTD, we see market's attention increasing toward the release of FY2026 guidance (*to be disclosed on March 6th*) – [more details here](#).

Deliveries. Following previously disclosed data, Embraer delivered 91 aircraft in 4Q25, composed of 32 commercial aircraft, 53 business jets, 2 KC-390 and 4 A-29 Super Tucano. In the Commercial Aviation, Embraer closed FY2025 with 78 commercial aircraft deliveries, in-line with its guidance of 77-85 aircraft and our XPe estimate of 80 units, while up +7% YoY. Executive deliveries accelerated towards year-end, closing FY2025 at the high-end of its 145-155 aircraft guidance.

Backlog. Embraer maintained a stable backlog of US\$31.6 million (+1% QoQ), with an increasing backlog from Defense & Security as the positive highlight upon today's figures (+18% QoQ), reflecting the signing of Sweden's 4 KC-390 order, an additional KC-390 to Portugal, as well as 4 A-29 upper Tucano ordered by Panama. In the Commercial Aviation, new orders from TrueNoord (20 E195-E2), Helvetic (3 E195-E2) and Air Côte d'Ivoire (4 E175-E1) ended up offsetting Azul's cancellations amid its Chapter 11 process (from 51 to 25 E195-E2), with Commercial Aviation closing 2025 with a book-to-bill of 2.8x, the highest among divisions.

Our take. We see solid operating figures for Embraer in 4Q25, with resilient backlog figures as the company reaps benefits of ongoing sales campaigns. Following delivery guidance met across divisions, we see the company on-track to close FY2025 above the high-end of its profitability target. With recent news flow backing a solid stock performance for EMBJ3 YTD, we see optimistic expectations priced-in for Embraer's thesis, including its FY2026 guidance (*to be disclosed on March 6th*). [Our base case is in-line with buy-side consensus](#), forecasting net revenues in the range of US\$8.0-8.6 billion and EBIT margin between 8.6-9.5%.

Embraer	EMBJ3
Rating	Neutral
Target Price (R\$/sh.)	79.00
Current Price (R\$/sh.)	103.42
Upside (%)	-24%
Market Cap (R\$ million)	73,188
# of shares (million)	708
Free Float (%)	89%
ADTV (R\$ million)	323

Embraer	EMBJ
Rating	Neutral
Target Price (US\$/ADS)	60.00
Current Price (R\$/sh.)	79.89
Upside (%)	-25%

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Embraer (EMBJ3): Backlog Evolution (US\$ billion)

