

# THE **GREENBRIER** **COMPANIES**



**NYSE: GBX**

***3Q25 Earnings Slides & Supplemental Information***

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***www.gbrx.com***

# Forward Looking Statements

This presentation and the accompanying oral presentation contain forward-looking statements, including statements that are not purely statements of historical fact. The Greenbrier Companies, Inc. (the "Company," "we," "us" or "our") uses words, and variations of words, such as "backlog," "believe," "capacity," "commit," "continue," "decrease," "drive," "estimate," "expect," "focus," "future," "grow," "help," "improve," "increase," "invest," "leverage," "may," "next," "plan," "position," "provide," "recur," "reduce," "result," "schedule," "solid," "strategy," "strong," "trend," "visibility," "will," and similar expressions to identify forward-looking statements. These forward-looking statements include, without limitation, statements about our guidance and outlook, backlog and other orders, production capacity, railcar deliveries, leasing and syndication operations and performance, expectations for operating segments, financing, revenue, cash flow, tax treatment, and other information regarding future performance and strategies and appear throughout this presentation. These forward-looking statements are not guarantees of future performance and are subject to certain risks, uncertainties and important factors that could cause actual results to differ materially from the results contemplated by the forward-looking statements. Such risks, uncertainties and important factors that might cause such a difference include, but are not limited to, the following: an economic downturn and economic uncertainty; changes to tariffs or import duties, including retaliatory tariffs; changes in macroeconomic policies; 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; labor disputes; loss of market share to other modes of freight shipment; geopolitical unrest including the war in Ukraine and conflict in the Middle East. Our backlog of railcar units 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. There may be other factors that may cause our actual results to differ materially from the forward-looking statements, including the risks, uncertainties and factors described in more detail 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 Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q. 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.

## Q3 FY 2025 Results

- Net earnings attributable to Greenbrier of \$60 million, or \$1.86 per diluted share, on revenue of \$843 million.
- Aggregate gross margin of 18%; Seventh consecutive quarter meeting or exceeding mid-teens gross margin goal.
- Operating margin of \$93 million or 11% revenue.
- EBITDA of \$129 million, or 15% of revenue.
- Operating cash flow of nearly \$140 million reflecting increased earnings and working capital efficiencies.
- Strong lease fleet utilization of 98%.
- New railcar orders for 3,900 units valued at more than \$500 million and deliveries of 5,600 units, resulting in a new railcar backlog of 18,900 units with an estimated value of \$2.5 billion.
- During the quarter, renewed and extended \$850 million of bank facilities into 2030.
- Repurchased 507 thousand shares for nearly \$22 million in the quarter. \$78 million remaining under current share repurchase program.
- Closed one manufacturing facility in our European joint venture as announced in Q2. Upon completion of plant closure and consolidation activities, annual savings of at least \$10 million are expected.
- Board approves quarterly dividend of \$0.32 per share, payable on August 7, 2025 to shareholders of record as of July 17, 2025, representing Greenbrier's 45th consecutive quarterly dividend.
- Subsequent to quarter end, Greenbrier added two new independent directors with more than 50 years of combined rail industry operations experience.

# Investment Highlights

- Leading railcar manufacturer and lessor with #1 or #2 position in end markets
- Long track record of growth and increasing through-cycle profitability
- Strong visibility with \$2.5 billion backlog and growing stream of recurring revenue
- Well-positioned for rebound in new railcar demand across three continents
- Committed to returning value to shareholders through dividends and share repurchases

**24,100**

LTM railcar deliveries

**\$2.5bn**

New railcar backlog

**~\$770mn**

Available liquidity

**~16,800**

Railcars in lease fleet

**45%**

Growth in recurring revenue <sup>(1)</sup>

**~\$580mn**

Capital returned to shareholders <sup>(2)</sup>

Note: Figures as of May 31, 2025

(1) Measured on an LTM basis as of May 31, 2025, against \$113 million of recurring revenue which represents our starting point, announced at our investor day on April 12, 2023. Recurring revenue is defined as Leasing & Fleet Management revenue excluding the impact of syndication transactions.

