



THE GREENBRIER COMPANIES

2023 Rail Equipment Update

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Safe Harbor



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Greenbrier Overview



Leading Railcar Manufacturer
in North America, Europe and South
America

Strategic Market Position
with multiple growth drivers



Integrated Model
captures value throughout the
railcar life cycle

Diverse Product Portfolio
from low-cost, flexible
manufacturing facilities



Leasing Business
creates tax-advantaged annuity
stream, reduces cycle exposure

Large Aftermarket Business
provides stability & strategic
benefits throughout cycle

\$3.4bn
backlog⁽¹⁾

\$767mn
revenue generated in Q1 2023

14,100 units
owned fleet⁽¹⁾

⁽¹⁾ As of November 30, 2022

Greenbrier Core Strategies



**Continued
manufacturing
excellence**

**Commitment
to expand
services**

**Increased
investment in
human capital**

**Purposeful
ESG approach**

**Intentional
advocacy on
public policy**



THE GREENBRIER COMPANIES

Industry Trends



Trends: Collaboration



Railcar Conversions

RailPulse

Trends: Supply Chain & Policy Trends

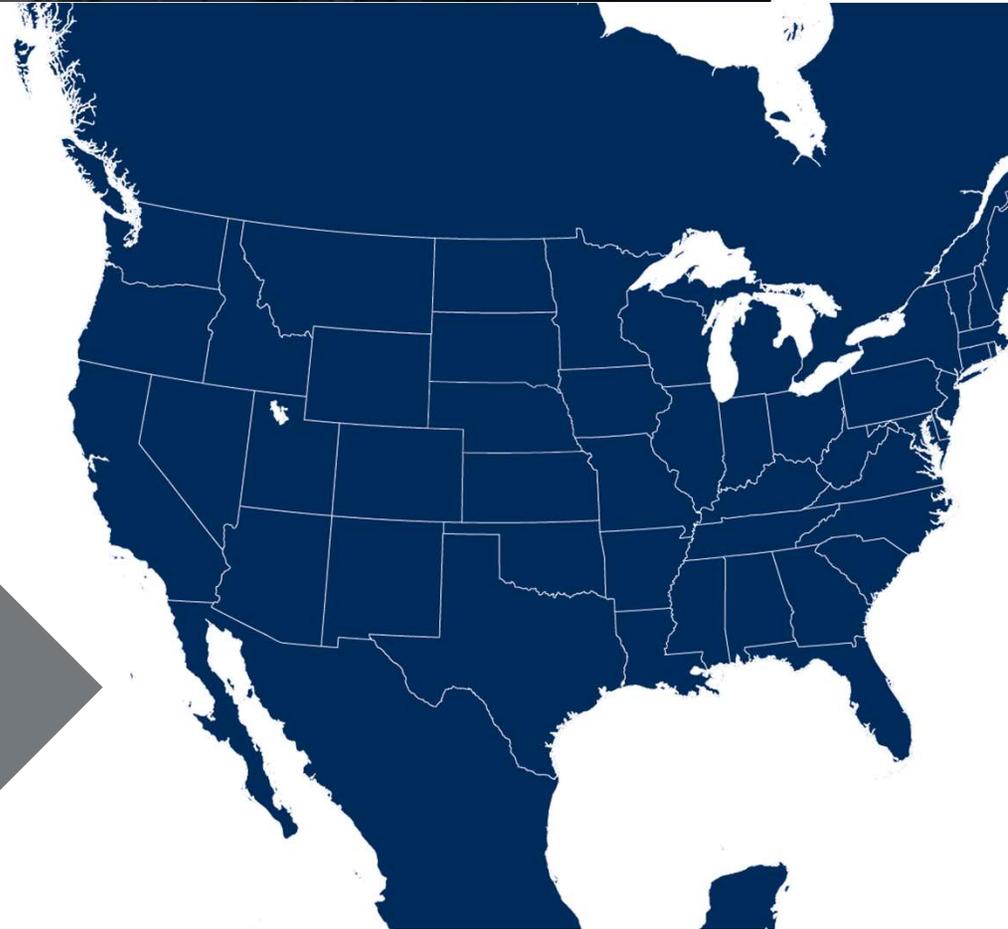


FREE TRADE

Supported NAFTA in 1994 through maturation of USMCA in 2020

TRADE ROUTES

Return to onshoring and nearshoring increases dependency on rail network



Trends: Human Capital Management



ENGAGEMENT | RECOGNITION | RETENTION

"EVERYONE AT GREENBRIER

is responsible for employee engagement — executives, managers, individuals and teams all play a role.