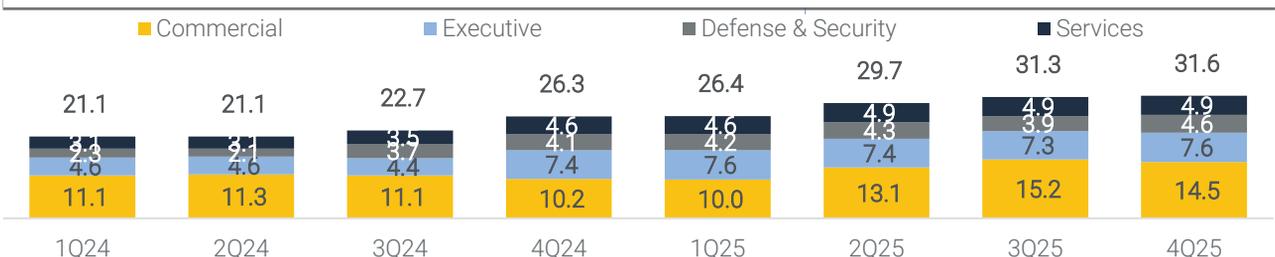


Figure 1: Embraer's Detailed Deliveries and Backlog Operating Figures

Deliveries	4Q25	4Q24	Diff. (%)	2025	2024	Diff. (%)
Commercial Aviation	32	31	3%	78	73	7%
E-175	14	11	27%	34	26	31%
E-190	-	-	n.m.	-	-	n.m.
E-195	-	-	n.m.	-	-	n.m.
E-190 (E2)	3	2	50%	6	8	-25%
E-195 (E2)	15	18	-17%	38	39	-3%
Business Jets	53	44	20%	155	130	19%
Light Jets	28	22	27%	86	75	15%
Phenom 100	5	3	67%	14	10	40%
Phenom 300	23	19	21%	72	65	11%
Large Jets	25	22	14%	69	55	25%
Legacy 450	-	-	n.m.	-	-	n.m.
Legacy 500	-	-	n.m.	-	-	n.m.
Legacy 650	-	-	n.m.	-	-	n.m.
Praetor 500	17	13	31%	39	28	39%
Praetor 600	8	9	-11%	30	27	11%
Lineage 1000	-	-	n.m.	-	-	n.m.
Defense & Security	6	-	n.m.	11	3	267%
C-390 Millennium	2	-	n.m.	3	3	0%
A-290 Super Tucano	4	-	n.m.	8	-	n.m.
Backlog	4Q25	4Q24	Diff. (%)	2025	2024	Diff. (%)
Commercial Aviation	459	343	34%	459	343	34%
E-175	190	164	16%	190	164	16%
E-190	-	-	n.m.	-	-	n.m.
E-195	-	-	n.m.	-	-	n.m.
E-190 (E2)	34	25	36%	34	25	36%
E-195 (E2)	235	154	53%	235	154	53%
Total Backlog (US\$ billion)	31.6	26.3	20%	31.6	26.3	20%
Orders Additions/Cancellations	4Q25	4Q24	Diff. (%)	2025	2024	Diff. (%)
Commercial Aviation	1	-	n.m.	194	118	n.m.
E-175	4	-	n.m.	60	90	n.m.
E-190	-	-	n.m.	-	-	n.m.
E-195	-	-	n.m.	-	-	n.m.
E-190 (E2)	-	-	n.m.	15	17	n.m.
E-195 (E2)	(3)	-	n.m.	119	11	982%
Total Deliveries	85	75	13%	233	203	15%

Figure 2: Commercial Deliveries Seasonality

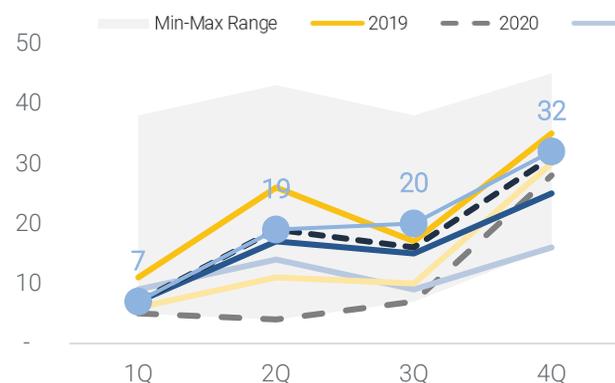


Figure 3: Executive Deliveries Seasonality

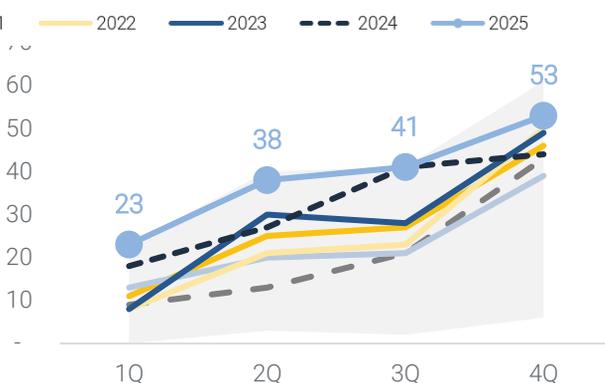


Figure 4: Embraer's Historical Backlog Performance (US\$ billion)