(2) Cumulative capital returned to shareholders, includes dividends and share repurchases, since November 29, 2013

## Railcar Manufacturing

Produce virtually all types of railcars for the North American, European and Brazilian markets.

## Maintenance Services

Decades of delivering seamless services and solutions throughout the lifecycle of a railcar to allow owners and shippers to focus on core business activities.



## Railcar Leasing

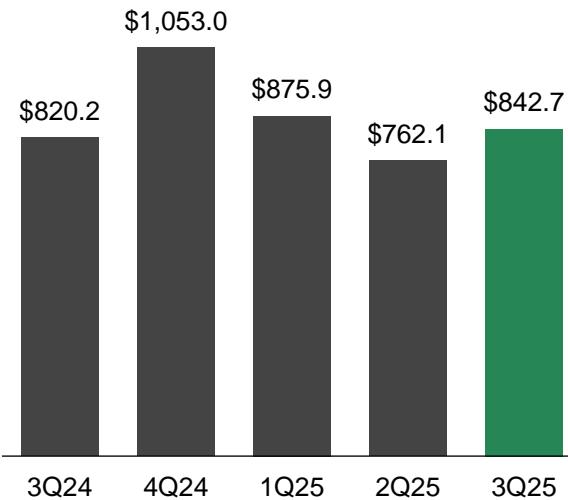
Greenbrier has a fleet of ~16,800 <sup>(1)</sup> railcars in North America, covering numerous car types which serve multiple market segments.

## Railcar Management

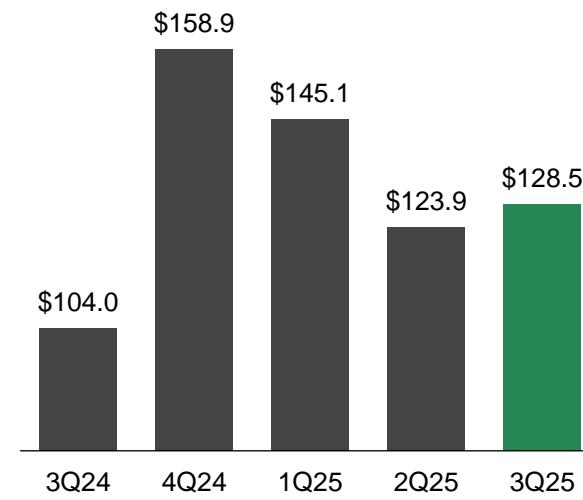
One of North America's most comprehensive railcar management solutions providers. We manage railcars for customers which include Class I railroads, operating lessors and shippers.

# Income Statement Metrics

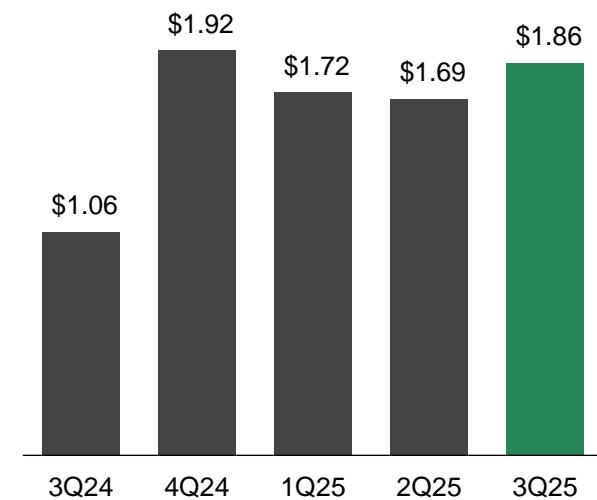
## Revenue (\$ millions)