ENGAGEMENT DRIVES PERFORMANCE

and innovation, which moves Greenbrier forward.”

– Laurie Dornan, SVP Chief Human Resources Officer



Trends: Environmental, Social and Governance

We continue to look for opportunities to strengthen our ESG strategy, advance our environmental initiatives and enhance our reporting to provide long-term value for our stakeholders.



Continue assessing **goals, targets and policies** to strengthen management of **social and governance** topics



Monitor and apply disclosure requirements including evolving **regulatory disclosure requirements** and reporting **framework compliance**

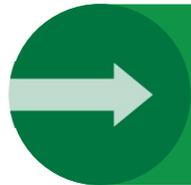


Further enhance **environmental** management and reporting, reaching full alignment with the Task Force on Climate-Related Financial Disclosures (TCFD)



Bolster disclosure assurances by engaging a third party to conduct an **external audit** of ESG disclosures

Economic Outlook Summary



U.S. economy ‘normalizing’ after years of unprecedented shutdowns, stimulus and growth



Inflation decelerating from peak but remains elevated

December inflation was 6.5%, down from 7.1% in November



Labor market remains resilient

December’s 3.5% unemployment rate is the lowest since 1969 and in 2022, the U.S. economy added 4.5 million new jobs



Supply chains improve but challenges remain

West coast port congestion cleared as freight diverted to Eastern and Gulf Coast ports amid labor strike concerns

Railcar Outlook Summary



Fleet

North American fleet remains tight as railcar retirements outpace new deliveries for 3rd consecutive year.



Volumes

Traffic growth expected to be flat for 2023, as it will take improved rail service for a sustained period to materially alter the outlook.



Velocity

Service remains challenged and will not improve meaningfully until train crew shortages are resolved.



Stored Railcars

Idled fleet near cycle-low, providing limited supply, as many units are suboptimal and await scrapping.