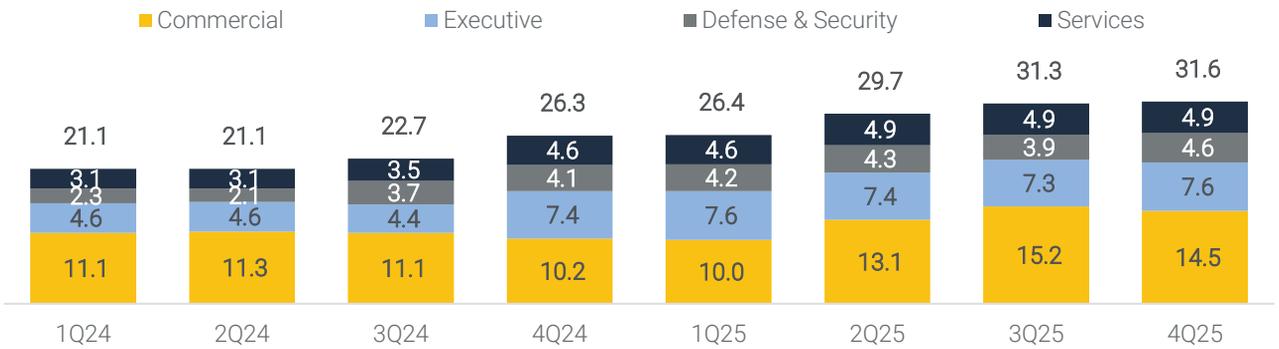


Figure 5: N2Y EV/EBITDA (lhs) vs. Book-to-Bill Ratio

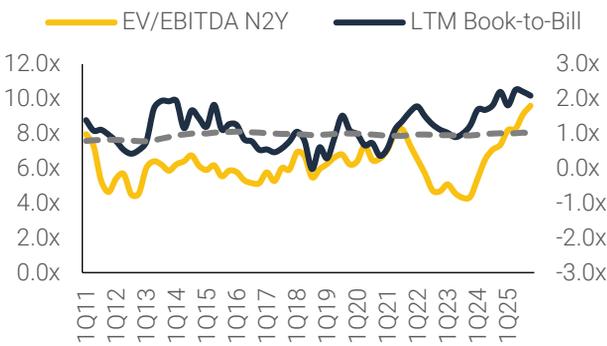


Figure 6: Deliveries vs. Net Additions (LTM)

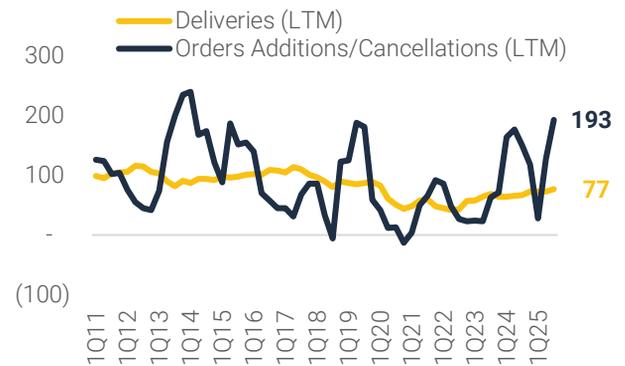


Figure 7: Embraer's Commercial Backlog by Airline

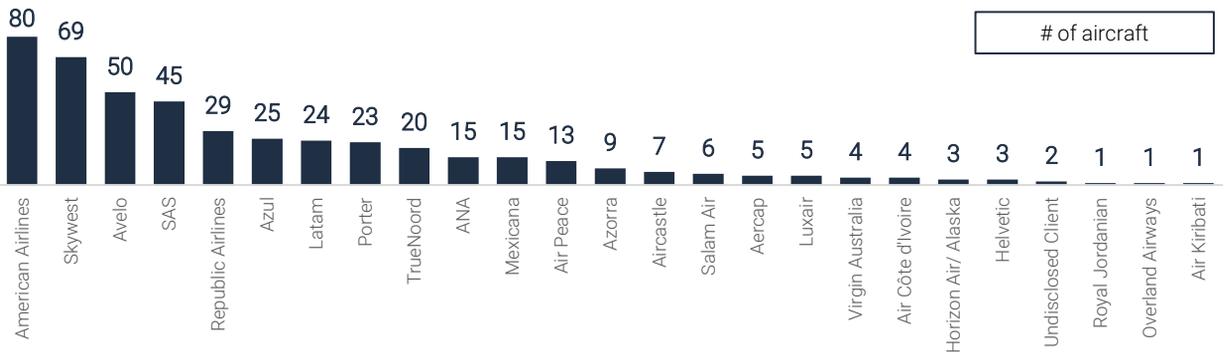


Figure 8: Embraer's Commercial Backlog by Aircraft

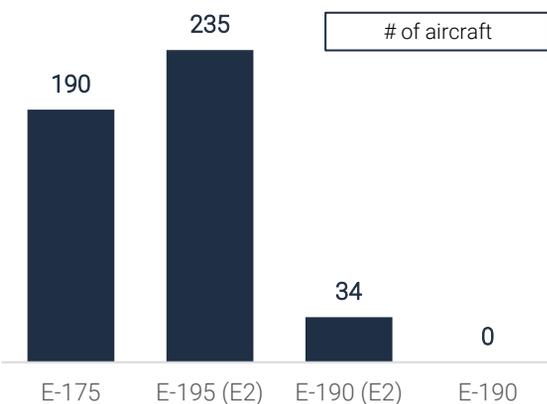
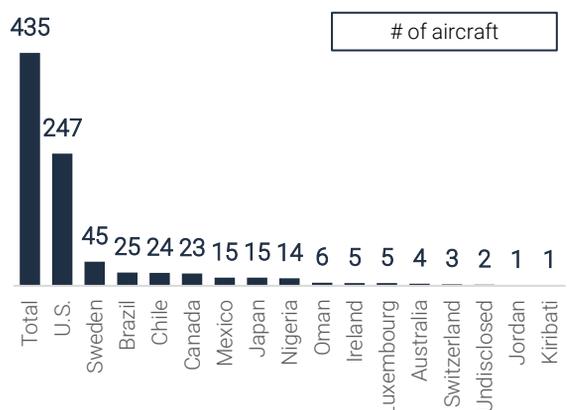


Figure 9: Embraer's Commercial Backlog by Country



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