## Core EBITDA (\$ millions)<sup>(1)</sup>



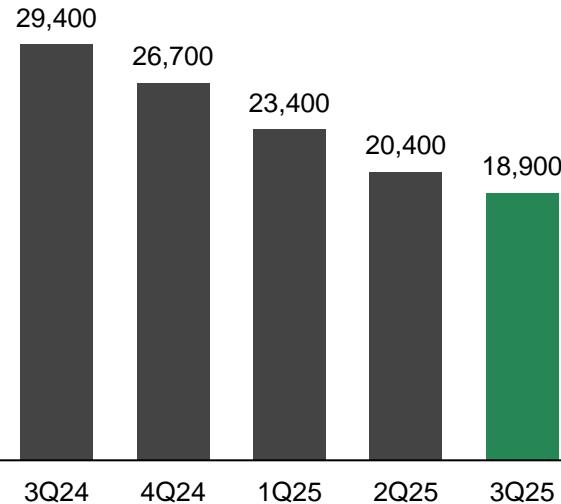
## Core Diluted EPS<sup>(1)</sup>



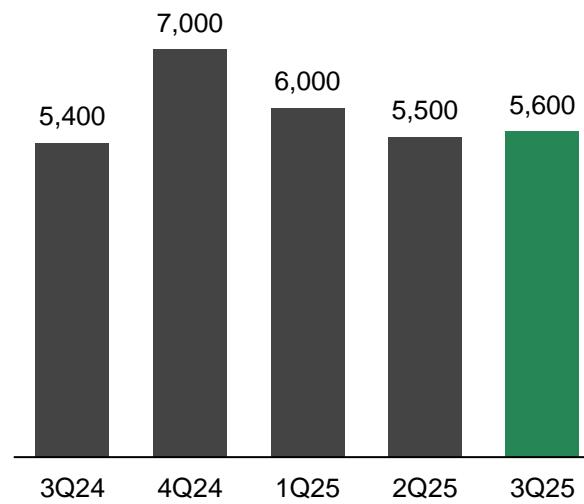
Higher EBITDA and EPS reflect strong profitability resulting from continued strength in manufacturing performance, higher syndication activity and efficient operating performance. Lower interest expense and favorable tax rate provided additional contribution to EPS.

