

BUSINESS AERONAUTICS

Commercial aircraft, military aircraft or business jets... facing Airbus and Boeing, Embraer gives wings to Brazil

Seven years after a major crisis, the world's third largest aircraft manufacturer is posting record performance, from commercial aircraft to military transport.

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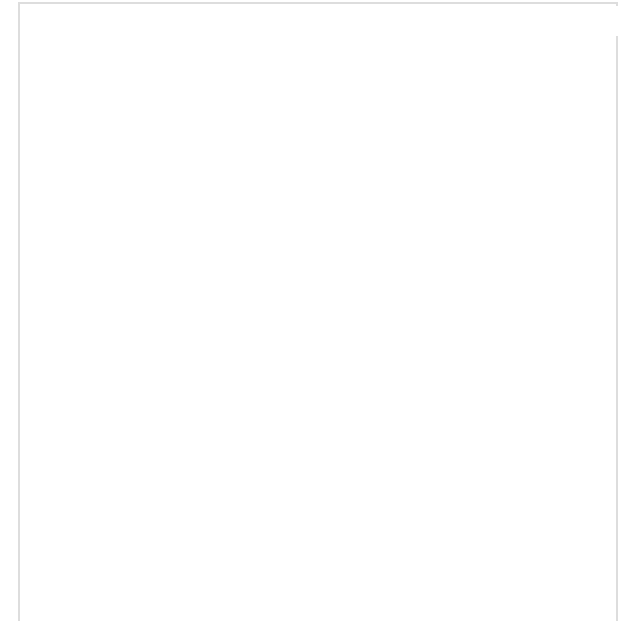
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VINCENT LAMIGEON · NOVEMBER 11, 2025 AT 8:00 AM · ⌚ 3 MINUTE READ

Things are looking up for Embraer. Seven years after a memorable crisis that nearly saw it acquired by Boeing, the Brazilian aircraft manufacturer is back in the spotlight. The world's third-largest manufacturer, behind Airbus and Boeing, is forecasting record sales of \$7 to \$7.5 billion this year, more than double the low point of 2020. Revenue is expected to surpass \$10 billion before the end of the decade. As for the order book, it has reached a historic high of \$31 billion. *"Embraer is currently experiencing a very positive phase, proof that our strategy, focused on efficiency and innovation, is paying off,"* declared Francisco Gomes Neto, the group's CEO, on November 4th.



On the commercial aircraft side (50% of its business), Embraer is riding the wave of success with its E195-E2 single-aisle aircraft. This medium-haul plane, smaller than Airbus's A320neo and Boeing's 737 MAX, has garnered over 400 orders in recent years and is giving Airbus's A220 (formerly the CSeries, acquired from Canada's Bombardier) a run for its money. *"The market for small single-aisle aircraft is growing, and Embraer is benefiting all the more because A220 deliveries are still low,"* explains Addison Schonland, co-founder of the American consulting firm AirInsight.

Video

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Embraer, a leader in business jets

The Brazilian group thus claims a 29% market share in commercial aircraft with fewer than 150 seats, making it the world leader ahead of Canada's Bombardier, the European giant Airbus, and the Franco-Italian ATR. The group, based in São José dos Campos, in the state of São Paulo, is also the leader in regional jets with 70 to 90 seats in the United States, the world's largest market in this segment, with a market share of... 88%.

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Embraer is far more than just commercial aircraft. It has also established itself as a world leader in business aviation. It is the undisputed number one in *"very light jets,"* the smallest aircraft on the market: its Phenom 300 (6 to 7 passengers) has been the world's best-selling business jet for thirteen years . Embraer also has a strong presence in the mid-range aircraft market, with its Praetor family of jets, capable of transatlantic flights at unbeatable prices.

The emerging market for flying taxis is the target.

Embraer has also made a remarkable breakthrough in the military market. Its C-390 transport aircraft, which was initially met with some skepticism in Europe and the United States, is a resounding commercial success on the Old Continent, where it is beginning to rival Airbus's larger, more sophisticated, and therefore more expensive A400M. The Brazilian aircraft has been ordered by Portugal, the Netherlands, Sweden, the Czech Republic, Slovakia, Austria, Hungary, and Lithuania.

Embraer now dreams of selling the KC-390 version of its aircraft designed for aerial refueling to the US Air Force. *"The C-390 has become the most logical replacement for the best-selling C-130 (Lockheed Martin), it is*

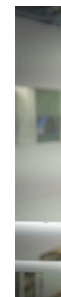
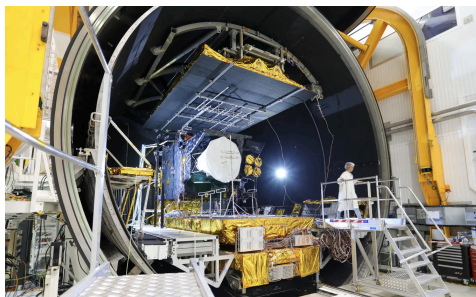
establishing itself as the new standard for NATO countries," summarizes Ernest Arvai, president of AirInsight.

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The C-390, the Brazilian military aircraft that is giving the Airbus A400M a headache

Another target for the world's third-largest aircraft manufacturer is the emerging (and still uncertain) market for flying taxis . Its subsidiary Eve, listed in New York and São Paulo, raised \$230 million last August, bringing its total fundraising since 2022 to \$1 billion. Eve, which claims more than 2,800 orders for its aircraft, anticipates entry into service as early as 2027.

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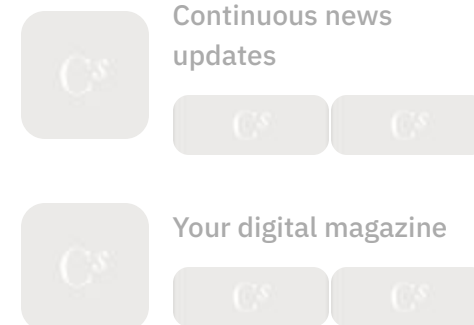
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