
25 YEARS
EMBJ
LISTED
NYSE
PRAETOR 500
N509EE
RESULTS
3Q25
EMBRAER
+2,000 Executive Jets delivered

# DISCLAIMER

This conference call may include statements about future events, based on Embraer's expectations and market financial trends. Such statements are subject to uncertainties that may cause actual results to differ from those expressed or implied in this conference call. Except in accordance with the applicable rules, the company assumes no obligation to publicly update any forward-looking statements. For detailed financial information, the company encourages reviewing publications filed by the company with the CVM.

# SUSTAINABLE GROWTH

## Driven by Efficiency and Innovation

- Strong sales momentum with higher backlog across all BUs
- High(er) margin across all BUs
- Substantial midterm growth and long-term focus on innovation
- Capacity increase and supply chain management
- S&P rating upgrade to BBB
- Zero import tariffs push


**CULTURE FOUNDATION: SAFETY FIRST, QUALITY ALWAYS IN EVERYTHING WE DO!**

# 3Q25 HIGHLIGHTS

## NEW ORDERS IN COMMERCIAL AVIATION:

**Avelo 50 E195-E2** plus 50 purchase rights

**LATAM 24 E195-E2** plus 50 options

**Backlog**
**$15.2 bn**
**2.7 btb***

## EXECUTIVE JETS EXPANSION:

**All time high 3Q revenues** (c.$580 million)

**+2,000 business jets delivery,** record 3Q deliveries

**Backlog**
**$7.3 bn**
**2.4 btb***

## GLOBAL DEFENSE SALES:

**Portugal 6th KC-390 purchase**, along with 10 new options

**Panama (4) and SNC (1) sign A-29** acquisition agreements

**Backlog**
**$3.9 bn**
**1.3 btb***

## SERVICES SUSTAINABLE GROWTH:

**CommuteAir** new maintenance agreement

**Starlink connectivity** solution for Praetor and Legacy operators

**Backlog**
**$4.9 bn**
**1.8 btb***

**btb= book-to-bill LTM*

# PRODUCTION LEAD TIME REDUCTION (2025 x 2021)

## PRAETOR

40%

## KC-390


33%

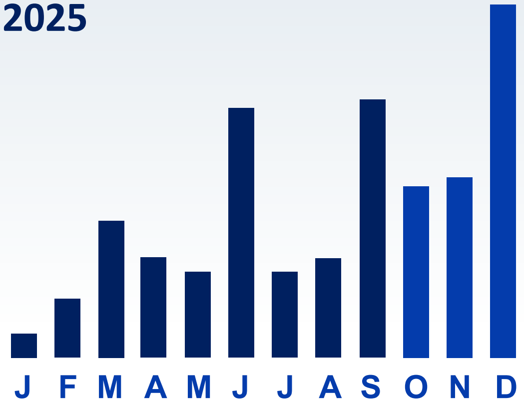
## E-JETS

27%

SAFETY FIRST QUALITY ALWAYS

# PRODUCTION LEVELING

2025




2026


[1] *The gains indicated are based on the evolution compared to the baseline of each program over the past 5 years.*

# PRODUCTION CAPACITY INCREASE

**Flight Preparation Hangar #3**
Site: MLB
Delivered: 1Q24

**Paint Preparation Building**
Site: MLB
Delivered: 1Q25

**Flight Preparation Hangar**
Site: GPX
Delivered: 1Q25

**Paint Booth Center**
Site: GPX
Delivered: 3Q25

**Final Assembly Hangar Expansion**
Site: GPX
Delivered: 3Q25

**Delivery Center Expansion**
Site: MLB
Delivery: 2Q26

**Additional Machinery**
Site: BOT
Delivery: 3Q26

**Cabinetry shop Expansion**
Site: GPX
Delivery: 3Q26

# SUPPLY CHAIN MANAGEMENT 2.0

**DRIVING EFFICIENCY**

**CAPABILITY BUILDING**

**DIGITAL & AI TRANSFORMATION**

**AIRCRAFT DELIVERIES INCREASE ***
**16%**

**AVERAGE SHORTAGES REDUCTION ***
**25%**

**Total Commercial Av. & Executive Av. & Defense Security 9M24 vs. 9M25*

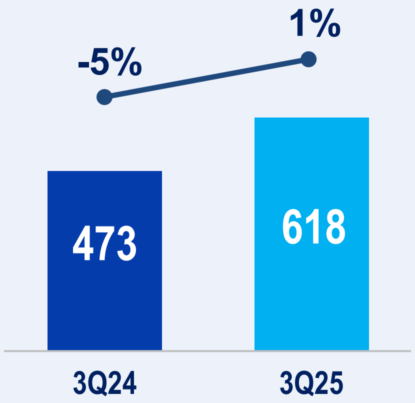
# 3Q25 / OPERATIONAL RESULTS

25 YEARS EMBJ LISTED NYSE

## COMMERCIAL AVIATION

Revenue +31% yoy

EBIT $8m (+$31m yoy); margin +1.3% (+610bp)