# Key Operational Metrics

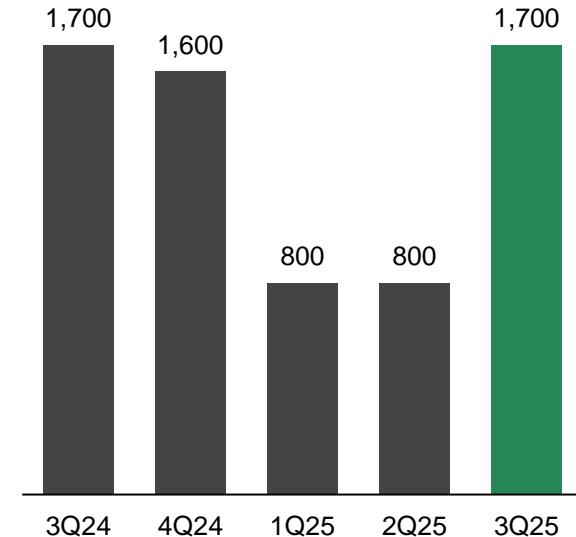
## Backlog<sup>(1)</sup>



## Deliveries<sup>(1)</sup>



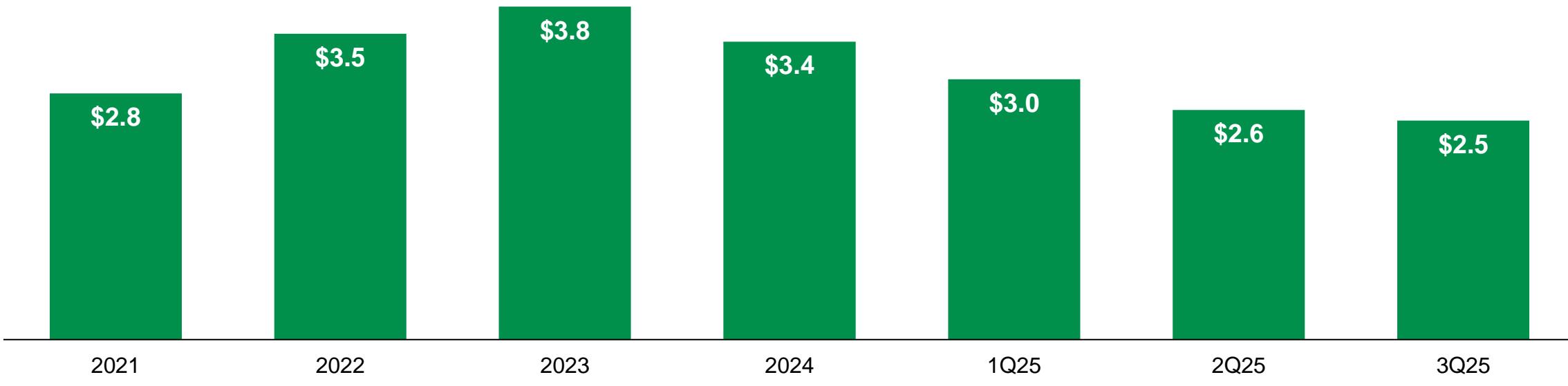
## Syndicated Deliveries



Secured diverse new railcar orders of 3,900 units valued at more than \$500M. Backlog trend reflect muted order activity on elevated inquiries due to delayed spending. Syndication deliveries reflect production schedule timing.

# Industry Leading Railcar Backlog Provides Near-term Revenue Visibility and Earnings Stability

## Greenbrier New Railcar Backlog<sup>(1)</sup>



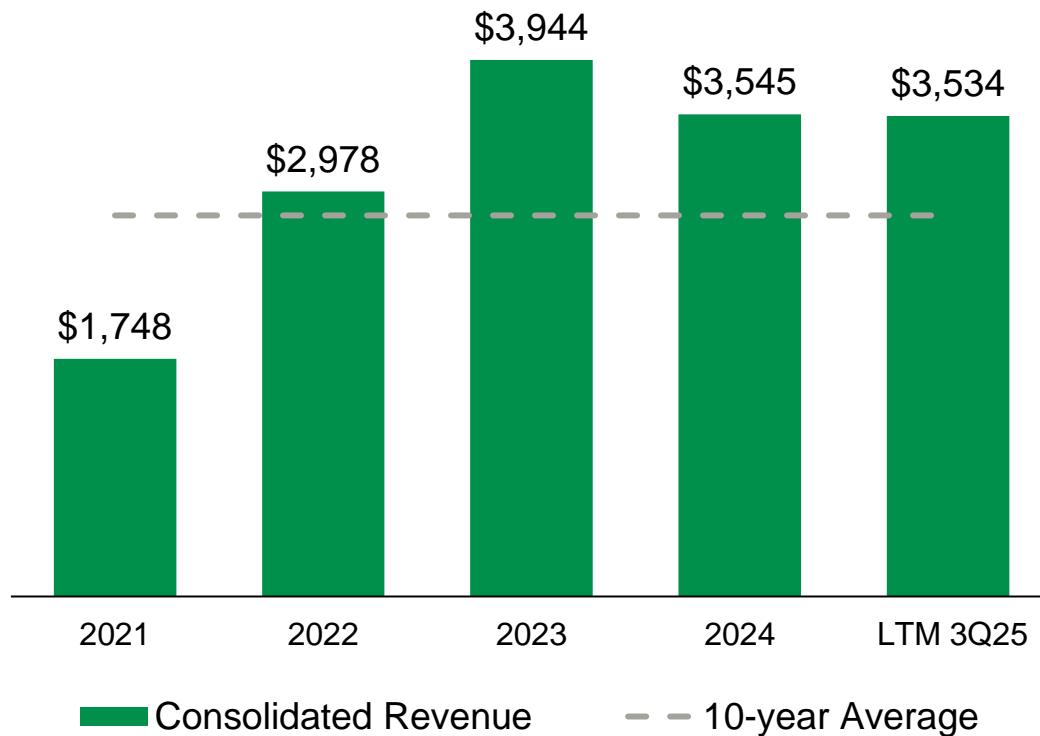
### Units in Backlog

26,600	29,500	30,900	26,700	23,400	20,400	18,900
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**Industry leader with diverse railcar backlog, provides visibility and earnings stability. Programmatic railcar restoration, excluded from backlog, is an additional contributor to results.**

