GBX
THE GREENBRIER COMPANIES

NYSE: GBX

1Q23 Earnings Slides & Supplemental Information

InvestorRelations@gbrx.com

www.gbrx.com

Safe Harbor Statement

"SAFE HARBOR" STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995: This press release may contain forward-looking statements, including statements that are not purely statements of historical fact. Greenbrier uses words, and variations of words, such as "believe," "build," "commitment," "confident," "continue," "deliver," "demonstrate," "drive," "execute," "expect," "focus," "increase," "momentum," "optimize," "outlook," "provide," "position," "reduce," "will," and similar expressions to identify forward-looking statements. These forward-looking statements include, without limitation, statements about backlog and other orders, leasing performance, financing, future liquidity, cash flow, tax treatment, and other information regarding future performance and strategies and appear throughout this press release including in the headlines and the sections titled "First Quarter Highlights," a "Business Update & Outlook," and "Supplemental Leasing Information." These forward-looking statements are not guarantees of future performance and are subject to certain risks and uncertainties that could cause actual results to differ materially from the results contemplated by the forward-looking statements. Factors that might cause such a difference include, but are not limited to, the following: an economic downturn and economic uncertainty; inflation (including rising energy prices, interest rates, wages and other escalators) and policy reactions thereto (including actions by central banks); disruptions in the supply of materials and components used in the production of our products; the war in Ukraine and related events, and the COVID-19 pandemic, variants thereof, governmental reaction thereto, and related economic disruptions (including, among other factors, operations and supply disruptions and labor shortages). Our backlog of railcar units and marine vessels and other orders not included in backlog are not necessarily indicative of future results of operations. Certain orders in backlog are subject to customary documentation which may not occur. More information on potential factors that could cause our results to differ from our forward-looking statements is included in the Company's filings with the SEC, including in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of the Company's most recently filed periodic report on Form 10-K. Except as otherwise required by law, the Company assumes no obligation to update any forward-looking statements or information, which speak as of their respective dates. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect management's opinions only as of the date hereof.

Q1 FY 2023 Highlights

- Diversified new railcar orders for 5,600 units valued at $700 million and deliveries of 4,800 units. Deliveries exclude 2,300 leased railcars produced onto the Balance Sheet to be syndicated in a future quarter or capitalized into the long-term lease fleet.
- New railcar backlog as of 28,300 units with an estimated value of $3.4 billion as of November 30, 2022.
- Liquidity of $477 million, including $263 million in cash and $214 million of available borrowing capacity at quarter end.
- Ceasing rail manufacturing at Portland, Oregon facility following completion of current production commitments and undertaking a strategic evaluation of our Marine business, resulting in a non-cash charge of $24 million related to the impairment of long-lived assets.
- Adjusted net earnings attributable to Greenbrier was $1.6 million or $0.05 per diluted share, excluding the $18 million charge ($0.56 per share), net of tax, related to the non-cash asset impairment.
- Adjusted EBITDA for the quarter was $49 million, or 6.4% of revenue.
- Board declared a quarterly dividend of $0.27 per share, representing Greenbrier’s 35th consecutive quarterly dividend.

Greenbrier Core Strategies

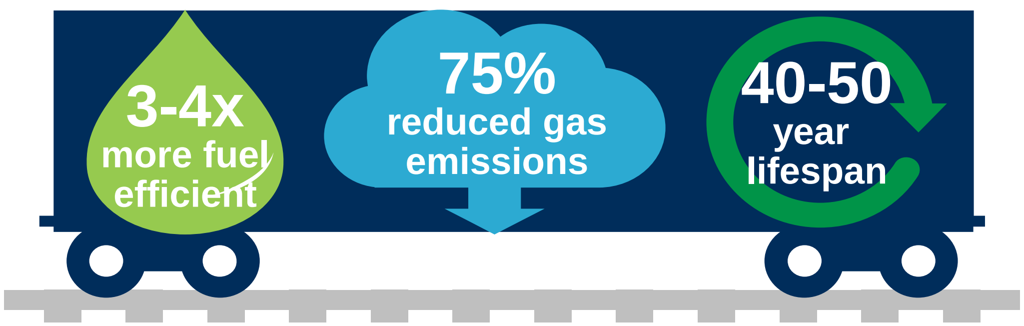
- Continued manufacturing excellence
- Commitment to expand services
- Increased investment in human capital
- Purposeful ESG approach
- Intentional advocacy on public policy

Environmental, Social and Governance (ESG)

Greenbrier's fourth annual ESG Report was published in November 2022. It was prepared in accordance with the Sustainability Accounting Standards Board (SASB) framework. The report also includes UN Sustainable Development Goals (SDG) targets and a Task Force on Climate-Related Financial Disclosures (TCFD) index and commitment to full alignment by 2030. Focus on:

- Environmental
- Safety & Quality
- Supply Chain
- Diversity, Equity and Inclusion (IDEAL)
- Risk Management

RAIL VERSUS TRUCK



Source: AAR

Our ESG Values

SAFETY & QUALITY

Leading the Industry Worldwide

"To maintain our industry leading status, we pride ourselves on producing high-quality products while maintaining rigorous employee safety standards. Greenbrier's core values of safety and quality drive all our operations."