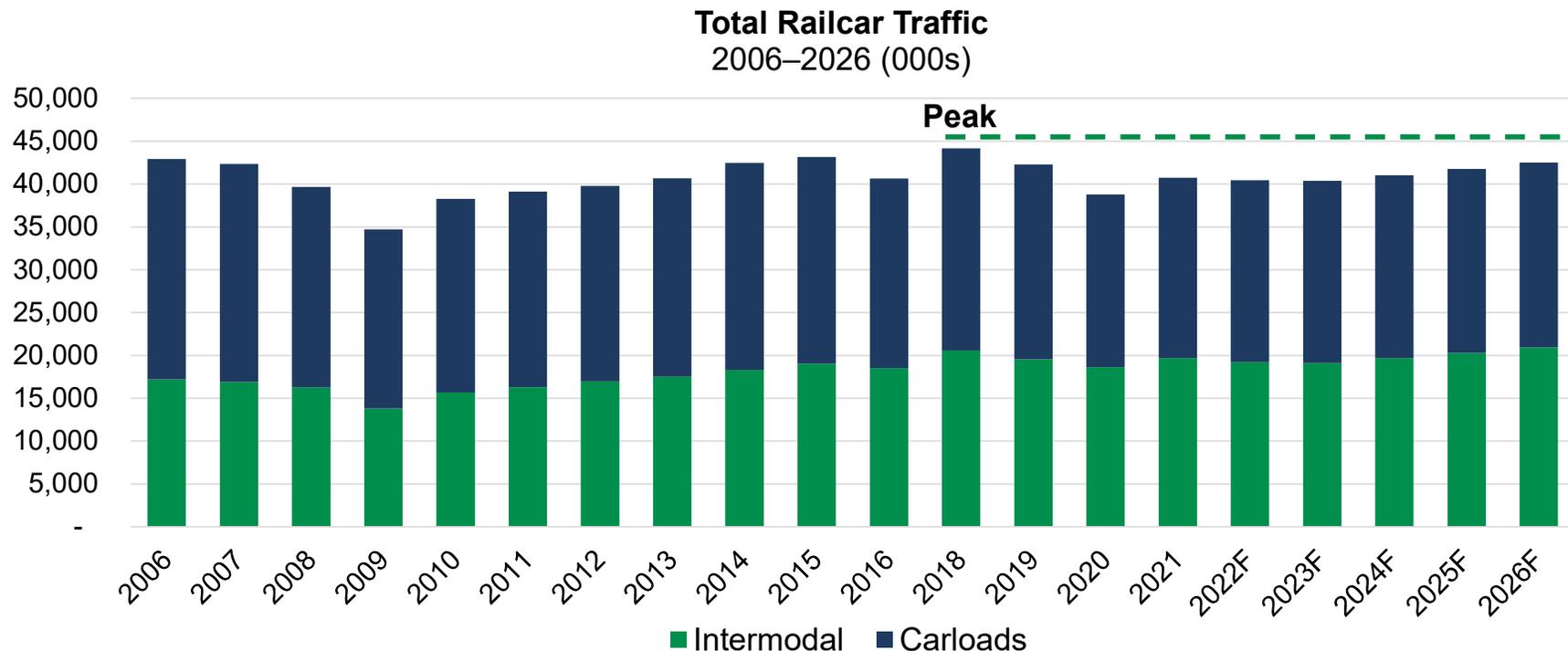


Deliveries

Railcar forecast lowered as economic uncertainty and supply constraints weigh on industry demand.

Slowing Economy, Service Challenges Stall Rail Growth

- Volume growth projected less than 1.0% for 2023, suggesting weak rail service in the near term