# Generating Strong Revenue and Higher Margin Dollars

## Consolidated Revenue (\$ millions)



## Aggregate Gross Margin (\$ millions)



Note: Annual figures represent Greenbrier's fiscal year end. Figures on an LTM basis are as of May 31, 2025

# Updated Fiscal 2025 Outlook and Guidance Based on Current Trends and Production Schedules

	FY24 Results	FY25 Guidance	Commentary
<b>Revenues</b>	\$3.54 billion	\$3.15 - \$3.35 billion	<ul style="list-style-type: none"> <li>Reflects our leading position, strong lease origination capabilities and direct sales experience</li> </ul>
<b>Deliveries</b>	23,700 units	21,500 - 23,500 units	<ul style="list-style-type: none"> <li>Anchored by strong backlog; guidance includes <b>~1,600</b> units in Brazil</li> </ul>
<b>Aggregate Gross Margin</b>	15.8%	17.7% - 18.3%	<ul style="list-style-type: none"> <li>Driven by improved operating performance and advancement of key initiatives</li> </ul>
<b>Operating Margin</b>	9.2%	10.6% - 11.0%	<ul style="list-style-type: none"> <li>Driven by improved operating performance, management of G&amp;A and gains from equipment sales</li> </ul>
<b>Total Capital Expenditures<sup>(1)</sup></b>	\$390 million	\$340 million	<ul style="list-style-type: none"> <li>\$270 million in Leasing &amp; Fleet Management – Investments into lease fleet</li> <li>\$145 million in Manufacturing - Includes carry over in-sourcing investment initiatives from fiscal 2024</li> <li>\$75 million of proceeds from equipment sales – Fleet portfolio optimization</li> </ul>

(1) Gross capital expenditures is net of proceeds from equipment sales.

# Solid Foundation is in Place for the Continued Growth of Greenbrier's Lease Fleet

As of May 31, 2025

**16,800**  
railcars

**4.0 Yrs**  
avg. remaining term

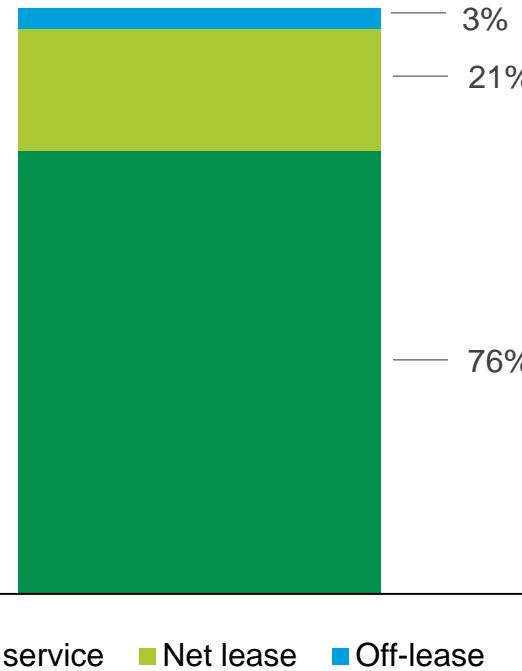
**~\$1.5Bn<sup>(1)</sup>**  
net book value