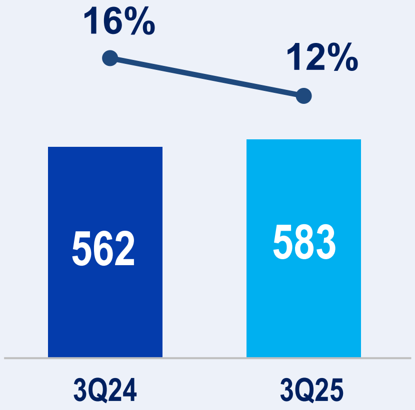



PHENOM 300
13 YEARS ON TOP

## EXECUTIVE AVIATION

Revenue +4% yoy

EBIT $71m (-23% yoy); margin +12.1% (-420bp)[1]



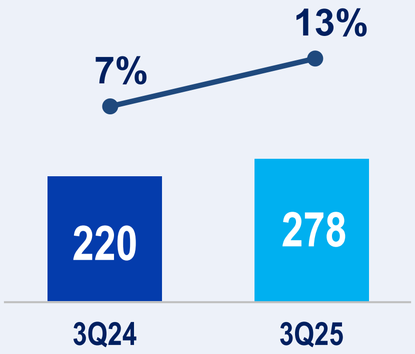

Revenues (US$m) Adj. EBIT margin

[1] *Ex U.S. import tariff +14.8% (-150bp yoy).*


## DEFENSE & SECURITY

Revenue +27% yoy

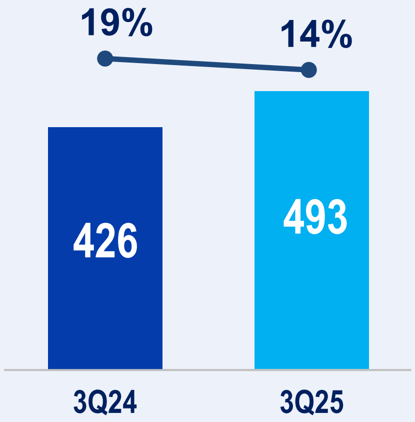
EBIT $36m (+127% yoy); margin +12.9% (+570bp)




## SERVICES & SUPPORT

Revenue +16% yoy

EBIT $68m (-15% yoy); margin +13.7% (-500bp)[1]




Revenues (US$m) Adj. EBIT margin

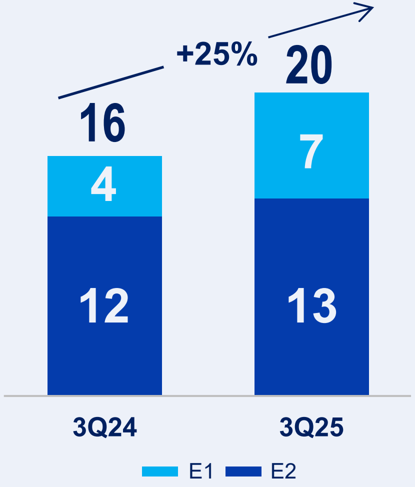
[1] *Ex U.S. import tariff +14.0% (-460bp yoy).*

## FIRST FULL SCALE ENGINEERING PROTOTYPE TEST ENVELOPE FLIGHT SCHEDULED FOR LATE 2025 EARLY 2026


# 3Q25 / FINANCIAL RESULTS

# DELIVERIES

## COMMERCIAL AVIATION

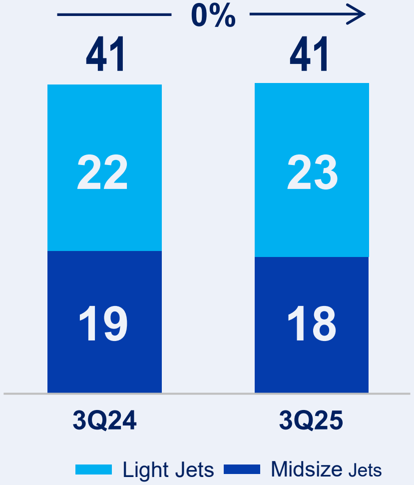



GUIDANCE 2025:

**77 to 85**

9M25: 46 (57% mid-point; 55% 5Y avg)

## EXECUTIVE AVIATION



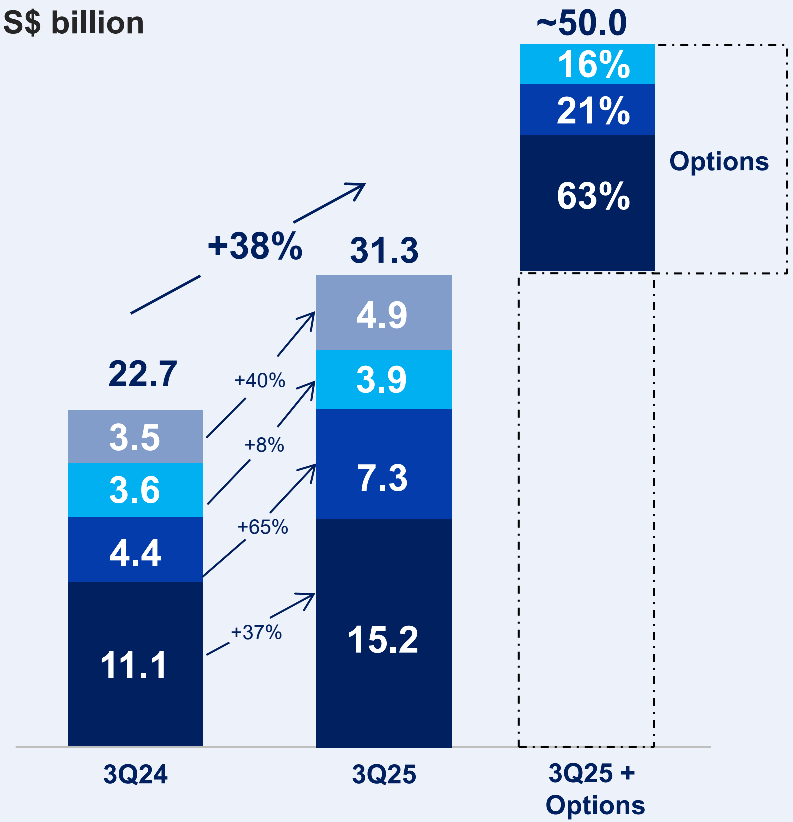

GUIDANCE 2025:

**145 to 155**

9M25: 102 (68% mid-point; 57% 5Y avg)

# BACKLOG

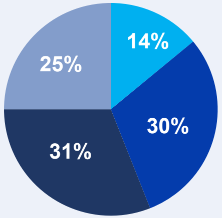
US$ billion

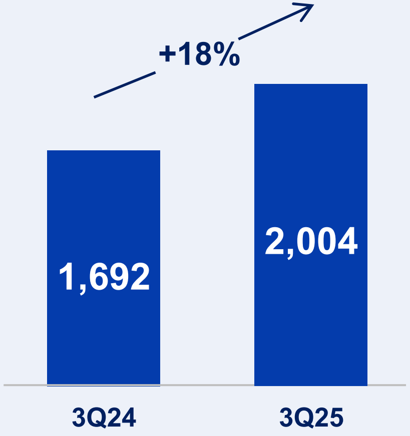



# NET REVENUES

US$ million

BREAKDOWN BY BUSINESS 3Q25[1]




GUIDANCE 2025:

**US$7.0 – 7.5 billion**

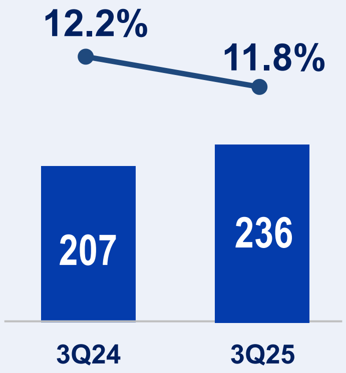
9M25: US$4,926 million (68% mid-point; 61% 5Y avg)

Commercial Aviation | Executive Aviation | Defense & Security | Services & Support

[1]Revenue breakdown does not include "Others" Business Unit.