- ***Five consecutive years*** of improved safety statistics – achieved the lowest rate in 2022
- OSHA injury and DART[1] rates have ***improved by ~80% since 2013***
- Received multiple annual recognitions by the Portland Business Journal as a ***'Most Admired Company'***

ENVIRONMENT

Advancing Sustainability

"As one of the most fuel-efficient methods of transportation, the rail and marine industries and our role in them are inextricably linked to environmental sustainability."

- Greenbrier set a Scope 2 greenhouse gas reduction goal of 20% by 2027
- *Disclosed climate risk management process for the first time in 2022 ESG report*
- *Recent enhancements to Greenbrier's product designs include lowering the tare weight of various railcars, enhancing aerodynamics, introducing new safety features and incorporating recycled content where possible.*

PEOPLE & COMMUNITIES

Contributing to Our People and Communities

"Greenbrier is dedicated to serving and investing in our people and communities, making them better places to live and work. We do this through community action days, scholarship funding, volunteerism and our IDEAL program.

- Our ***charitable giving program*** encourages employees to provide service to their local communities
- Donated over $1 million and 9,000 hours to nonprofit organizations in a diverse focus areas
- Introduced employee resource groups (ERGs) as part of our ***IDEAL commitment***

GOVERNANCE & ETHICS

Assuring the Highest Standards of Oversight

"We are dedicated to sound governance practices at Greenbrier. This aspect of our ESG program includes business ethics, risk management, internal audits and our Board structure."

- Greenbrier's current percentage of ***female board members is 36%***, exceeding 50/50 Women on Board's 3+ category
- ***Over 80% of directors are independent***

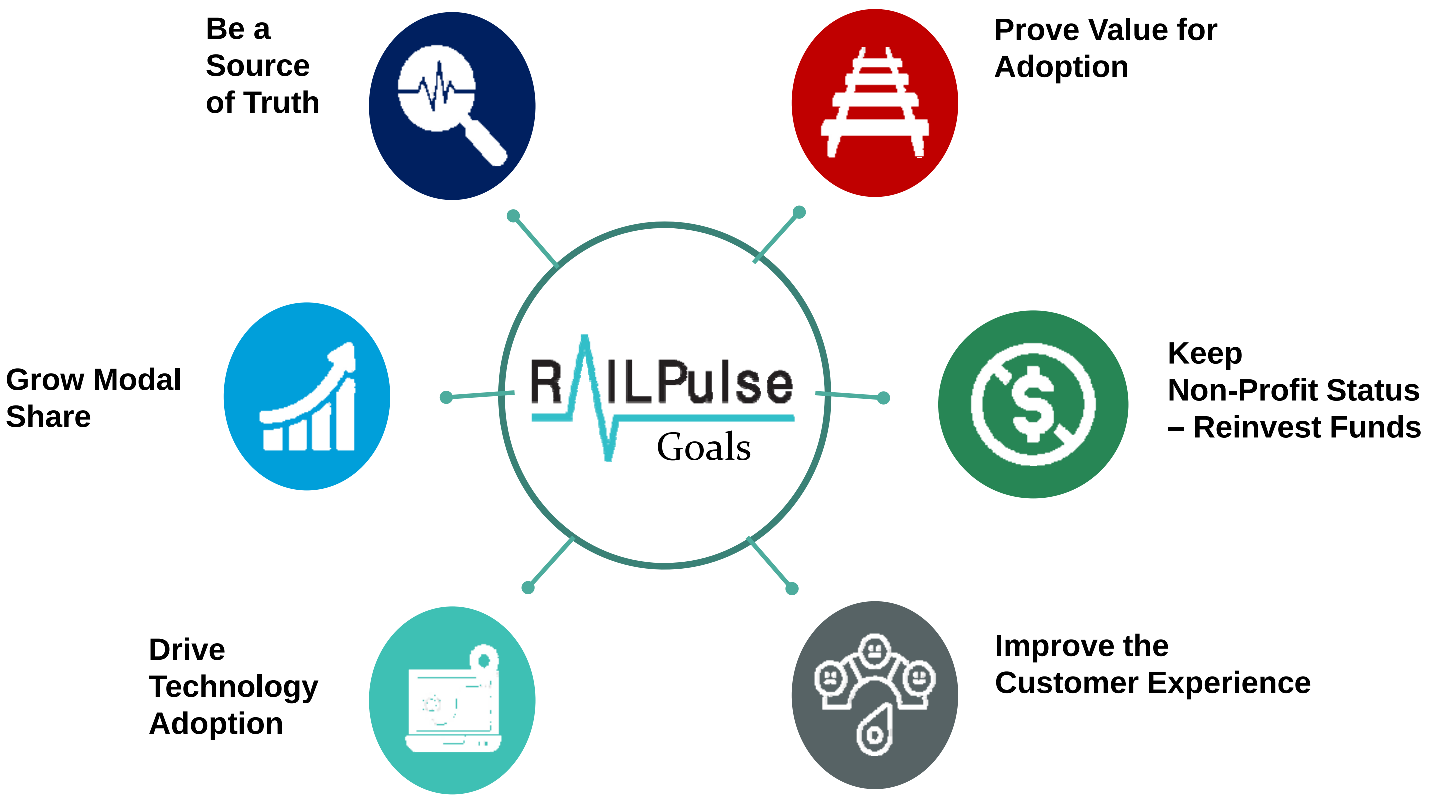
(1) Days Away, Restricted, and Transferred.