**154**  
# of customers

**6.8 Yrs**  
avg. railcar age

**98.2%**  
fleet utilization

## Lease Types



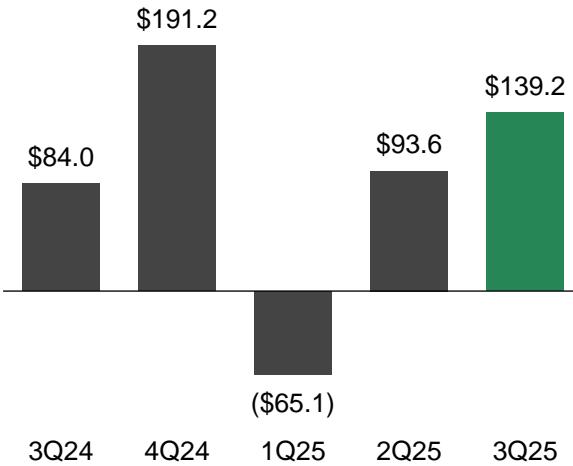
**Committed to investing up to \$300 million per year on a net basis over the next several years**

(1) Total Net book value is the sum of equipment on operating leases, net and leased railcars from syndication, as presented on the consolidated balance sheet

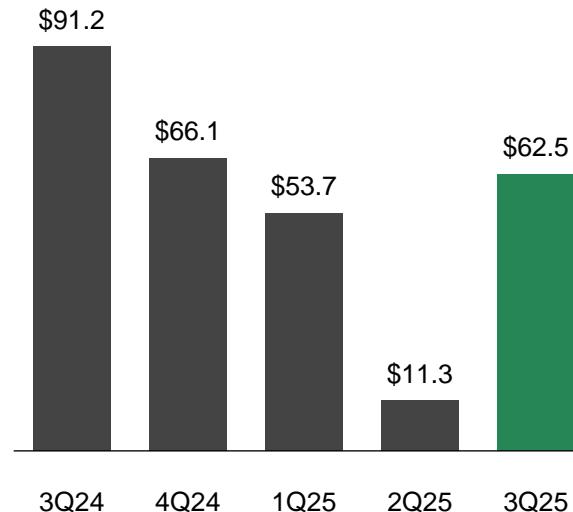
# Balance Sheet & Cash Flow Trends

(\$ in millions)