# ADJUSTED EBITDA

**US$ million**



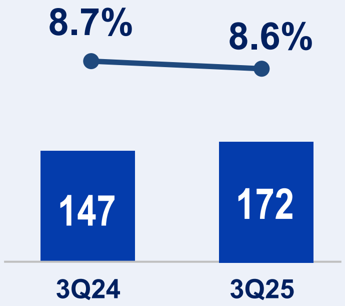

*ex-BA agreement*

| | 3Q24 | 3Q25 |
|---|---|---|
| **Reported EBITDA[1]** | 344 | 224 |
| Margin | +20.3% | +11.2% |
| **Adj. EBITDA[2]** | 357 | |
| Margin | +21.1% | |

9M25: $590m; $266m 5Y avg

# ADJUSTED EBIT

**US$ million**

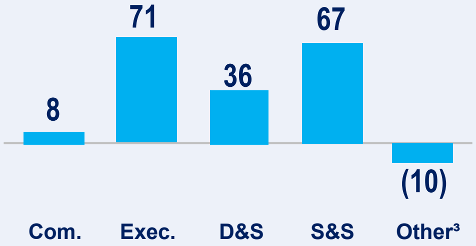



*ex-BA agreement*

| | 3Q24 | 3Q25 |
|---|---|---|
| **Reported EBIT[1]** | 285 | 160 |
| Margin | +16.9% | +8.0% |
| **Adj. EBIT[2]** | 298 | |
| Margin | +17.6% | |

9M25: $426m; $130m 5Y avg

**BREAKDOWN BY BUSINESS 3Q25**




GUIDANCE 2025:

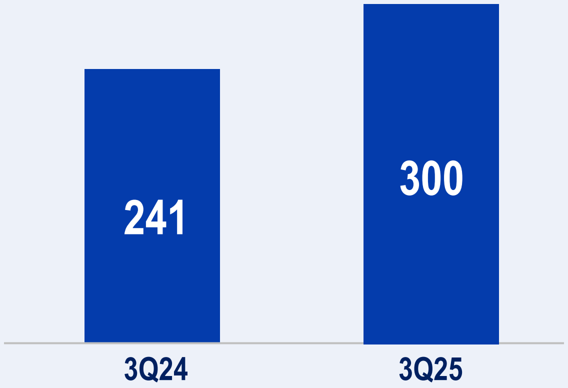
**7.5% – 8.3%**

9M25: +8.6%; +2.9% 5Y avg

*[1] Reported EBITDA and EBIT includes BA agreement and Eve expenses/warranties, all numbers from Eve are IFRS.*
*[2] Adjusted EBITDA and Adjusted EBIT includes BA agreement, but do not consider Eve expenses/warranties.*
*[3] Other includes unallocated operating income (expenses).*

# ADJUSTED FCF

**US$ million**




GUIDANCE 2025:

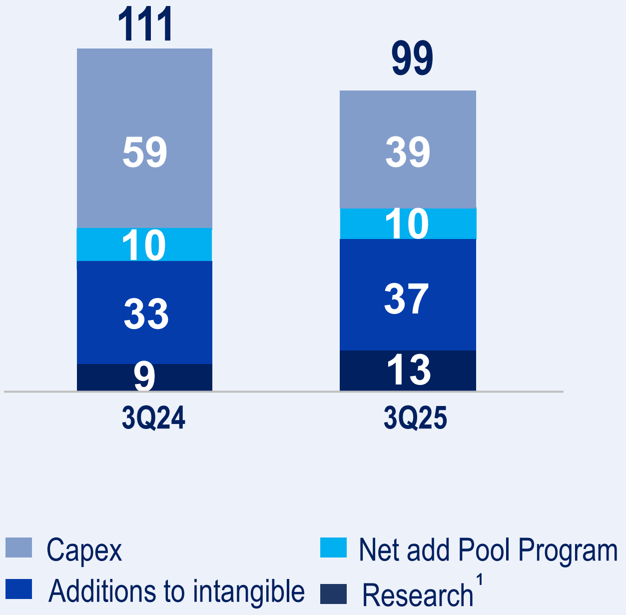
**US$200 million or higher**

9M25: ($247m); ($522m) 5Y avg

# INVESTMENTS

**US$ million**

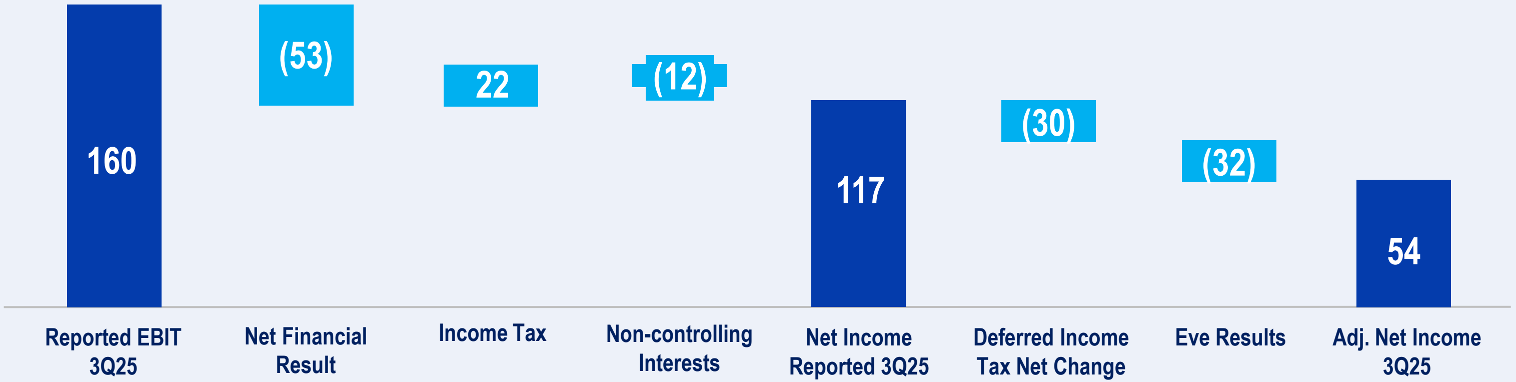
*Excludes Eve*




[1] *Research is expensed (i.e. not capitalized)*

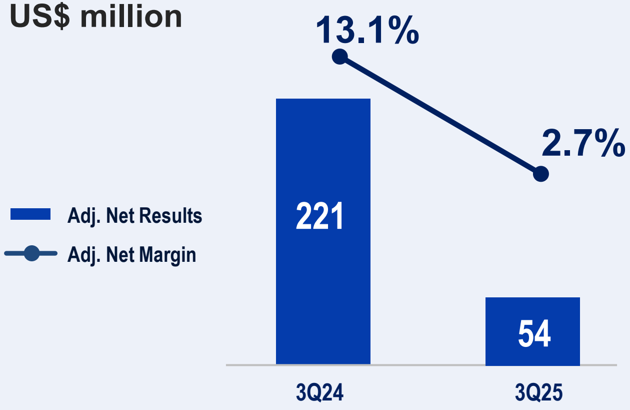
# NET INCOME

US$ million



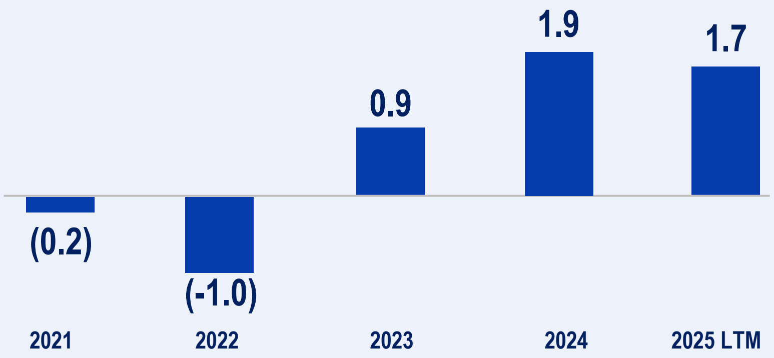

# ADJ. NET INCOME

US$ million




# EARNINGS PER SHARE

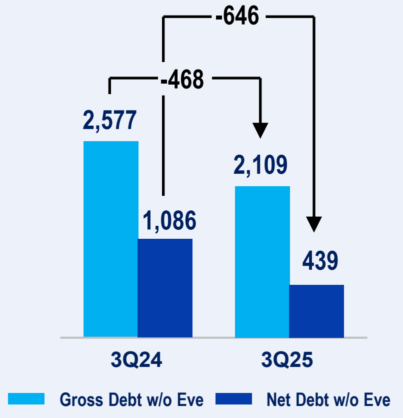
US$ ADS basic



# FINANCIAL POSITION

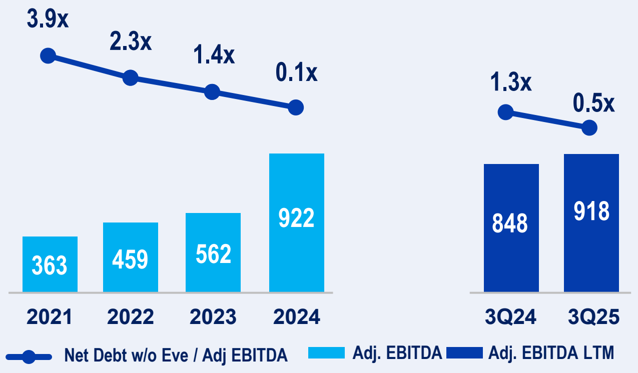
## LIQUIDITY

US$ million

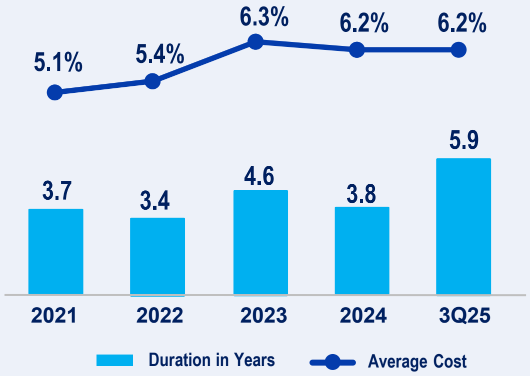



## DELEVERAGING

US$ million

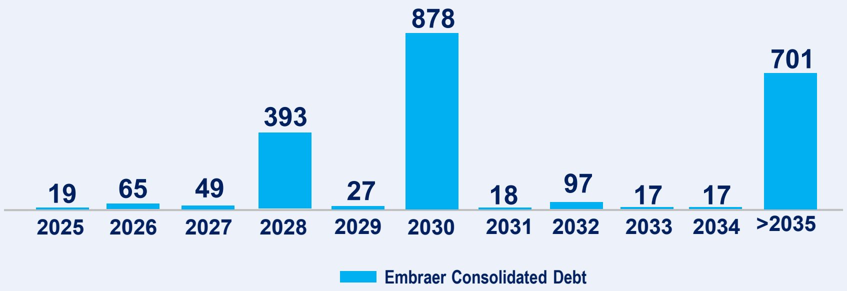



## LONG-TERM MATURITIES




## DEBT PROFILE

US$ million



# SHAREHOLDER REMUNERATION

| Period | Declared Income | Approval Date | EMBJ3 Record Date[1] | EMBJ3 Payment Date[2] | Gross Amount Declared (R$ million) | Gross Value per Share (R$) | Gross Value per ADS (US$)[3] |
|---|---|---|---|---|---|---|---|
| FY24 | Dividends | April 29th, 2025 | May 12th, 2025 | May 23rd, 2025 | 51.4 | 0.07 | 0.05 |
| 2Q25 | IoE | April 29th, 2025 | 2Q26 | 2Q26 | 142.8 | 0.19 | 0.14 |
| 3Q25 | IoE | August 07th, 2025 | 2Q26 | 2Q26 | 66.9 | 0.09 | 0.07 |
| 2025 | | | | | 209.7 | 0.28 | 0.21 |
| | | | | | Dividend yield (%)[4] | 0.35% | 0.35% |