GBX has joined the RailPulse industry coalition to promote data transparency

GBX
THE GREENBRIER COMPANIES

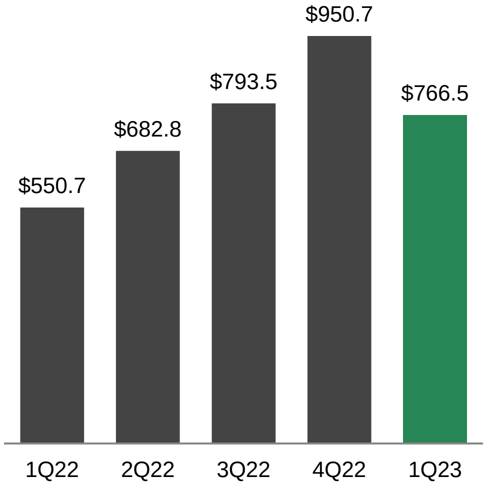
Seven Board Companies

- NORFOLK SOUTHERN
- G&W
- UNION PACIFIC
- WATCO COMPANIES
- GATX
- THE GREENBRIER COMPANIES
- TRINITYRAIL

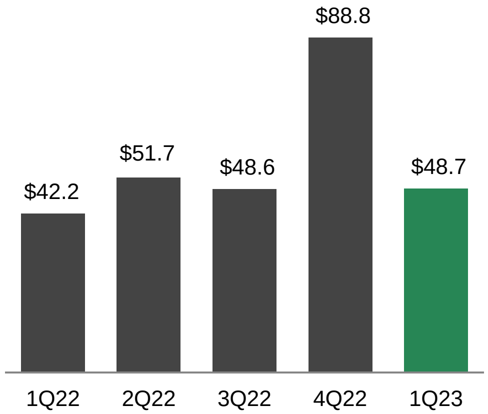


Income Statement Highlights

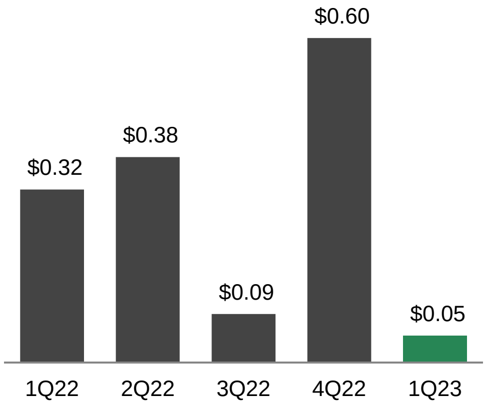
Revenue *($ millions)*



Adjusted EBITDA *($ millions)*[(1)]



Adjusted Diluted EPS[(1)]

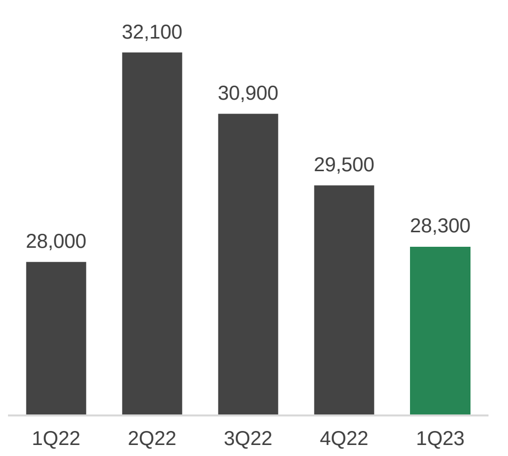


Lower adjusted EBITDA and adjusted EPS reflects decreased revenue and margin resulting from a production of 2,300 units produced onto the balance sheet. Gross margin and margin % was impacted by increased costs related to outsourced components, material shortages, supplier issues and other supply chain complications.

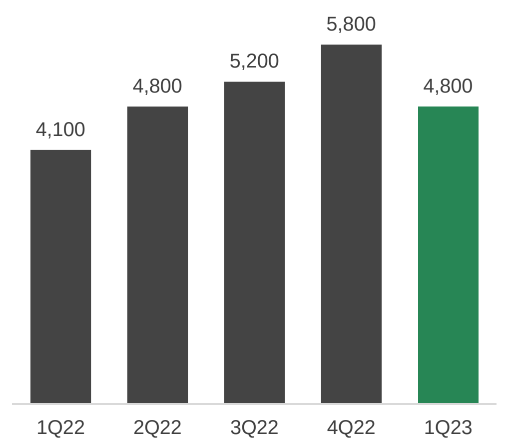
(1) See Slides 18 and 19 for Reconciliation