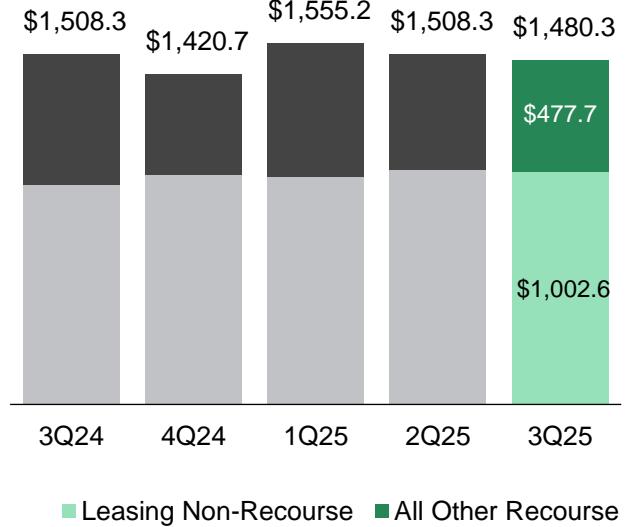
## Operating Cash Flow



## Net Capex & Invest. in Unconsolidated Affiliates<sup>(1)</sup>



## Net Funded Debt<sup>(2)</sup>



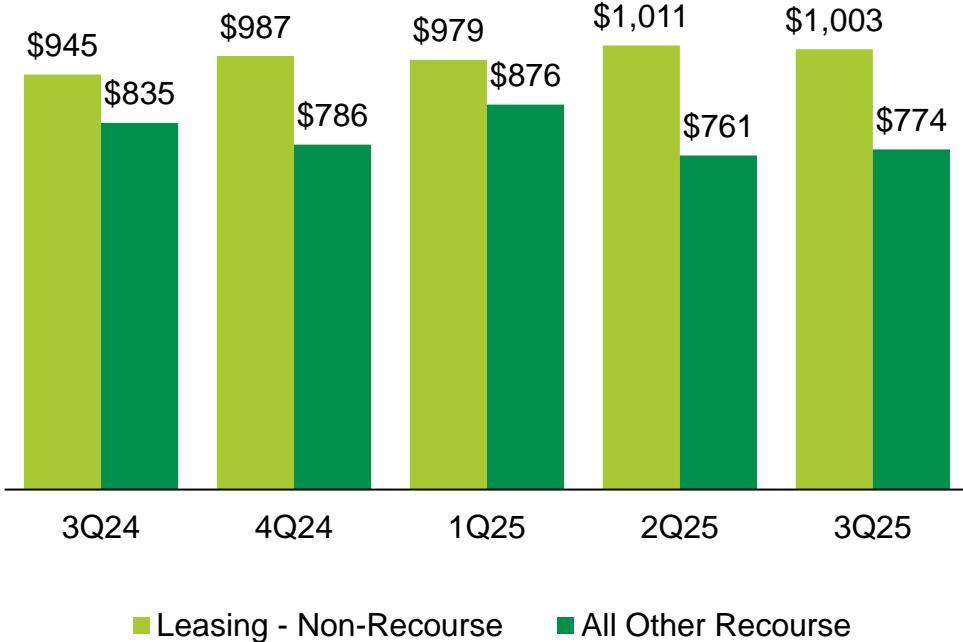
Generated robust operating cash flow of nearly \$140 million. Liquidity of \$770 million, highest in over 2 years, is comprised of nearly \$300 million in cash and more than \$470 million of available borrowing capacity.

(1) Investment in Unconsolidated Affiliates included to reflect investments in unconsolidated joint ventures

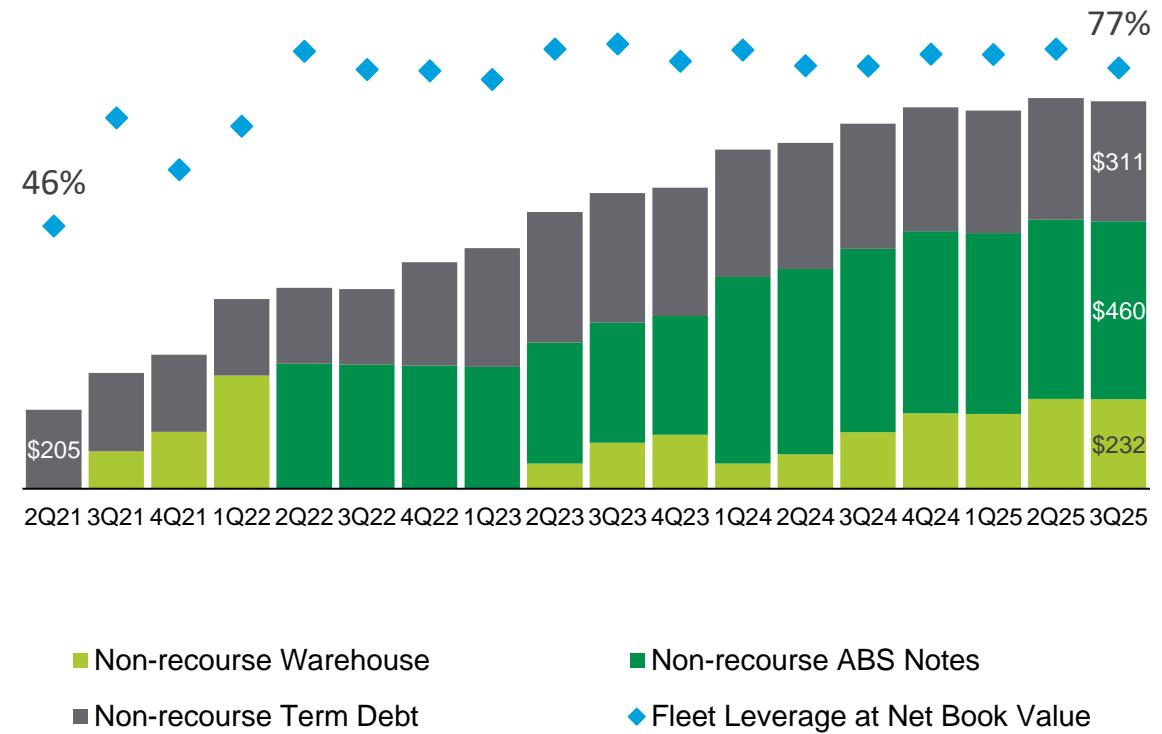
(2) Excludes capitalized debt discount and issuance costs