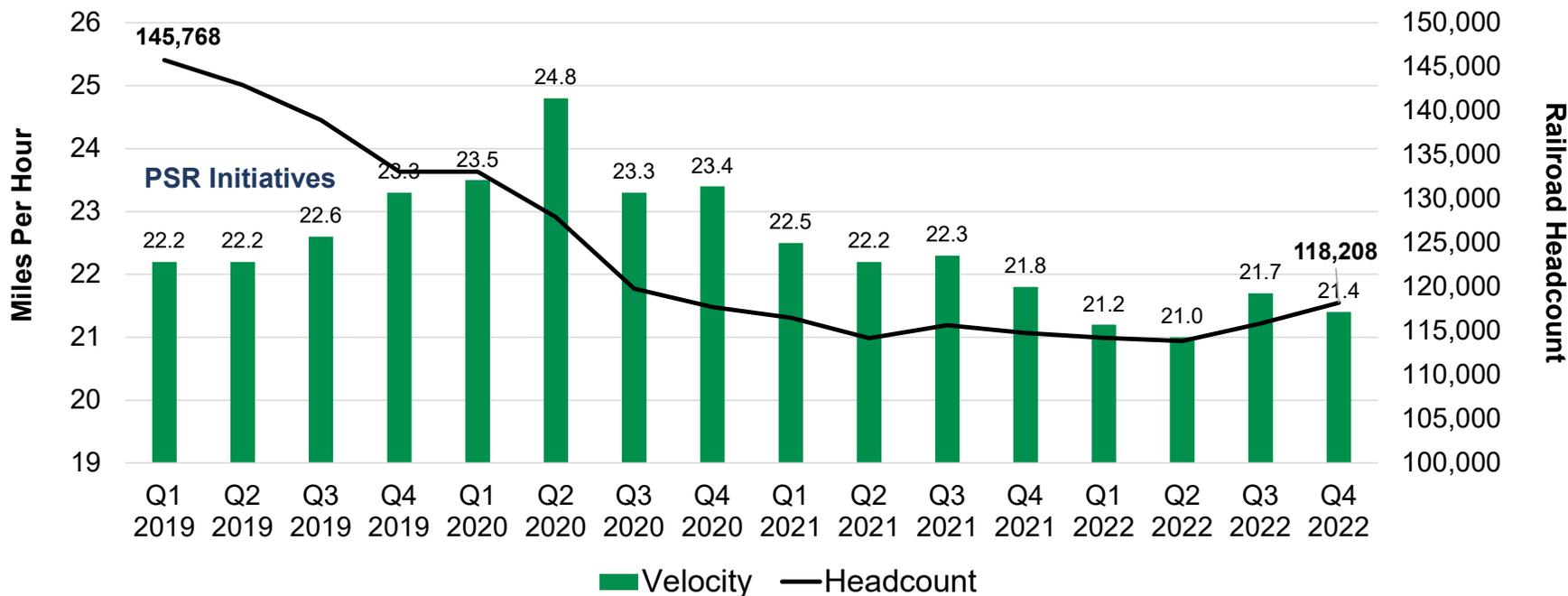


Modest Velocity Improvement, Still Weak



- Train speed improved slightly from the start of 2022, muted traffic and labor hiring uptick but well below pre-PSR levels

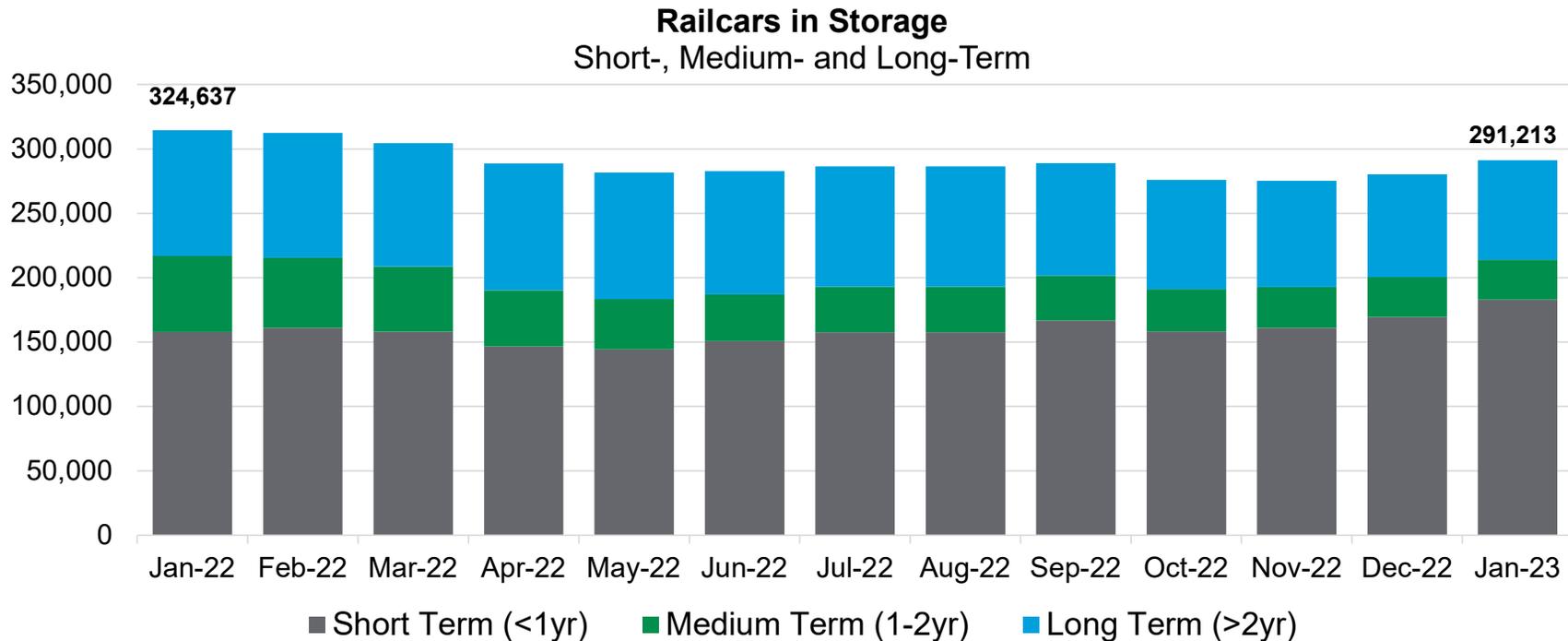
Average Train Speed vs Class I Railroad Headcount