Key Operational Metrics

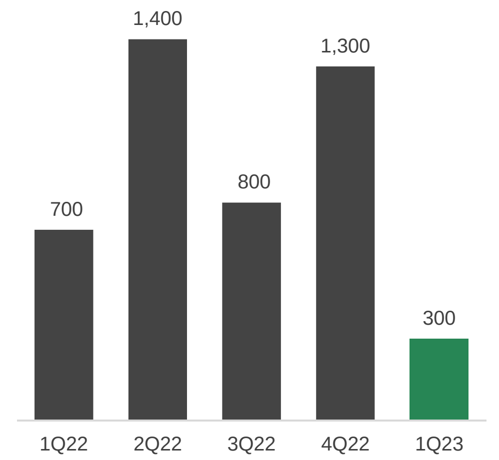
Backlog(1)



Deliveries(1)



Syndicated Deliveries

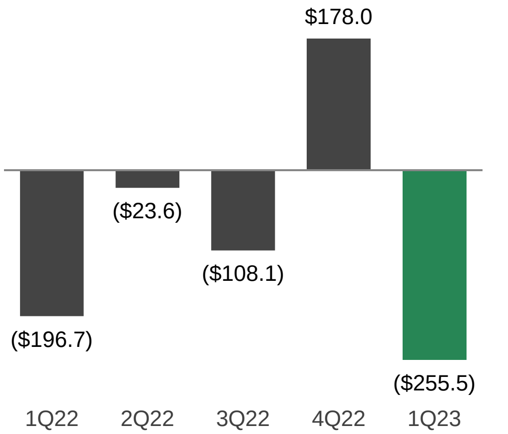


Orders for 5,600 railcars valued at $700 million received during Q1 FY 23 contribute to $3.4 billion backlog.

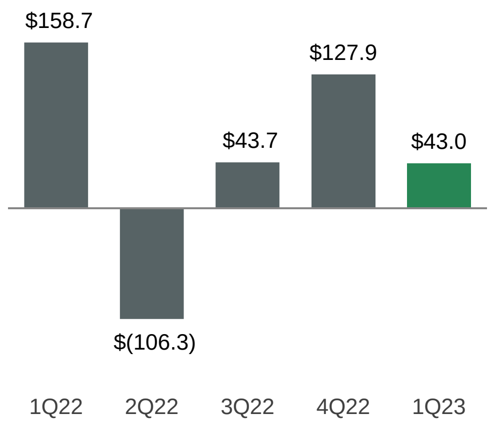
(1) Results include syndicated deliveries and Greenbrier-Maxion, our Brazilian railcar manufacturer, which is accounted for under the equity method

Balance Sheet & Cash Flow Trends

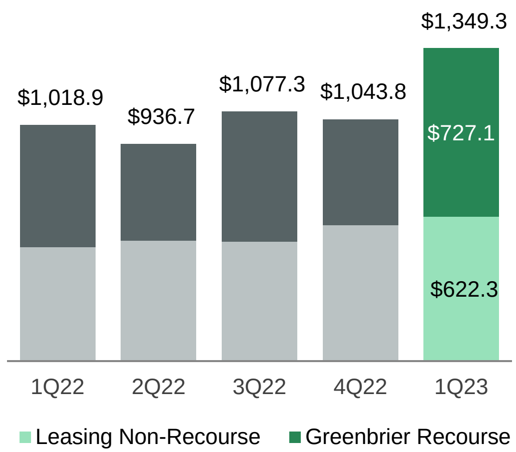
Operating Cash Flow



Net Capex & Invest. in Unconsolidated Affiliates[1]



Net Funded Debt[2]



Quarter end liquidity of $477 million, including $263 million in cash and $214 million of available borrowing capacity. The change in Cash balance reflects continued investment into our lease fleet and working capital expenditures related to manufacturing supply chain issues.