# Recourse Debt is Expected to Decrease Over the Next Several Years

## Recourse vs. Non-Recourse Debt<sup>(1)</sup> (\$ millions)



## Leasing Fleet Debt & Leverage<sup>(2)</sup> (\$ millions)



(1) Excludes capitalized debt discount and issuance costs

(2) Fleet assets are leveraged at Fair Market Value, based on independent appraisals, but carried at net book value on Greenbrier's Consolidated Balance Sheet

## APPENDIX SLIDES



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# Quarterly Core EBITDA Reconciliation

## *Supplemental Disclosure*

### Reconciliation of Net Earnings to Core EBITDA

(In millions, unaudited)

	May 31, 2024	Aug. 31, 2024	Nov. 30, 2024	Feb. 28, 2025	May 31, 2025
Net earnings	\$40.6	\$65.3	\$59.1	\$46.2	\$67.5
Interest and foreign exchange	24.7	28.3	23.4	21.7	13.2
Income tax expense	10.7	32.0	33.4	20.0	18.1
Depreciation and amortization	28.0	33.3	29.2	29.4	29.7
Facility-related rationalization costs <sup>(1)</sup>	-	-	-	6.6	-
<b>Core EBITDA</b>	<b>\$104.0</b>	<b>\$158.9</b>	<b>\$145.1</b>	<b>\$123.9</b>	<b>\$128.5</b>

(1) Includes \$1.0 million of depreciation and amortization

# Quarterly Core Diluted EPS Reconciliation

## *Supplemental Disclosure*

### **Reconciliation of Net Earnings Attributable to Greenbrier to Core Net Earnings Attributable to Greenbrier**

*(In millions, except per share amounts, unaudited)*

	May 31, 2024	Aug. 31, 2024	Nov. 30, 2024	Feb. 28, 2025	May 31, 2025
Net earnings attributable to Greenbrier	\$33.9	\$61.6	\$55.3	\$51.9	\$60.1
Facility-related rationalization costs <sup>(1)</sup>	-	-	-	4.2	-
Core net earnings attributable to Greenbrier	\$33.9	\$61.6	\$55.3	\$56.1	\$60.1
Weighted average diluted shares outstanding	32.0	32.1	32.2	33.2	32.2
<b>Core diluted EPS</b>	<b>\$1.06</b>	<b>\$1.92</b>	<b>\$1.72</b>	<b>\$1.69</b>	<b>\$1.86</b>

(1) Net of \$2.4 million of tax and non-controlling interest

## Non-GAAP Financial Measures

Core EBITDA, Core net earnings attributable to Greenbrier, and Core diluted earnings per share (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 measures 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.

Core net earnings attributable to Greenbrier and Core 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.

We define Core EBITDA as Net earnings before Interest and foreign exchange, Income tax expense, Depreciation and amortization and the impact associated with items we do not believe are indicative of our core business or which affect comparability. We believe the presentation of Core EBITDA provides useful information as it excludes the impact of financing, foreign exchange, income taxes and the accounting effects of capital spending and other items. 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. Reconciliations of GAAP financial measures to Non-GAAP financial measures are contained in this presentation and on our website at [gbrx.com](http://gbrx.com) under "Investors."

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