Stored Railcars Near Cycle Low



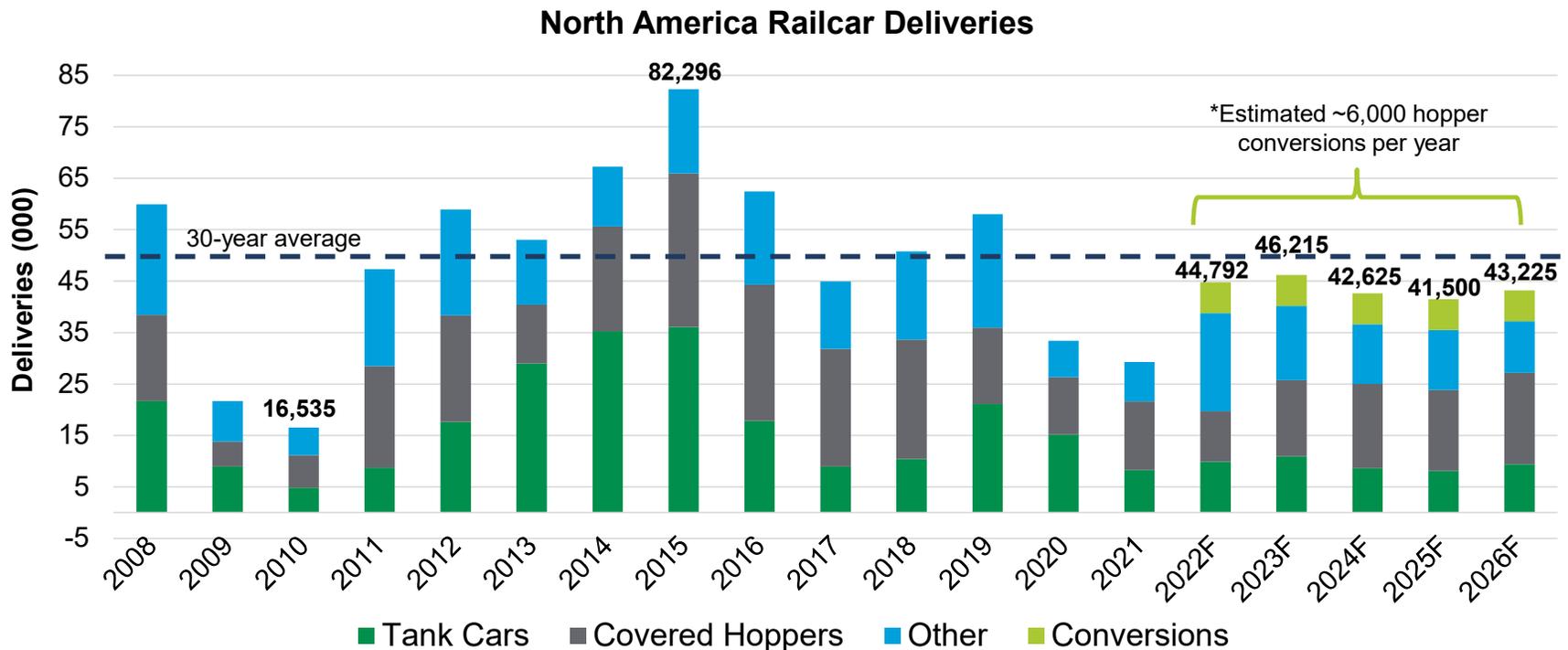
- Idled fleet has risen m/m, still below long run average with 37% inactive for over 1 year, awaiting retirement or repurposing (conversion)



Railcar Deliveries Forecast



- Forecast revised down on slowing economy and supply issues
 - ‘Hopper Conversions’ fill some production space in the out years



Source: FTR, December 2022, * Hopper Conversions estimated as FTR does not forecast this activity

Conclusion

Questions?