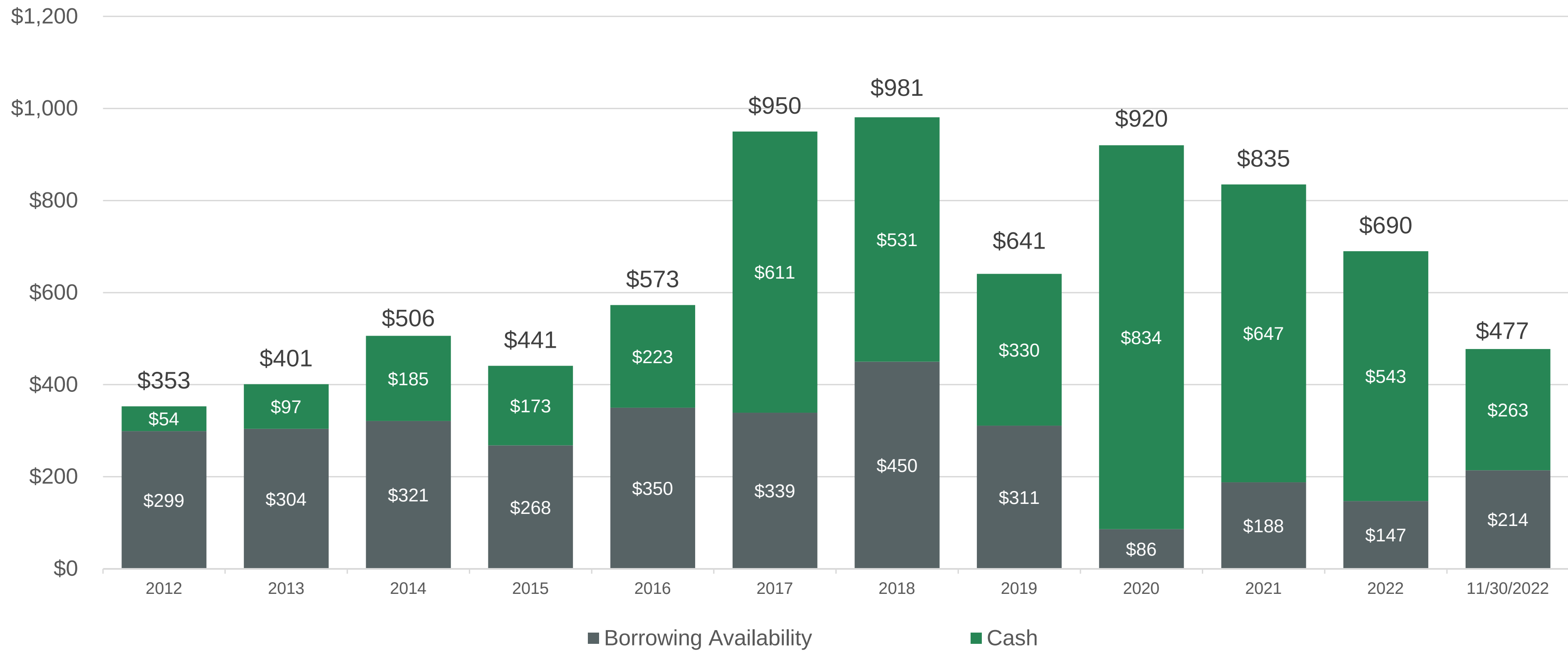
(1) Investment in Unconsolidated Affiliates included to reflect investments in unconsolidated joint ventures; negative amount reflects cash generated

(2) Excludes capitalized issuance costs

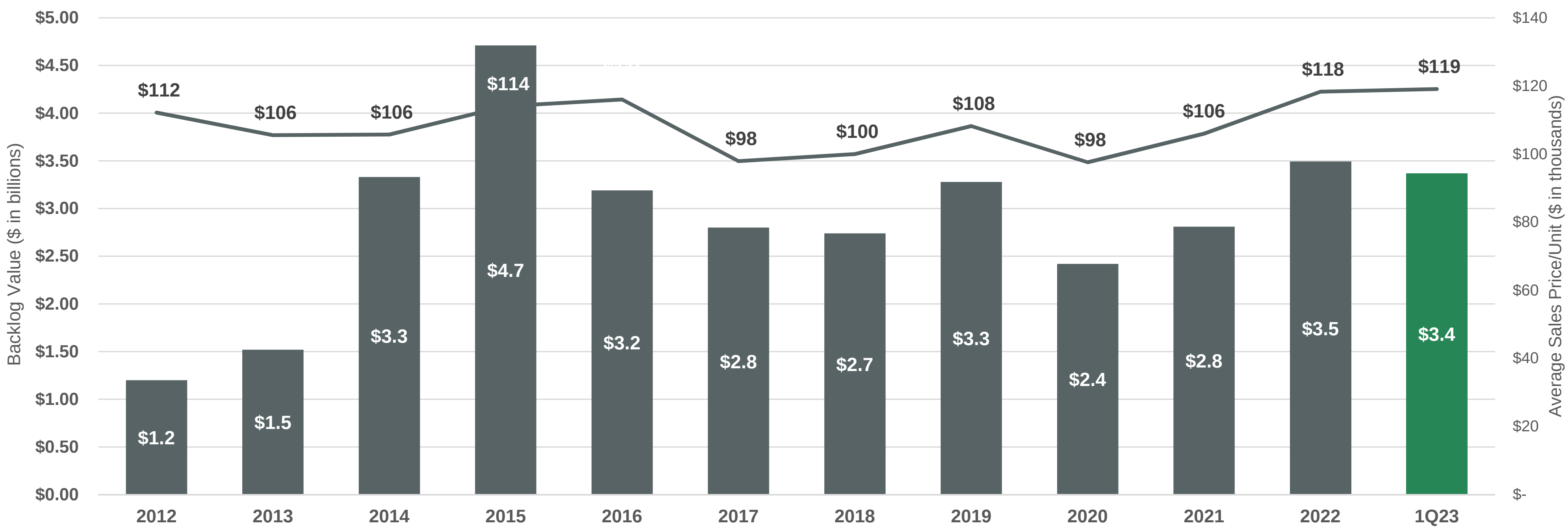
Strong Balance Sheet and Liquidity Provide Flexibility

GBX
THE GREENBRIER COMPANIES

Liquidity Summary **($ in millions)**



Railcar Backlog Provides Visibility



Backlog units	10,700	14,400	31,500	41,300	27,500	28,600	27,400	30,300	24,600	26,600	29,500	28,300