[1] *Shareholders on record at the close of trading in the B3 stock exchange will be entitled to receive the proceeds | Estimated for 2Q26, the exact date will be announced will be announced in November 2025.*
[2] *Payment date refers to EMBJ3/EMBR3; for EMBJ/ERJ the payment will follow applicable procedures from the U.S. depositary bank | Estimated for 2Q26, the exact date will be announced in November 2025.*
[3] *Estimated value (i.e. dependent on spot foreign exchange rate).*
[4] *Dividend yield was calculated based on the share price as of September 30, 2025.*


25 YEARS EMBJ LISTED NYSE

# CLOSING REMARKS

Francisco Gomes Neto - CEO

PRAETOR 600
BY EMBRAER

# Continuous focus on sales and efficiency to maximize midterm results while investing in new technologies to prepare the company for a more ambitious long-term expansion

**Strong E1 sales** combined with the **consolidation of the E2 platform** marked our **best sales year**

**Executive Aviation** experiencing **strong Retail & Fleet demand** across **its product portfolio**

**KC-390 progress** in **global campaigns**, including **India and NATO**, with **Sweden's recent order**

**Services & Support** expansion with the **groundbreaking of** the new **MRO facility in the U.S.**


THANK YOU!
EMBRAER
25 YEARS
EMBJ
LISTED
NYSE