Manufacturing Segment Update

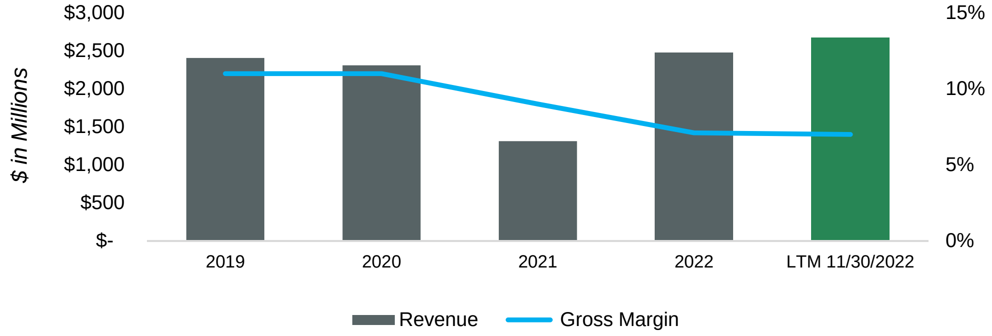
First Quarter Developments

- Lower revenue and deliveries resulting from 2,300 units of production onto the Balance Sheet and timing of syndication activity
- Margins impacted by increased costs related to outsourced components, material shortages, supplier issues and other supply chain complications

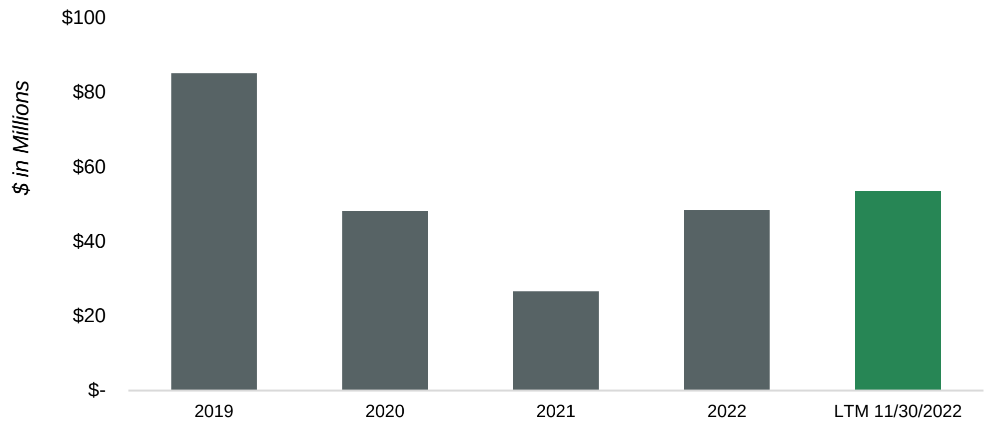
Long Term Market Drivers

- Freight rail is 3 to 4 times more efficient than truck transport
- U.S. highway congestion, driver shortage, regulation and aging infrastructure constrain trucking
- Potential for significant demand improvement in Europe due to environmental concerns and replacement cycle
- Proposed environmental and other regulations in both North America and Europe should support secular demand for rail

Revenue and Gross Margin %



Capital Expenditures



Maintenance Services Update

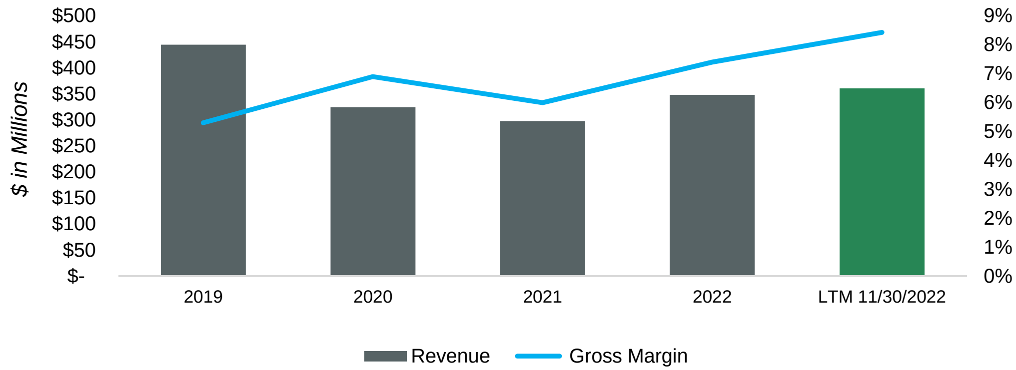
First Quarter Developments

- Modestly lower revenue due to lower volumes of wheelsets
- Lower margins impacted by increased labor and transportation cost in our wheel business. We are working with our customers to adjust pricing and contracts to address these impacts

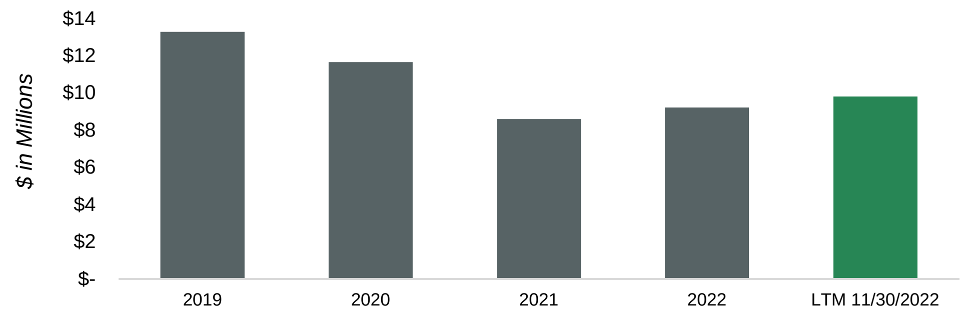
Long Term Market Drivers

- Ton-miles and equipment upgrades drive wheel and repair spending

Revenue and Gross Margin %



Capital Expenditures

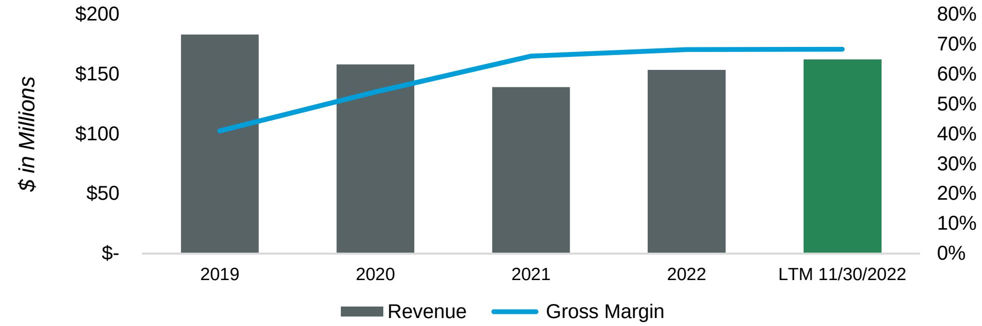


Leasing & Management Services Update

First Quarter Developments

- Revenue and margin reflect decreased syndication activity
- Strong lease fleet utilization rate of 98%

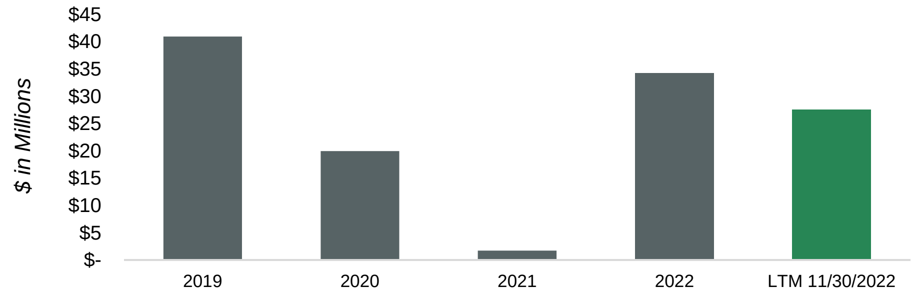
Revenue and Gross Margin %



Long Term Market Drivers

- Trend of increasing private ("leasing / shipping companies") railcar ownership expected to continue
- Users seek flexibility and financial institutions seek yield
- Opportunities created for partnering, service contracts and enhanced margins

Gain on Disposition of Equipment



Leasing Enhances Potential Returns

(In millions, except owned and managed fleet, unaudited)

(In Units)	Aug 31, 2022	Nov 30, 2022
Owned Fleet[1]	12,200,	14,100,
Managed Fleet	408,000	408,000
Owned Fleet Utilization[1]	98%	98%

	Aug 31, 2022	Nov 30, 2022
Beginning balance	11,800	12,200
Railcars added	1,700	2,300
Railcars sold / scrapped	(1,300)	(400)
Ending balance	12,200	14,100

	Aug 31, 2022	Nov 30, 2022
Equipment on operating lease[2]	$ 770.9	$ 836.2
GBX Leasing non-recourse warehouse	$ -	$ -
GBX Leasing ABS non-recourse notes	318.6	315.7
Leasing non-recourse term loan	268.0	306.6
Total Leasing non-recourse debt	$ 586.6	$ 622.3
Fleet leverage %[3]	76%	74%

- ✓ Reduces Greenbrier's exposure to new railcar order and delivery cycle; provides tax-advantaged recurring lease-based revenue and an inflation hedge
- ✓ Strengthens distribution and funding strategies allowing us to better serve our customers' needs and deepen relationships
- ✓ Complements Greenbrier's integrated business model of railcar manufacturing and services
- ✓ Continues to grow a diverse lease portfolio, with emphasis on industrial shipper and other long-standing customer relationships, including those gained through acquisition of ARI

(1) Owned fleet includes Leased railcars for syndication
(2) Equipment on operating lease assets not securing Leasing non-recourse term loan supports the $600 million U.S. revolver
(3) Total Leasing non-recourse debt / Equipment on operating lease

THE GREENBRIER COMPANIES

Appendix

Quarterly Segment Trends

Manufacturing

($ in millions, except backlog and deliveries)	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23
Revenues	$452.5	$555.7	$650.9	$817.5	$646.5
Gross Margin	$30.9	$20.7	$39.6	$84.5	$42.0
Gross Margin %	6.8%	3.7%	6.1%	10.3%	6.5%
Operating Margin %[3]	2.7%	0.3%	3.2%	7.6%	3.2%
Capital Expenditures	$4.5	$7.7	$13.2	$22.9	$9.7
New Railcar Backlog	$2,980	$3,590	$3,630	$3,480	$3,370
New Railcar Backlog (units)	28,000	32,100	30,900	29,500	28,300
Deliveries (units) [1]	3,700	4,400	4,900	5,700	4,500

Maintenance Services

($ in millions)	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23
Revenues	$72.4	$86.6	$101.5	$87.2	$85.5
Gross Margin	$1.2	$4.9	$10.4	$9.2	$5.9
Gross Margin %	1.7%	5.7%	10.2%	10.6%	6.9%
Operating Margin %	(1.5%)	3.3%	8.5%	13.0%	6.4%
Capital Expenditures	$0.5	$1.7	$1.8	$5.2	$1.1

Leasing and Management Services

($ in millions, except managed fleet)	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23
Revenues	$25.8	$40.5	$41.1	$46.0	$34.5
Gross Margin	$15.5	$29.2	$26.3	$33.6	$21.6
Gross Margin %	60.1%	72.1%	64.0%	73.0%	62.6%
Gain on Sale	$8.7	$24.7	$0.7	$0.2	$2.0
Operating Margin %	66.7%	117.5%	46.5%	53.0%	45.2%
Net Capital Expenditures[2]	$153.9	($118.9)	$29.3	$103.4	$32.4
Managed fleet (000's)	443	431	421	408	408
Lease Fleet Utilization	97.1%	97.9%	97.5%	98.4%	97.9%

Footnotes

(1) Excludes Brazil deliveries since they do not impact Manufacturing Revenue and Margins.
(2) Includes corporate expenditures and is net of proceeds from sale of equipment
(3) First quarter 2023 operating margin excludes the non-cash asset impairment of $24.2 million

Quarterly Adjusted EBITDA Reconciliation

Supplemental Disclosure
Reconciliation of Net Earnings (Loss) to Adjusted EBITDA
(In millions, unaudited)

	Quarter Ending				
	Nov. 30, 2021	Feb. 28, 2022	May 31, 2022	Aug. 31, 2022	Nov. 30, 2022
Net earnings (loss)	$5.6	$11.2	$7.6	$29.4	($17.3)
Interest and foreign exchange	12.6	11.8	14.9	18.1	19.6
Income tax expense (benefit)	(1.4)	3.2	1.1	15.2	(3.8)
Depreciation and amortization	25.4	25.5	25.0	26.1	26.0
Impairment of long-lived assets	-	-	-	-	24.2
Adjusted EBITDA	**$42.2**	**$51.7**	**$48.6**	**$88.8**	**$48.7**

See slide 20 for definition of EBITDA.

Quarterly Adjusted Diluted EPS Reconciliation

Supplemental Disclosure
Reconciliation of Net Earnings (Loss) Attributable to Greenbrier to Adjusted Net Earnings
(In millions, except per share amounts, unaudited)

	Quarter Ending				
	Nov. 30, 2021	Feb. 28, 2022	May 31, 2022	Aug. 31, 2022	Nov. 30, 2022
Net earnings (loss) attributable to Greenbrier	$10.8	$12.8	$3.1	$20.2	($16.7)
Impairment of long-lived assets, net of tax	-	-	-	-	18.3
Adjusted net earnings	$10.8	$12.8	$3.1	$20.2	$1.6
Weighted average diluted shares outstanding	33.6	34.5	33.7	34.5	33.7
Adjusted diluted EPS	**$0.32**	**$0.38**	**$0.09**	**$0.60**	**$0.05**

Adjusted Financial Metric Definition

Adjusted EBITDA, Adjusted net earnings attributable to Greenbrier and Adjusted diluted EPS are not financial measures under generally accepted accounting principles (GAAP). These metrics are performance measurement tools used by rail supply companies and Greenbrier. You should not consider these metrics in isolation or as a substitute for other financial statement data determined in accordance with GAAP. In addition, because these metrics are not a measure of financial performance under GAAP and are susceptible to varying calculations, the measures presented may differ from and may not be comparable to similarly titled measures used by other companies.

We define Adjusted EBITDA as Net earnings before Interest and foreign exchange, Income tax expense (benefit), Depreciation and amortization and excluding the impact associated with items we do not believe are indicative of our core business or which affect comparability. We believe the presentation of EBITDA provides useful information as it excludes the impact of financing, foreign exchange, income taxes and the accounting effects of capital spending. These items may vary for different companies for reasons unrelated to the overall operating performance of a company’s core business. We believe this assists in comparing our performance across reporting periods.

Adjusted net earnings attributable to Greenbrier and Adjusted diluted EPS excludes the impact associated with items we do not believe are indicative of our core business or which affect comparability. We believe this assists in comparing our performance across reporting periods.

NYSE: GBX

1Q23 Earnings Slides & Supplemental Information

InvestorRelations@gbrx.com
www.gbrx.com